



Seminar *for*  
**PRESIDENTS**

FEBRUARY 25-MARCH 1, 2006 • HYATT GRAND CHAMPIONS RESORT & SPA • INDIAN WELLS, CA

STRATEGIES FOR SUCCESS

# PRESIDENTS

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**Y**ou are a proven leader in your bank, in your industry and in your community. Join other leaders in an interactive workshop designed exclusively to meet your needs. Design the strategies you need for success. Re-charge your energy and tap into the creativity of your peers and some of the industry's best advisors. Take home creative solutions to leadership challenges that enhance your bank's ROI and profitability and your own performance.

## SEMINAR FOR PRESIDENT SPOTLIGHTS:

*No other program like it in the industry*

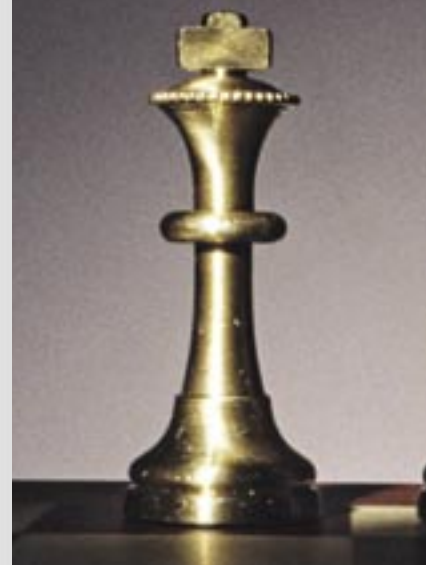
- **Exclusively CEO** - only program designed for and restricted to top executives
- **Unique Perspective** - strategic viewpoint of the CEO
- **Interactive** - lively, engaging, encouraging participant input
- **Intimate** - limited attendance, personal attention from speakers
- **Balanced Schedule** - the right mix of expert advice, group networking and free time
- **Multi-directional Learning** - not just lectures, but dialogues, case-studies, and practical ideas to stimulate learning

*"The Seminar for Presidents is a unique opportunity for senior level executives to attend a small, personal program with engaging speakers on relevant industry topics and interact with peers from throughout the country that are facing similar challenges and opportunities."*

John Boucher  
President & CEO  
South Shore Savings Bank  
South Weymouth, MA

## SCHEDULE AT-A-GLANCE

SATURDAY FEB. 25	MONDAY FEB. 27	TUESDAY FEB. 28	WEDNESDAY MARCH 1
6:30 P.M. Welcoming Reception & Dinner	7 A.M. Early Bird Session & Continental Breakfast	7 A.M. Continental Breakfast	8 A.M. Continental Breakfast
SUNDAY FEB. 26	8:15 A.M. General Session	8:15 A.M. General Session	9 A.M. Interactive Workshop (Attendees & Guests)
10:30 A.M. Brunch	10:30 A.M. Concurrent Sessions	10:30 A.M. Concurrent Sessions	11 A.M. Adjournment
12 NOON Opening Session and Roundtable Discussions	10:30 A.M. Guests' Session	12 NOON Lunch with the Speakers (optional)	
4 P.M. Session Ends	12 NOON Golf Outing or Peer Group Luncheon (choice)	AFTERNOON ON YOUR OWN	
	6 P.M. Reception	6 P.M. Reception	



## STRATEGIES YOU CAN "TAKE TO THE BANK"

### WASHINGTON UPDATE

Diane Casey-Landry, ACB's President & CEO, shares her insights on legislative and regulatory issues, pending and proposed, that will have bottom-line impact on your business and profitability over the next year. This heads-up from your Washington advocate provides you with valuable information as you and your management team craft your strategic plans.

### EXECUTIVE COMPENSATION

Is there a true connection at your bank between executive performance and company value? Are you maximizing opportunities to reward excellence while reflecting the true bottom line? Review best practices and guidelines for pay and performance while observing the requirements of ethical stewardship.

### A PLACE FOR MUTUALS IN TODAY'S MARKETPLACE

Mutual institutions have many opportunities and options for growth, for providing new products and services and, most importantly, for serving their communities. This concurrent session explores strategies for both mutuals and mutual holding companies.

### STRATEGIC PLANNING

This session helps you break out of the familiar pattern and define the best tools available to revitalize this critical planning process. Discover how to select the best authors, the best visionaries and the best communicators to design and drive the plan, inspire the team and insure buy-in from key players.

### PERSONAL FINANCIAL PLANNING

Your personal strategy for success should include a serious plan for your own financial well being, both now in your peak earning years, as well as in your retirement. Explore opportunities to realistically fund a savings portfolio compatible with your risk tolerance and your lifestyle choices, using all of the resources available to you today and in the future.

### BEST STRATEGIES AND PRACTICES FOR HUMAN CAPITAL MANAGEMENT

Rates and markets fluctuate, but the number-one asset in any business will always be human talent. Organizations that are great at managing human capital improve their productivity and quality while responding quickly and effectively to business conditions. This session focuses on staffing, recruiting, orientation, on-boarding, training, development, knowledge management, performance management, leadership, and retention.

### INTEGRATING PROFITABILITY & ALM

The financial industry has become increasingly competitive over the past decade, resulting in increased pressure on margins and profitability. This increased pressure emphasizes the need for financial institutions to extend profitability measurement to all levels: organizational, product and customer. Discuss the resources, the business culture, and the commitment needed to maximize your bottom line.

### TAKING MARKET SEGMENTATION TO THE NEXT LEVEL

Get a step-by-step process for using market segmentation as a means for identifying and addressing marketplace opportunities. Using real life examples, discuss the importance of translating your market segmentation approach into actionable information that helps generate higher levels of revenue from targeted customers.

### LEADERSHIP IN THE TRENCHES

Better leadership equals better profits. Learn how the seven essential leadership qualities taught to U.S. Army Rangers can improve employee performance, productivity, and self-discipline.

### ALSO SESSIONS ON TEAMBUILDING AND GOVERNANCE

## NETWORKING OPPORTUNITIES

### SATURDAY

Welcoming Reception and Dinner

### SUNDAY

Brunch and Guided R  
Discussions

# PRESIDENTS

## THE HYATT GRAND CHAMPIONS RESORT & SPA

This AAA Four Diamond/Mobil Four Star hotel, surrounded by the 36 holes of the Golf Resort at Indian Wells, will be the home of ACB's 2006 Seminar for Presidents. At the foothills of the majestic San Jacinto Mountains, this newly renovated resort features the Agua Serena Spa, a complete fitness center, and seven free-form pools including an adult-only pool. The hotel is located only 15 miles from the Palm Springs Airport and 15 minutes from the shops, restaurants and galleries of El Paseo Drive, the Rodeo Drive of Palm Springs. View this private desert retreat on the web at [www.webcollateral.com/hyatt/grandchampions](http://www.webcollateral.com/hyatt/grandchampions).

## REGISTRATION FEES

Attendance at the Seminar for Presidents is restricted to Presidents and CEOs of ACB member community banks and their guests.

**REGISTRATION:** \$1,895 per participant (includes tuition, comprehensive program notebook, 3 receptions, Saturday dinner, Sunday brunch, and breakfast Monday-Wednesday)

## GUEST ACTIVITIES

Guests are also invited to attend at an additional fee of \$425. The fee includes 3 receptions, Saturday dinner, Sunday brunch and a special guests' workshop on Monday on Financial Planning.

## CPE CREDITS



Earn 11 credits in the field of Management and 5 in Specialized Knowledge. 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 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, Nashville, TN, 37219-2417. Web site: [www.nasba.org](http://www.nasba.org).

## OPTIONAL GOLF TOURNAMENT

*Monday, February 27, 2005, 1 p.m. shotgun, \$107 per person*

One of Golf Digest's "Best Places to Play, 2004-2005," The Golf Resort at Indian Wells has long been the ultimate golf destination for everyone from pros to presidents. Two par 72 Ted Robinson courses feature mature trees, mountain vistas, sparkling lakes, and island greens. Each golf cart has parview GPS systems, offering a yardage system, scoring, two-way communication from cart to pro shop, and real time cart tracking. The system shows hole and green overviews, exact distancing to fairway hazards and landmarks, as well as pin placement. Each hole has been crafted with unique challenges for every skill level producing a golf experience unlike any other. To participate, complete the golf section on the Registration Form.

*"The Seminar for Presidents has always been stimulating; from the agenda to the excellent networking opportunities. I've always been able to gather ideas that I've translated into meaningful progressive changes for my bank."*

William C. McGarry  
President & CEO  
Ridgewood Savings Bank  
Ridgewood, NY

### MONDAY

Best Practices Luncheon or Golf  
Tournament (optional)  
Networking Reception

### TUESDAY

Lunch with the Speakers (optional)  
Networking Reception

oundtable



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## REGISTRATION FORM

*This program is open to ACB Member Presidents and CEOs only!*

Print or type names as they should appear on the meeting badge.

Name \_\_\_\_\_ Title \_\_\_\_\_

Institution \_\_\_\_\_

Nickname \_\_\_\_\_ Guest's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Email \_\_\_\_\_

### SEMINAR REGISTRATION FEES

- Attendee ..... \$1,895  
 Guest ..... \$425

### GOLF TOURNAMENT (optional)

The Golf Resort at Indian Wells (Monday, 1 p.m.)

\_\_\_\_\_ Players @ \$107 per player

(Handicap, pairings and club rental information will be included with confirmation)

### TOTAL FEES

Attendee Registration \$ \_\_\_\_\_  
Guest Registration \$ \_\_\_\_\_  
Golf Outing \$ \_\_\_\_\_  
TOTAL \$ \_\_\_\_\_

### PAYMENT (for all fees except hotel)

- Check (payable to ACB)  
 Visa  MC  AMEX  
Card # \_\_\_\_\_  
Expiration Date \_\_\_\_\_  
Signature \_\_\_\_\_

### REGISTRATION INFORMATION

Registrations paid for by credit card may be faxed to (202) 659-1134. Or, mail this completed form, along with your check(s) to:  
Convention Services  
America's Community Bankers  
P.O. Box 91712  
Washington, D.C. 20090-1712

### HOTEL RESERVATIONS

ACB Convention Services will handle all hotel reservations. A block of rooms has been reserved for delegates at The Hyatt Grand Champion Resort & Spa. To ensure your accommodations at the special conference rate, please make your reservations by **Friday, JANUARY 27, 2006**. After that date, reservations are on a space-available basis only.

### ROOM RATE\*

Single/Double \$235

Arriving: \_\_\_\_\_ Departing: \_\_\_\_\_  
(Check-in 4 p.m. Check-out Noon)

- Nonsmoking  Smoking  I will not need hotel accommodations.

\*A \$10 per room, per day resort fee will be added to the above rate.

In order to guarantee your reservation, The Hyatt Grand Champion Resort & Spa requires a one night's deposit plus 9.25% state and local sales tax (\$256.74) for each room reserved. All deposits are fully refundable if cancellation notice is received by the hotel at least 72 hours prior to your scheduled arrival. The Hyatt Grand Champion Resort & Spa charges a \$50 fee to any guest who checks out before their stated departure date unless the hotel is given notice at check-in.

To make your hotel deposit by **check**, please make your check payable to The Hyatt Grand Champion Resort & Spa and return it with this form to ACB Convention Services. Deposits can be made by **credit card** by completing the information below.

In order to guarantee my room reservation, I hereby furnish ACB with my credit card number shown below, and authorize ACB to transmit this number (through any written, electronic, or verbal means) to the hotel listed on this form. If it becomes necessary to cancel my reservations, I will assume responsibility for contacting the hotel directly at (760) 341-1000.

If you have a disability that may affect your participation in this conference, please check here and attach a statement regarding your needs. We will contact you to discuss accommodations.

Card Name:  Visa  MC  AMEX

Other \_\_\_\_\_

Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

### CANCELLATION POLICY

15-30 days before - 50% refunded  
14 days or less before - 0% refunded

Additional questions should be directed to:

Seminar & Hotel Registration  
Michelle Strachan  
(888) 872-0275 ext.3151

Program Content  
Gloria Pritchard-Becker  
(888) 872-0275 ext.3193

Code: SFP0905





900 19th Street, NW  
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Washington, DC 20006

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