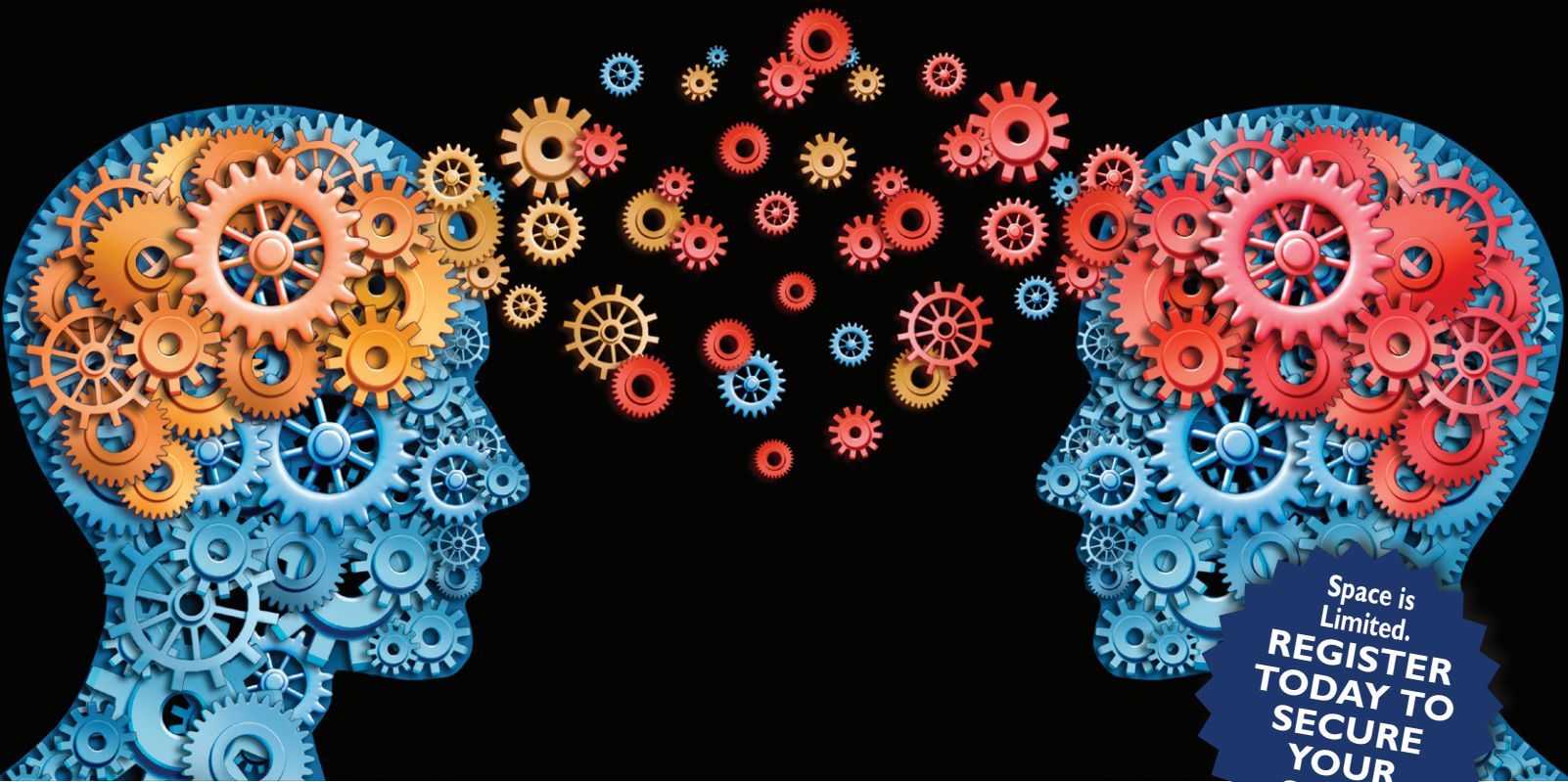


# 5TH ANNUAL COMMERCIAL LENDING KNOWLEDGE EXCHANGE 2013

Offered exclusively by TLi, The Commercial Lending Knowledge is the only session of its kind specifically for commercial lenders. It offers a chance to engage in subject specific discussions with your peers, share knowledge, experience and strategies in a challenging and open environment. The networking element provides as much value as the sessions themselves.



Space is  
Limited.  
**REGISTER  
TODAY TO  
SECURE  
YOUR  
SPOT!**

## WHO SHOULD ATTEND

All credit union commercial lenders including those responsible for managing a commercial portfolio. The Knowledge Exchange is the most effective way to expand your knowledge in commercial/business lending.

**EXPERIENCE THE DIFFERENCE BETWEEN A COMMERCIAL LENDING CONFERENCE, SEMINAR OR COURSE AND A KNOWLEDGE EXCHANGE.**

OCTOBER 21, 22, 23, 2013 • KINGBRIDGE CONFERENCE CENTRE, KING CITY, ON L7B 1A3

# TLi

THE LEARNING INSTITUTE

a division of Level Five Strategic Partners Inc.

# COMMERCIAL LENDING KNOWLEDGE EXCHANGE 2013

## MONDAY, OCTOBER 21<sup>ST</sup>, 2013

4:00 – 5:30 pm	Welcome & Registration
5:30 – 7:00 pm	Opening Remarks Knowledge Exchange Overview
7:00 – 9:00 pm	Networking Dinner
9:00 – 10:00 pm	Networking Cocktails

## TUESDAY, OCTOBER 22<sup>ND</sup>, 2013

7:30 – 9:00 am	Networking Breakfast
9:00 – 9:30 am	Introduction
9:30 – 10:30 am	<b>Guest Presenter</b> DICO - Guy Hubert, Director Risk Management <ul style="list-style-type: none"><li>• Update Commercial Examination Findings</li><li>• Commercial Lending Policy Development Guide</li><li>• Separating Policies from Procedures</li></ul>
10:30 – 11:00 am	Open Knowledge Exchange
11:00 – 12:00 pm	<b>The 'Watchlist'</b> <ul style="list-style-type: none"><li>• Guidelines &amp; format</li><li>• Who is responsible</li><li>• When to put it on and when to take it off</li><li>• Best practices</li></ul>
12:00 – 1:00 pm	Networking Lunch
1:00 – 1:30 pm	Open Knowledge Exchange
1:30 – 2:30 pm	<b>Credit Union Business Services...the future</b> <ul style="list-style-type: none"><li>• Building commercial deposit business</li><li>• Deposit brokers?</li><li>• New structure....new role?</li><li>• New positions?</li></ul>
2:30 – 3:00 pm	Open Knowledge Exchange

3:00 – 4:00 pm

### Commercial Department Challenges

- Board support?
- Commercial lending knowledge (Board and CEO)
- Department Structure
- Administration support

## WEDNESDAY, OCTOBER 23<sup>RD</sup>, 2013

9:00 – 10:00 am

### Guest Presenter

David Chesworth, CAMS,  
Chief Anti-Money Laundering Officer (CAMLO)  
Alterna Savings and Credit Union and CS Alterna Bank  
New FinTRAC Regulations – February 2014  
Commercial Lending perspective on:

- Customer Due Diligence (CDD) – clarified
  - 'Business Relationship' – introduction
  - Ongoing Monitoring – enhanced
- Enhanced Due Diligence (EDD) – expanded
- Beneficial Ownership - adjusted

10:00 – 10:30 am

Open Knowledge Exchange

11:00 – 11:30 am

Knowledge Exchange Wrap Up

11:30 am

**Closing Remarks**

12:00 pm

Networking Lunch

**THIS IS YOUR EXCHANGE SO BRING ISSUES THAT ARE IMPORTANT TO YOU!**



### DATE:

**October 21, 22, 23, 2013** (program ends at 1:00 pm)

### LOCATION:

#### Kingbridge Conference Centre

12750 Jane Street, King City (Toronto), Ontario L5B 1A3

Telephone: 1-800-827-7221

### MEETING/HOTEL ACCOMMODATION PACKAGE:

**\$615.00 + taxes = \$695.07**

*Your package costs include: 2 nights single accommodation, high speed wireless internet, 2 full breakfasts, 2 buffet lunches, 2 dinners and continuous nutrition breaks, free parking and use of all facilities.*

### KNOWLEDGE EXCHANGE REGISTRATION FEE:

**\$750.00 + HST = \$847.50**

Make cheque payable to Level Five Strategic Partners Inc. in the amount of **\$1,542.57**

For more information contact:

**Candis Mirtl** at **1-888-311-3030 ext. 236**

or **cmirtl@levelfive.ca**

## REGISTRATION FORM - 2013 COMMERCIAL LENDING KNOWLEDGE EXCHANGE

Name & Position: \_\_\_\_\_

\_\_\_\_\_

Name of Credit Union: \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email Address: \_\_\_\_\_