

CEO

2016

JUNE 20TH, 21ST, 22ND



The 2016 Critical Issues Facing Credit Union CEOs

- The Anatomy of a MERGER
- Subsidiaries - NON-TRADITIONAL INCOME

Don't miss this important Knowledge Exchange!

KINGBRIDGE CENTRE, KING CITY, ON

LEVELFIVE
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KNOWLEDGE EXCHANGE

The Anatomy of a Merger

Discover how other CEO's approach merging, what their experiences have been, traps to avoid and compare approach and processes. Hear what CEO's believe is the future of consolidation, when they believe it will stabilize and what form it will take. How is the 'federated model' working?

What You Can Expect

If you have been through a merger already or have not been through one you will learn the approach other CEO's have taken. For example, how they handled specific issues differently, buy-outs and incentives and what plans are being made for future mergers?

How do they work? What is being offered? What can you expect from the process?

- Hear from CEO's of credit unions that have been through mergers looking at the process from both sides.
- Learn what methods they used from start to finish.
- How did they approach the credit union or how were they approached by a credit union?
- How are the key issues dealt with:
 - Harmonize CEO and senior management positions
 - CEO termination packages
 - Board structure and board packages
 - Staffing
 - Brand identity
- What can you expect the impact will be on you?
- How do you communicate to your members and the community?

Subsidiaries – How Credit Unions are Generating Non-Interest Revenue

With narrow financial margins credit unions must start complimenting margin revenue with fee revenue. Fee revenue, not from retail member accounts, but rather through other sources to reduce exposure to interest rates, will allow for a stable revenue source.

What You Can Expect

The subsidiaries that are discussed are real and you will learn from individuals who have gone through the process of setting them up.

- Details of the business case
- Specific examples of how to generate non-interest revenue
- Specific examples of how to structure subsidiaries
- Examples of current working subsidiaries in Ontario credit unions
- Legal and regulatory hurdles
- How much revenue is being forecasted?
- Staffing implications

CEO KNOWLEDGE EXCHANGE 2016



AGENDA

MONDAY, JUNE 20TH, 2016

4:30 – 5:30 PM	Registration
5:30 – 6:30 PM	Meet and Greet Cocktail Reception
6:30 – 8:30 PM	Networking Dinner

TUESDAY, JUNE 21ST, 2016

7:00 – 8:30 AM	Breakfast
8:30 – 10:00 AM	Welcome/Introductions Open Question
10:00 – 10:15 AM	Break
10:15 – 11:45 AM	Bob Watson, CEO Pen Financial Credit Union Q & A Session
12:00 – 1:00 PM	Networking Lunch
1:00 – 2:30 PM	CEO Presentation Q & A Session
2:30 – 3:00 PM	Break
3:00 – 4:30 PM	Al Suraci, President & CEO Northern Credit Union Q & A Session
4:30 – 5:00 PM	Recap of All Presentations Discussion Open Question - Cont'd
6:30 PM	Dinner & Networking

WEDNESDAY, JUNE 22ND, 2016

7:30 – 8:30 AM	Breakfast
8:30 – 9:30 AM	Open Question - Cont'd
9:30 – 11:00 AM	Generating Non-Traditional Income Phillip Smith, CEO Pace Credit Union Q & A Session
11:00 – 12:00 PM	Recap & Closing Remarks
12:00 – 1:00 PM	Networking Lunch

DATE: Monday to Wednesday, June 20-22nd, 2016

LOCATION:

Kingbridge Conference Centre

12750 Jane Street, King City, ON L7B 1A3

Telephone: 905-833-3086

MEETING/ACCOMMODATION PACKAGE:

\$696.00 (\$615.93 + \$80.07 taxes)

Included is 2 nights single room, 2 hot buffet breakfasts, 2 buffet lunches, 2 dinners, nutrition breaks, free parking, internet, gym, indoor pool and full meeting facilities.

REGISTRATION FEE:

\$850.00 + \$615.93 Meeting Package = \$1,465.93 + HST = \$1,656.50

Please make cheques payable to Level Five Strategic Partners Inc.

**SPACE IS LIMITED TO 25 PARTICIPANTS
REGISTER EARLY TO SAVE YOUR SPOT!!!**

FOR MORE INFORMATION CONTACT:

Candis Mirtl at cmirtl@levelfive.ca or telephone 905-602-0644

CEO KNOWLEDGE EXCHANGE 2016 REGISTRATION FORM

Name: _____

Title: _____

Credit Union: _____

Address: _____

_____ Postal Code: _____

Telephone: _____ Fax: _____

Email: _____

Cheque enclosed in the amount of \$ _____

Mail or fax your Registration Form to: Level Five Strategic Partners Inc.
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