



TENNESSEE BANKERS  
ASSOCIATION *Service Since 1899*



# Bank Directors Retreat



**Westin Nashville Hotel, Nashville, TN  
October 18 & 19, 2017**

*In Conjunction with the  
Tennessee Department of Financial Institutions*



# Bank Directors Retreat

Westin Nashville Hotel  
Nashville, TN  
October 18 & 19, 2017

## Who Should Attend

Both outside and inside board members, CEOs, presidents of community banks, and internal auditors throughout the state will benefit from the information available at this program. We encourage you to bring your board members and schedule your fall board meetings concurrently with this conference.

## Benefits of Attending

This program was developed in conjunction with the Tennessee Department of Financial Institutions. Attendees will receive information on many current issues of importance to Tennessee bankers in today's regulatory environment.

## Wednesday, October 18

**4:00 - 5:00 p.m.**      **Registration, Westin Nashville Hotel, Vanderbilt Ballroom Pre-function**

**5:30 - 6:30 p.m.**      **Opening Reception**  
Join your fellow bankers and directors for adult beverages and hors d'oeuvres at the awe-inspiring **Hall of Fame Rotunda in the Country Music Hall of Fame**. The Rotunda honors the heart and soul of country music. Here, within the circle of those who have shaped its history, you will sense the presence of the artists who are honored and recognized in country music.

## Thursday, October 19

**8:30 - 9:00 a.m.**      **Registration and Continental Breakfast, Vanderbilt Ballroom Pre-function**

**9:00 - 9:10 a.m.**      **Welcome/Introductions, Vanderbilt Ballroom I-III**  
**Bill Yoder**, Chairman, Independent Bankers Division;  
and President/CEO, Southern Community Bank, Tullahoma, TN

9:10 -

10:15 a.m.

### **Economic Update: Growth Drivers**

*Jay Morelock, Economist, FTN Financial Services, New York, NY*

Economic growth is driven primarily by household purchases, business investment, and government spending. Jay Morelock will offer and discuss an analysis of all three concepts along with fiscal and monetary policy, as uncertainties surrounding President Donald Trump's economic policies and future central bank action can either boost or obstruct future growth prospects.

10:15 -

10:30 a.m.

### **Break, Pre-function Area**

10:30 -

11:30 a.m.

### **Current Exam and Regulatory Trends, Vanderbilt Ballroom I-III**

*Steven J. Eisen, Shareholder, and Mark Miller, Shareholder, Baker, Donelson, Bearman, Caldwell & Berkowitz, PC, Nashville, TN*

Join Steve Eisen and Mark Miller as they discuss the hot issues we are seeing in current financial institution exams. They'll touch on some of the more common matters requiring board attention including criticisms of management and governance issues, policies and procedures, risk management, compliance, disaster prevention and recovery plans, repeat offenses, and vendor management, among others. Key takeaways will be presented to attendees for use in preparing for their own upcoming exams.

11:30 a.m. -

Noon

### **Message from Commissioner Gonzales**

*Greg Gonzales, Commissioner, Tennessee Department of Financial Institutions, Nashville, TN*

Commissioner Gonzales looks at some of the challenges Directors are facing, from the Department's point of view and will offer some suggestions to help alleviate those challenges.

Noon -

1:00 p.m.

### **Lunch, Vanderbilt Ballroom IV-V**

1:00 -

1:45 p.m.

### **Where the Intersection of Banking + Technology Becomes Really Interesting, Vanderbilt Ballroom I-III**

*Al Dominick, Chief Executive Officer, Bank Director and FinXTech, Brentwood, TN*

The drive to enhance shareholder value while building long-term competitive advantage now involves a series of technology-driven considerations. For most community banks, this presents a significant challenge; albeit with real opportunity. Indeed, opportunities to try something new continue to proliferate. However, financial and talent resources often constrain.

During this presentation, Al Dominick will explore various areas where traditional financial institutions and emerging financial technology companies can and have worked together to develop meaningful financial results.

1:45 -  
2:00 p.m.

**Coffee Break, Pre-function Area**

2:00 -  
3:00 p.m.

**“Assuming” You Have it Right?  
How to Develop Assumptions With a Strategic Focus,**  
*Vanderbilt Ballroom I–III*

**Frank L. Farone**, *Managing Director, Darling Consulting Group Inc, Newburyport, MA*

Are you really comfortable and confident in the assumptions that feed into your risk models? Do these assumptions reflect rational expectations, especially given the protracted low rate environment? Is your ALCO process considered a profit center or just an exercise in regulatory appeasement? Either way, ALCOs must understand the critical model assumptions that drive sensitivity results and take a *quantitative* as well as *qualitative* approach in developing these assumptions. This process will ultimately allow you to defend the model assumptions to all stakeholders while providing the necessary information to make informed and profitable balance sheet management decisions. Learn what separates high performing ALCOs from the rest using best practices for developing model assumptions. Frank Farone will discuss topics that include nonmaturity deposit sensitivity (betas, decay rates, average lives, and “noncore”), prepayment speeds, and loan pricing—and show how to effectively stress test these assumptions. Learn how better information leads to more effective decision making and higher profitability.

3:00 p.m.

**Adjourn**

## Speakers



**Al Dominick**  
Chief Executive Officer  
Bank Director and FinXTech  
Brentwood, TN



**Steven J. Eisen**  
Shareholder  
Baker, Donelson, Bearman,  
Caldwell & Berkowitz, PC  
Nashville, TN



**Frank L. Farone**  
Managing Director  
Darling Consulting Group Inc.  
Newburyport, MA

## Hotel Information

Through vibrant design, unique programming, and entertainment, **The Westin Nashville Hotel** offers an aspirational and energetic atmosphere in addition to unmatched genuine service. With original outlets such as Nashville's premier rooftop pool bar and lounge, L27, and a resort-style spa, Rhapsody Spa, guests will have many options to create a personalized and dynamic experience during their stay at The Westin Nashville.



**The Westin Nashville Hotel**

Conveniently located at 807 Clark Place, adjacent to the Music City Center and steps from Nashville's entertainment district, The Westin Nashville Hotel provides the ultimate insider access to discovering Nashville.

A block of rooms is being held at a special group rate of \$254 single/double occupancy on Wednesday, October 18. **The deadline for making reservations is Wednesday, September 27. When the allotted room block is sold out, room rates return to standard prices on a space-available basis, even if it is before the September 27 deadline.** After 5:00 p.m. on September 27, the room block will be released for general sale. Please make your overnight arrangements early to assure you receive the TBA special rate.

To make reservations, contact the hotel at 866-912-1028 and ask for the **Tennessee Bankers Association Bank Directors Retreat** to get our special group rate.

Self-parking is available across the street in Music City Center garage, or valet parking is available at The Westin Nashville Hotel.



**Greg Gonzales**

Commissioner  
Tennessee Department  
of Financial Institutions  
Nashville, TN



**Mark Miller**

Shareholder  
Baker, Donelson, Bearman,  
Caldwell & Berkowitz, PC  
Nashville, TN



**Jay Morelock**

Economist  
FTN Financial Services  
New York, NY

## Additional Information

**Delivery Method:** Group-Live

**Program Level:** These sessions are for any bank directors currently serving their institution and are on an intermediate level.

**Prerequisites & Preparation:** No prerequisites or advance preparation required

*TNBankers.org/education/events* has information on attire, special needs, inclement weather policy, photo policy, and our antitrust policy.

**Cancellation Policy:** Cancellations received in the TBA office 5 business days prior to the scheduled program will be refunded in full. Due to commitments with hotels, cancellations received less than 5 business days prior to the scheduled program are not refundable. Substitutions are welcome. Registrants who do not attend the program or send a substitute will be responsible for the entire registration fee.

## Continuing Education Credit

Attendees qualify for 5 hours of Continuing Professional Education (CPE) credit in the area of Business Management and Organization. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits have been granted based on a 50-minute hour. For more information regarding administrative policies or complaints, please contact our offices at 615-244-4871.

Tennessee Bankers Association is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: [www.nasba.org](http://www.nasba.org)

To obtain continuing education credit applications or more information, call the TBA education department at 800-964-5525 or 615-244-4871

## Convention Fees

Fee includes the opening reception on Wednesday, instructional materials, continental breakfast, and the coffee break and refreshment break on Thursday.

**Please register early. Day-of-program registrations include an additional \$50 late registration fee.**

|  | Members / Associate Members | Nonmembers |
|--|-----------------------------|------------|
| Early Registration                               | \$375                       | \$750      |
| <i>Early registration deadline is October 3.</i> |                             |            |
| Registration                                     | \$405                       | \$780      |
| Day-of-Program                                   | \$455                       | \$830      |

No written confirmation of seminar registration will be sent from the TBA. Participation in TBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates.

## TBA Contact Information

**Susan R. Taylor, CMP**

Senior Vice President of Professional Development

[staylor@TNBankers.org](mailto:staylor@TNBankers.org)

800-964-5525 or 615-244-4871





# 2017 Bank Directors Retreat

The Westin Nashville Hotel, Nashville, TN | October 18 & 19, 2017

LAST 4 DIGITS ONLY MUST BE INCLUDED  
For educational tracking purposes only.

*Please print or type.*

1. Name \_\_\_\_\_ Nickname \_\_\_\_\_  
Title \_\_\_\_\_ Email \_\_\_\_\_ SS# \_\_\_\_\_

2. Name \_\_\_\_\_ Nickname \_\_\_\_\_  
Title \_\_\_\_\_ Email \_\_\_\_\_ SS# \_\_\_\_\_

3. Name \_\_\_\_\_ Nickname \_\_\_\_\_  
Title \_\_\_\_\_ Email \_\_\_\_\_ SS# \_\_\_\_\_

Company \_\_\_\_\_ Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Contact \_\_\_\_\_ Email \_\_\_\_\_

| TBA Members / Associate Members                  |              | Nonmembers   |
|--|--------------|--------------|
| Early Registration                               | <b>\$375</b> | <b>\$750</b> |
| <b>Early registration deadline is October 3.</b> |              |              |
| Registration                                     | <b>\$405</b> | <b>\$780</b> |
| Day-of-Program                                   | <b>\$455</b> | <b>\$830</b> |

## 2 WAYS TO REGISTER!

1. Register online with a credit card or ACH at [www.TNBankers.org](http://www.TNBankers.org).
2. Mail this form, along with a check, to the address on the right. *Please make check payable to Tennessee Bankers Association.*

## Mail form and payment to:

Tennessee Bankers Association  
Attn: Monique Jenkins  
211 Athens Way, Ste 100  
Nashville, TN 37228-1381  
615-244-4871 or 800-964-5525  
[www.TNBankers.org](http://www.TNBankers.org)