2022 Tri-State Trust CONFERENCE

April 26-28, 2022

In-Person and Vitual Options

Conference Location:

Delta Hotel by Marriott • Fargo, ND

Sponsored by:

NORTH DAKOTA BANKERS ASSOCIATION

REGISTRATION OPTIONS:

IN-PERSON OR VIRTUAL

EXHIBITORS & SPONSORS

As of March 24, 2022

- Accutech Systems Corporation
- Artisan Partners
- BNY Mellon
- Broadridge
- Eide Bailly LLP
- Farmers National Company
- Federated Hermes
- Fifth Third Institutional Trust and Custody
- First Trust Portfolios
- Fi-Tek
- GreenHill Investment Reporting
- Infovisa
- IntraFi
- Invesco
- J.P. Morgan
- John Hancock Investments
- Lazard
- MainStreet Advisors
- North Dakota Community Foundation
- Northern Trust
- Peoples Company
- Pifer's Auction & Realty
- Principal Global Investors
- Proxytrust
- R&T Deposit Solutions
- RIC
- SS&C Innovest
- T. Rowe Price
- UMB Bank
- Vanguard
- VOYA
- Zimney Foster

AGENDA

Tuesday, April 26

4:30 pm Registration

5:00 pm Opening Reception in Exhibit Hall

6:30 pm Opening Dinner

7:00 pm **Lead with Passion**

Art delaCruz, Team Rubicon, Los Angeles CA

Art delaCruz serveed honorably for over 22 years in the U.S. Navy and is now CEO of Team Rubicon, a non-profit organization that unites the skills of military veterans with first responders to rapidly deploy emergency response teams. In his presentation, delaCruz will share lessons to inspire others to lead with a ruthless dedication to excellence.

Wednesday, April 27

7:15 am Breakfast Buffet in Exhibit Hall

8:00 am **Rapid-Fire Roundtables**

Join us for a fast-paced networking session where you'll get to know other attendees and discuss current issues and trends.

8:45 am **A Federal Tax Update You Can Trust**

Samuel A. Donaldson, Georgia State University, Atlanta GA

This informative and entertaining session will recap the important cases, rulings, regulations, and legislation affecting federal income, estate, and gift taxes from the past 12 months.

10:15 am Morning Break in Exhibit Hall

10:45 am Introduction of Exhibitors and Sponsors

10:55 am **The Art of the Front Man**

Michael Cartwright, Bismarck ND

In this TED-style talk, Cartwright calls on his broad musical background to convey three responsibilities that must be maintained by anyone who wants to be an effective leader.

11:10 am **The Core of Cryptocurrency**

Kyle Pickner, Plains Commerce Bank and David Peterson, American Fiduciary Services, Sioux Falls SD

Pickner will discuss the challenges and opportunities traditional finance faces with this newly created asset class as we explore what cryptocurrency is, the security and ownership surrounding it, and the regulatory and legal hurdles faced.

12:00 pm Luncheon and Door Prize Drawings in Exhibit Hall

1:00 pm **New Themes and Old Favorites from J.P. Morgan's Guide to Retirement**

Sharon Carson, J.P. Morgan, New York NY

This discussion will start with a review of Guide to Retirement enhancements including planning for an even longer life, spending habits, improved savings, keeping inflation in perspective and retiring discretionary and non-discretionary.

2:00 pm Dessert and Final Break with Exhibitors

2:30 pm **Understanding Money Scripts™: Using Financial Psychology to Deliver a More Integrated Financial Planning Experience**

Lindsey Larrabee, Templar Advisors, Denver CO

Learn what Money Scripts™ are, where they come from and why they matter. Understand the four most common Money Scripts™ and how they may show up our clients. Integrate "checkpoints" to help minimize destructive money behaviors.

3:35 pm **Fiduciary Assets go Digital – It's just a Matter of Time**

Patrick Alyward, RIC, Omaha NE

Digital assets are on the rise. Although these digital assets may not be common in fiduciary accounts yet, the trends show it is a matter of time before they start appearing in fiduciary accounts managed by trustees.

4:45 pm Networking Reception followed by Dinner on Your Own

Thursday, April 28

7:15 am Continental Breakfast

7:45 am **The Great Balancing Act**

KC Mathews, UMB Bank, Kansas City MO

This presentation will discuss the economic imbalances and the risks of potential solutions that keep everything in balance. Key economic variable will be discussed, along with 2022 forecasts. Learn what is driving the economy and financial markets, the risks that are present, and potential scenarios that may play out.

8:40 am **The Trust is a Beneficiary of a Retirement Account – Now What?**

Melissa White, Eide Bailly LLP, Aberdeen SD

When the SECURE Act was passed, it significantly changed the estate and retirement planning landscape when retirement accounts are payable to trusts. Whether calculating fiduciary accounting income or determining distribution requirements, this session will share insights into some unique complexities when trusts are named as beneficiaries of retirement accounts.

9:30 am Break and Time to Check out of Rooms

9:45 am **Retirement Challenges for the Gig Economy**

Steve Christenson, Ascensus, Brainerd MN

Discover how to break into a new market and attract new types of savers. Learn how to reach out to self-motivated entrepreneurs and hear how IRAs, HSAs, SEP plans, and Individual (k) plans can help these individuals save for their future retirement and health-related expenses.

10:35 am **Prospecting the Next Wave of Wealth**

Jean Dunn, T. Rowe Price, Baltimore MD

The top 10% of earners under 50 represent one of the biggest opportunities to grow your business. These potential future clients probably do not look or act the same as your current clients. Find out how to effectively connect with them.

11:35 am Adjourn

HOTEL INFO

Delta Hotel by Marriott
1635 42nd St SW
Fargo ND

A block of rooms will be held until **March 22.** Room rate is **$119**. Please call the hotel directly and ask for the North Dakota Bankers Association room block.

Call to reserve a room:
701.277.9000
or visit:
https://bit.ly/3hwc4qU

CE CREDIT

The 2022 Trust Conference content has been submitted for continuing education credit with the following organizations:

- Certified Financial Planner Board of Standards
- Institute of Certified Bankers: CTFA and CRSP
- Minnesota State Board of Continuing Legal Education
- North Dakota Commission for Continuing Legal Education
- North Dakota Insurance Department
- South Dakota Division of Insurance

CHOOSE IN-PERSON OR VIRTUAL!

To Register:
Return enclosed form with payment:

NDBA
Attn: Registration
PO Box 1438
Bismarck ND 58502

Questions?
Call NDBA's Dorothy Lick at 701.223.5303

SPEAKERS

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RIC
Omaha NE

Prospecting the Next Wave of Wealth

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New Themes and Old Favorites from J.P. Morgan's Guide to Retirement

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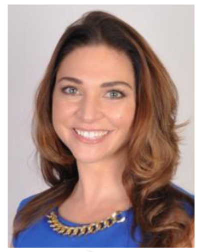

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Atlanta GA

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NORTH DAKOTA BANKERS ASSOCIATION

NDBA
PO Box 1438
Bismarck ND 58502-1438
www.ndba.com

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Trust

CONFERENCE

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Fargo, ND

ATTENDEE REGISTRATION FORM I IN-PERSON & VIRTUAL

Organization Information

Bank/Company ______________________ Phone ______________________

Address ______________________

City ______________________ State ______________ Zip ______________

Registrants

Registrant 1 ______________________

Email ______________________ ☐ In-Person ☐ Virtual

IF ATTENDING IN PERSON, CHOOSE ONE
☐ Will Attend Tuesday Dinner
☐ Will NOT Attend Tuesday Dinner

Registrant 2 ______________________

Email ______________________ ☐ In-Person ☐ Virtual

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Registrant 3 ______________________

Email ______________________ ☐ In-Person ☐ Virtual

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Please let NDBA know of any dietary restrictions by sending an email to dorothy@ndba.com

REGISTRATION	REGISTRATION BY APR. 6	REGISTRATION AFTER APR. 6	NUMBER OF REGISTRANTS X FEE
Member (NDBA, SDBA, MBA)	$425	$450	
Non-Member	$595	$625	
		TOTAL AMOUNT DUE	

☐ Please send an invoice.

☐ Check enclosed.

☐ I'd like to pay by credit card. *Please contact me.*

NORTH DAKOTA BANKERS ASSOCIATION

Tax Disclaimer: Fees include attendance at all sessions, meal functions, and session materials. The cost for conference meals and breaks included in the fee is $128. This information is provided for your tax records, in keeping with the IRS 50% deductible provision under Section 274(n) of the Internal Revenue Code.

Refund Policy: Refund less $50 will be made if requested one week prior to conference. No refunds after that date. Substitutions allowed any time.

Mail this form with payment to:
North Dakota Bankers Association
Attn: Registration
PO Box 1438
Bismarck ND 58502-1438

Questions?
Contact Dorothy Lick at NDBA,
701.223.5303 or dorothy@ndba.com.

PRINT FORM