



NDBA Bank Management Conference

February 16-17, 2024

Westin Kierland Resort | Scottsdale AZ



NORTH DAKOTA
BankERS
ASSOCIATION

You Are Invited

The **2024 NDBA/SDBA Bank Management Conference** will provide executive level officers, bank directors and senior level bankers with timely insights on the economic landscape and top strategies for the coming year.

Bankers value strategic information and networking with colleagues and the Bank Management Conference offers plenty of both, in addition to some of the best hospitality Arizona has to offer. We look forward to seeing you in Scottsdale.



NDBA Chair Pete Jahner
President, Kirkwood Bank & Trust
Bismarck

Agenda

Friday, February 16

7:15 a.m. A Hearty Breakfast
for bankers and business partners

8:00 – 11:30 a.m. GENERAL SESSION

Putting On Your Boss Hat: Leadership Presence

Honey Shelton, SBS Cybersecurity

The word boss gets a bad rap. Fulfilling the role of the boss role is not about ego or power but about taking responsibility and being a strong people leader. Explore a balanced approach to leadership rooted in confidence, empathy, and authenticity. Discover how leadership presence and assertiveness are essential for making decisions, resolving conflicts, and motivating others.

Managing the Balance Sheet in Uncertain Times

Dale Sheller, The Baker Group

It has been nearly two years since the Federal Reserve started their most aggressive tightening campaign since the early 1980s. Banks saw their margins expand in 2022 and then start to contract in 2023 as balance sheets eventually felt the full impacts of the rapid rate movements. Many believe the Federal Reserve is close to or possibly done raising rates. Is your balance sheet ready for the next cycle? This session will discuss the current interest rate environment, banking trends, and balance sheet strategies and highlight best practices for asset liability management programs to ensure a favorable regulatory examination.

Rapid-Fire Roundtable Discussions

Fintech Transformers: Rise of Primacy

Dave DeFazio, StrategyCorps

In the ever-transforming battle for customers, fintechs seek to be the new rulers of the banking universe. And the tides have turned. From 2019 to 2022, digital banks have the largest growth rates of primary relationships. Now, for the first time ever, more consumers in the Gen Y and Gen Z age groups name a digital bank as their primary institution than all the community banks and credit unions combined! Experience live demonstrations of the banking apps that are reimagining the definition of PFI as Primary Financial Interactions, instead of Primary Financial Institution, and changing consumer attitudes and banking behaviors.



12:30 p.m. Golf Tournament or Free Afternoon

6:30 – 8:30 p.m. Gala Reception and Dinner
for all registrants

Saturday, February 17

7:45 a.m. Continental Breakfast
for bankers and business partners

8:15 – 11:45 a.m. GENERAL SESSION

The Perfect Storm: Fraud

Patrick Dix, SHAZAM

The COVID-19 pandemic created the perfect storm for fraudsters and criminal activity affecting financial institutions. From isolated individuals that become victims of fraud to the resurgence of old fraud vectors, banks are still dealing with the lingering issues created during the worldwide pandemic. We'll outline ongoing threats from social engineering, enhanced security procedures that can prevent fraud, and how ATM skimming activity is evolving.

Deposits and Their Effect on Bank Valuation

Tom Keenan, Keenan & Partners

The State of Cybersecurity in 2024

Thomas Blade, Arctic Wolf

Blade will provide data and insights into the cyber threat landscape of the last 18 months, predictions for 2024, and the most common recommendations to improve your security posture. Disruptive technologies like cryptocurrency and augmented reality change the environment by introducing new possibilities and risks. He will also address artificial intelligence (AI) and machine learning (ML) technologies and delve into how these are increasingly used to develop next generation cybersecurity solutions.

Power from Unexpected Sources: Achieving Consistent Success in a Highly Competitive Environment

All registrants, including spouses and guests, are invited.

Mitch Holthus, Kansas City Chiefs

Holthus will delve into the secrets of cultivating a winning culture in a fiercely competitive environment, drawing inspiration from unlikely sources. Focusing on Kansas City Chiefs' remarkable 11-season streak of high-level victories, Holthus will demonstrate that this accomplishment is the results of a year-round commitment to excellence. In this engaging exploration, you will uncover the unique methods employed to maintain this extraordinary level of consistency.

11:45 a.m. A Delicious Outdoor Luncheon
for all full registrants

Afternoon Free time

5:30 – 6:30 p.m. Casual Cocktail Reception
followed by dinner on your own

Featured Speakers



Thomas Blade
Arctic Wolf



Dave DeFazio
StrategyCorps



Patrick Dix
SHAZAM



Mitch Holthus
Kansas City Chiefs



Tom Keenan
Keenan & Partners



Dale Sheller
The Baker Group



Honey Shelton
SBS CyberSecurity



Emma Zimmerman
Hayden Flour Mills
Spouse/Guest Program

Spouse | Guest Special Programs

Friday, February 16

8:30 – 10:00 a.m.

Breakfast with the Miller's Daughter

Emma Zimmerman, Hayden Flour Mills

Emma is the style behind Hayden Flour Mills. She's always in the kitchen drumming up new recipes to share. She oversees branding and style, telling the Mills' story with flair and beauty. Her keen business sense turned Hayden Flour Mills from a hobby into an award-winning business that sells its heritage grains and flour across the country.

Saturday, February 17

10:35 – 11:30 a.m.

Power from Unexpected Sources: Achieving Consistent Success in a Highly Competitive Environment

See description under Saturday's "General Session" listing.



Sponsors

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About the Resort



The Westin Kierland Resort & Spa

6902 E. Greenway Parkway
Scottsdale AZ 85254
Phone: 480.624.1000
www.kierlandresort.com

Reservations

Group Room Rates: \$379/king; \$389/double

Deadline: January 23

*Room cancellations within seven days of arrival
will be charged one night's deposit.*

Phone: 480.624.1000

Reservation link: <https://bit.ly/46zbwsc>

Golf Tournament

Westin Kierland Golf Club • Friday, February 16 • 12:30 p.m.

Pre-registration required.

Please see separate form to register for golf and to reserve Ping rental clubs.

Kierland Golf Club provides three 18-hole combinations. Acacia, Ironwood and Mesquite offer three championship-style nines – each with its own flavor and strategy. Emerald green fairways are etched into golden-colored desert grasses, sweeping over constantly changing elevations to flawless greens.

Honored as one of the "Top 10 Public Courses in Phoenix/Scottsdale."



Helpful Tips

What to Wear

The average high temp for February is 70 and the average low is 43. Meeting attire will be business casual – no ties necessary. For the reception and dinner Friday night, men may feel more comfortable wearing a sport coat with an optional tie. Women may prefer warmer dress and a light jacket or sweater for the cool desert evenings.

Time Zone

Arizona is on Mountain Standard Time.

Questions?

Contact Dorothy Lick
SVP of Education
North Dakota Bankers Association
701.223.5303
dorothy@ndba.com



Hosted by:
North Dakota Bankers Association
PO Box 1438
Bismarck ND 58502
Phone: 701.223.5303
www.ndba.com

Registration Form

2024 NDBA Bank Management Conference

Registration Deadline • January 19, 2024

The full registration fee for bankers and business partners is \$625 which includes business sessions on Friday and Saturday, Friday breakfast and gala dinner, and Saturday breakfast, luncheon, and reception.

The spouse/guest registration fee is \$350 which includes Friday spouse/guest breakfast and program, Friday gala dinner, and Saturday closing speaker, luncheon, and reception.

Conference Fees:

Full Registration.....	\$625
Spouse/Guest Registration.....	\$350
Friday Gala Dinner Only	\$225
Golf Tournament.....	\$285

Please see separate form for golf registration.



Make checks payable to NDBA and mail to:

North Dakota Bankers Association
Attn: Registration
PO Box 1438
Bismarck ND 58502
Or email registration to ndba@ndba.com

Hotel Deadline • January 23, 2024

The Westin Kierland Resort & Spa

6902 E. Greenway Parkway, Scottsdale, AZ 85254
Phone: 800-354-5892 or 480-624-1000

Group Rates: \$379/king; \$389/double

Reservation Link: <https://bit.ly/46zbwsc>

Hotel room cancellations within seven days of arrival will be charged one night's deposit.

Conference Cancellation Policy

Conference registration refunds will be granted for cancellations received at the NDBA office on or before January 23. If notice of cancellation is received after January 23 and on or before February 10, an administrative fee of \$50 per canceled registration will be assessed but the remainder of the registration will be refunded. Due to financial commitments NDBA must make to the hotel, refunds will not be granted for cancellations after February 10. Substitutions are always permitted.

Tax Disclaimer

The estimated cost for all meals and breaks is \$475. 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.

Questions? Please contact Dorothy Lick at the North Dakota Bankers Association at 701.223.5303.

Bank: _____ **Phone:** _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

1. Attendee Name: _____

Email: _____

Spouse/Guest Name (if registering): _____

Email: _____

☐ Full Registration

☐ Friday Gala Dinner Only

☐ Spouse/Guest Registration

☐ Friday Gala Dinner Only

2. Attendee Name: _____

Email: _____

Spouse/Guest Name (if registering): _____

Email: _____

☐ Full Registration

☐ Friday Gala Dinner Only

☐ Spouse/Guest Registration

☐ Friday Gala Dinner Only

☐ Please send an invoice

☐ Check is enclosed

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

TOTAL DUE:



Golf Registration Deadline • January 19, 2024

Friday, Feb. 16 – Kierland Golf Club

12:30 p.m. – Tee times begin. Team prizes and prizes for closest-to-the-pin and long drive.

If you have preferred partners, please list and enclose the fee for each player in your group or have each person show the same group on their registration form.

1. Name: _____	18 Hole Handicap: _____
Bank/Company: _____	Phone: _____
2. Name: _____	18 Hole Handicap: _____
Bank/Company: _____	Phone: _____
3. Name: _____	18 Hole Handicap: _____
Bank/Company: _____	Phone: _____
4. Business Partner: _____	18 Hole Handicap: _____
Company: _____	Phone: _____

**Each banker foursome will include an NDBA business partner.
You may arrange for a business partner to be on your team or NDBA will assign one.**

Fee: \$285/person
Fee includes: green fees, cart, bag handling, tax, prizes, and lunch..

Golf Rental: Golf clubs are available for rent at the Kierland Golf Club.

- ☐ Check to reserve a set of Ping clubs (pay on site)
- ☐ Right-handed
 - ☐ Left-handed

Complete form and mail with payment to:

North Dakota Bankers Association
Attn: Registration
PO Box 1438
Bismarck ND 58502

- ☐ Please invoice
☐ Check is enclosed
☐ Pay by credit card. (NDBA will contact you)

TOTAL DUE:

Or Email to ndba@ndba.com

