

TMANE

Treasury Management Association of New England


26th Annual Conference for the Finance & Treasury Professional
Boston Marriott Copley Place – May 4, 5, 6


Schedule of Events


WEDNESDAY, MAY 4

8:00-9:00 Registration - Coffee Service


9:00-10:15


108 - The Defined Contribution Marketplace: Fee Disclosure and Other Recent Regulatory Guidance 
This session will focus on recent Department of Labor regulatory initiatives under the Employee Retirement Income Security Act including; plan sponsor fee disclosure, participant fee disclosure, proposed revision to definition of a fiduciary, and new proposed disclosure requirements for qualified default investments alternatives and target date funds. The objective of this session is to provide guidance on how to comply with new disclosure requirements ... [more](#)

201-Achieving Total Visibility into Working Capital 
Businesses are looking for an end-to-end, integrated approach to managing working capital and optimizing its use. Today's market developments and industry initiatives are converging to facilitate a leap towards the corporate vision of global interoperability - a broad vision of end-to-end straight-through processing in the procure-to-pay and quote-to-cash cycles. . . . [more](#)

301-Making the Case for Risk Management: The Value in Risk Management 
The choice of why a firm may hedge its risks is based on the value of risk management, specifically value to the firm's stakeholders. Or as important, how value could be destroyed through improper risk management. How a firm approaches risk management involves establishing a risk management framework, including: exposure identification, risk appetite, and risk management objectives, among other factors. . . . [more](#)

402-Major Currency Outlook and Forecast for 2011/12 
This session provides a detailed look at the issues driving the USD, EUR, GBP, JPY etc and our interpretation of what they mean for the currency markets in the medium term. For example, can the euro zone survive the current fiscal crisis? When will China allow more flexibility in the CNY? Will the USD remain the global reserve currency of choice and global medium of transaction? . . . [more](#)

508-Why Cash Flow Forecasting Fails & What to do About it 
This session explores cash flow forecasting to show the critical factors/causes of system failure. We will also look at methods and actions that help prevent system failure. . . . [more](#)

601-Turning Your Technology Dream Into Reality! 
With the right technology, treasury can be the financial nerve center of your organization. Technology can provide insightful business analysis and empower Treasury to answer strategic questions. However, implementing technology demands considerable time and expertise. Botching the implementation can be costly. . . . [more](#)

702-PHISHING for Strategies; 7 Easy Ways to Safeguard your Brand Online
This topic is suitable for any sized company looking to prevent PHISH attacks. This session will provide insight on the latest PHISHING trends, new and latest threats of how companies are tricked into giving certain information, and risks involved. More importantly, this session will review the steps in safeguarding your information, reduce losses and the proactive measures you can do now to prevent this type of information superhighway scam from happening to you. . . . [more](#)


901-New Reforms, Back door margins, who is in Jeopardy? *Advanced*  . . . [more](#)





CTP1 - Financial Accounting & Reporting - Financial Planning & Analysis
This session covers Chapters 4 and 5 of *Essentials of Treasury Management, third edition*.
. . . . [more](#)

10:15-10:45 Exhibit Hall / Coffee Break







10:45-12:00

203-Financial Shared Services: Benchmarking Success 
More and more, organizations are centralizing financial and other business processes into Shared Services Organizations (SSO) with tremendous cost savings and organizational efficiencies. But how do you measure for success? Join us to hear about industry trends, benchmarking and how several large organizations established a financial SSO, including lessons learned around receivables and payables. . . . [more](#)

302-Building an FX Risk Program from the Ground Up 
Learn how Nuance, a provider of speech and imaging software, successfully built an FX risk program capable of outpacing today's rapidly changing currency climate and global business environment. Nuance Treasurer, Tom Chagnon and FIREapps Director of Strategic Market Development Andy Gage will provide a detailed, step-by-step look at how the company evaluated and implemented. . . . [more](#)

- 406-Repatriating Your Foreign Revenues - What are the Tax Benefits?**  Emerging and European economies are scheduled to grow at a faster pace than the US. This means that US firms will penetrate these areas of growth. When they do how are they going manage their foreign revenue? What are the tax consequences for doing business globally? Join us for an insightful study of how your company can best manage repatriating profits. . . . [more](#)
- 501-The Impact of FinReg - What It Means to Your Company**  The implications of Dodd-Frank and Basel III are still murky, but what is clear is that the supply of capital - and the cost of capital - will change in the coming years. This session will help you understand how regulatory change will impact both the supply of credit and your bank relationships - and how to be sure that your company is prepared. . . . [more](#)
- 602-Creating Centralized Cash Visibility with Technology**  For Treasury groups, a consolidated view of cash and exposure is mission-critical. But organizations are often decentralized with various systems and business drivers creating fragmented views of corporate liquidity. Often, this results in a territorial "win/lose" scenario, costing companies time, money and control. In the past, only large multinationals had resources to overcome these challenges, but now solutions exist for [more](#)
- 707-Client Diplomacy - Tools for the Banking Professional**
While we may not have control over other people's behavior, we do have control over the way we interact with these individuals. You will learn how to listen actively and set limits when dealing with difficult people. Discover the difference between reacting and strategizing, and techniques for working with clients and colleagues. . . . [more](#)
- 809-Why the CTP Credential and How TMANE Can Help You Achieve It** [more](#)
- 902-Where is the Pendulum Now?** *Advanced*  . . . [more](#)
- CTP2 Financial Regulatory Environment - Managing Relationships**
This session will cover Chapter 2, Parts I-VI and Chapter 3 of *Essentials of Treasury Management, third edition*.
. . . . [more](#)

12:00-2:00 **Opening Luncheon sponsored by The Royal Bank of Scotland, Soledad O'Brien, Keynote Speaker**

- 2:00-3:15
- 205-What's Driving Commercial Card Growth?**  The impact of Commercial Card growth on the payments landscape is significant. This enlightening session will detail the impressive trends, identify key drivers, and examine the value provided. Independent research will demonstrate increases to aggregate spending and commercial card adoption by an expanding group of market segments. Several growth drivers will then be discussed including the growing acceptance of [more](#)
- 303-Hedging Financial Risk: Mastering the Process**  *Advanced*
Managing the impact of market factors on exposures and derivatives has entered a new era—one in which disjointed and non-standard approaches are no longer viable. Understanding that financial risk management is not a linear course, but a living, cyclical business process, is imperative to success. From identifying exposures to measuring hedge performance against risk policy, this session will delve deep into industry best [more](#)
- 404-International Tax Implications for Treasury Managers**  This course is structured to provide Treasury Managers with an intermediate knowledge of international tax concepts (U.S. and foreign). The topics covered highlight the areas of international tax law that Treasury Managers need to understand in carrying out their duties and should assist in the planning and execution of corporate treasury activity with maximum tax benefits. Also, the course will give Treasury Managers insight [more](#)
- 502-Cashflow Issues? Review Your Credit Practices**  For most companies, the largest cash producing asset is their AR. Managing the delicate balance between increasing sales and underwriting quality AR is an art. How do you insure that your company is extending credit to credit-worthy customers? What tools are available to assess and monitor credit risk? If your AR balances are increasing and cashflow is tightening, what steps can you take to improve your situation? [more](#)
- 603-Mobile & Consumer RDC**  Mobile Remote Deposit Capture is rapidly becoming a "game changer" for financial institutions and their customers. Institutions now look at mobile deposit as a strategic channel to extend remote deposit offerings as they look for new ways to reach their customers and to pare down branch infrastructure or increase /extend their presence as virtual online retail banking providers. Despite this newfound importance [more](#)
- 705-Bank Sponsored OnLine Payroll Services for Small Business Clients**
Recent research indicates approximately 25% of workers still aren't using direct deposit. Many work for small to mid sized businesses. Up to 70%* of small businesses are still handling payroll in-house manually or are paying accountants to do the work. Banks were satisfied with leaving payroll to service bureaus through referral deals but more financial institutions are evaluating and implementing bank-branded [more](#)
- 807-Promote Yourself**
Doing your job and working hard are the first steps towards success. But in today's competitive job market, intellectual savvy is not enough. It is your ability to handle any situation with poise and confidence that will set you apart from your peers. The lessons learned through this etiquette seminar will provide you with skills and knowledge that will place you above the competition to help position you for your next promotion. . . . [more](#)
- 903-Corporate Cash Investing: Today's "Best Practice" Observations & Demystifying the Fixed Income Market**  *Advanced* [more](#)

CTP3 - Cash Management & Forecasting - Collections & Disbursements

This session covers Chapter 8 and Chapter 10, Part VI of *Essentials of Treasury Management, third edition*.

. . . . [more](#)

3:15-3:45 **Exhibit Hall - Coffee Break**

3:45-5:00

101-Money Market Mutual Fund Update: Regulations, Rates & Risks



Money fund expert Peter Crane will discuss current and potential future changes in money market mutual fund regulations, and will review recent short-term rate and cash investment trends. Crane will compare various money market and enhanced cash funds and will review recent developments in monitoring and transparency tools. He will also discuss the risks of rising rates and will provide an overview . . . [more](#)

209-Responding to a Demanding Regulatory Environment



New and changing regulations require corporations and banks to adjust, react and conform. Learn how treasury can operate effectively while adhering to these changes. Hear banking and corporate perspectives on how regulatory change often drives prompt change to internal process flows. Banks must focus on enhancing controls and meeting client needs around requests. Hear ideas from a large publicly . . . [more](#)

304-Inside Job/Outside Job: Embezzlement and Check Fraud



Embezzlement can be called a silent killer. In 2009, over 11,000 people were arrested for embezzlement. In thefts over \$100,000, the average loss was \$1,000,000; the median loss was \$386,500. While incidents of embezzlement occur more often at lower levels of an organization, those in upper management create almost 10 times more losses than regular employees, and three times more losses . . . [more](#)

305-Due Diligence Today: Are We Picking Up Where We Left Off?



While the economic forecast remains uncertain, it appears that mergers and acquisitions have picked up steam and we are hopeful that property transactions will follow. Are you ready? Are you up to date? Join us as we prepare for the economic recovery by learning what is new, why it matters, and how to deal with it. We will start with a discussion of market metrics—what is actually happening with . . . [more](#)

405-Open Account: Unexpected Issues When Transitioning from Letters of Credit



There has been an ever-increasing movement in trade finance away from letters of credit and other more traditional financing mechanisms and toward trade via open account. Open account benefits from advances in technology that have increased the speed, visibility and transparency of both goods and funds along the supply chain and allows trading partners to deal with each other directly, dispensing . . . [more](#)

506-Current Global Landscape and Future Financial Outlook



This session will discuss recent trends of the U.S. economy, its triggers in the global market--consumer spending, housing market, and employment. Focus will be on capital spending, industrialism and inflation and how federal economists and politics predict future outcome and trends as it pertains to expected growth areas. . . . [more](#)

806-The Dynamics of Office Encounters

Come learn your workplace personality and how it affects the office soap opera. This program will help you to identify your strengths and weaknesses as well as teach you how to change your behaviors to work better and more efficiently with co-workers with differing personalities. This interactive workshop will provide you with real strategies to improve your workplace dynamics and your interactions with office mates. . . . [more](#)

904 - The Big Idea



Advanced . . . [more](#)

CTP4 - Financial Risk Analysis - Operational and Enterprise Risk Management

This session covers Chapters 9 and 15 of *Essentials of Treasury Management, third edition*.

. . . . [more](#)

5:00-6:30 **Welcome Wine and Cheese Party sponsored by Fidelity Investments**

THURSDAY, MAY 5

8:00 - 9:00 **Exhibit Hall - Continental Breakfast**

9:00-10:15

104-Navigating the New Treasury Investing Environment



Ramifications from the liquidity crisis have taken their toll on most aspects of the global economy. Treasury investing is no exception. In the wake of the liquidity crisis and slow economic environment treasury investors are left with historically low yields, new money fund regulations and the repeal of Reg Q. This session will offer practical strategies for investors to consider in this market and a case . . . [more](#)

207-Account Analysis and Billing - Everything is Changing



Account analysis. How boring. Not anymore. There has never been a time in history where we have been faced with so many moving parts in bank fees and bank account management. The government, the economy and the global marketplace are all changing the ground rules and the requirements surrounding commercial account analysis and billing. How does Dodd-Frank change the handling . . . [more](#)

306-Developing a Currency Hedging Program: Quantifying Currency Risk



Advanced

The session will focus on the elements of a successful currency hedging program. We will discuss the 5 key elements to managing currency risk, with a deeper discussion around a way to quantify the overall currency risk that a firm faces. The techniques described in the session represent the best-in-class methods used by firms across the world in a variety of industries. . . . [more](#)

407-North American Treasury - The U.S.-Canada Connection



The US and Canada are similar, but not the same. If you do business in both, do you also have to have a treasury department in

both? Or can you consolidate two countries into one treasury? This session covers trade flows, differences and similarities in the banking and payment systems, and comparisons of treasury product offerings. We'll look at the pros and cons of a cross-border . . . [more](#)

504-Update on the Wall Street Reform & Consumer Protection Act



On July 21, 2010 the Wall Street Reform & Consumer Protection Act became law. The scope of the Act is broad, covering banking, securities, derivatives, Sarbanes-Oxley, executive compensation, consumer protection and corporate governance. Since enactment of the law, financial regulators have been conducting studies and creating rules. This presentation will cover an overview of . . . [more](#)

604-SWIFT Messaging and Corporate Treasury: From Theory to Practice



Corporations working in a multi-bank, multi-regional environment are being challenged to standardize the exchange of financial information with their banking partners and find ways to efficiently rationalize their banking relationships. Driven by centralization of treasury activities, or the deployment of new treasury management systems, or more seamless integration with their ERP systems . . . [more](#)

704-Corporate Account Takeover: Protecting Yourself and Your Customers



Today, more than ever, business customers face the threat of corporate account takeover by fraudsters. These fraudsters employ malicious software to steal online banking credentials, fraudulently access bank accounts and engage in unauthorized banking activity to include the origination of wire transfers and ACH transactions. What precautions can your institution initiate . . . [more](#)

803-Social Media Personality: Understanding your Social Media "Community" and taking charge of your "Social" life

Social media is fast becoming the most common touch point for interpersonal interaction and communication. It has many upsides in today's fast-paced world. For example, it is an important means for building upon current, past and even future relationships with very little effort. LinkedIn, Facebook and Twitter can serve to increase credibility and thought leadership, even promote ideas, . . . [more](#)

CTP5 - Introduction to Working Capital Management - Working Capital Tools

This session covers Chapters 6 and 7, Parts I-VI of *Essentials of Treasury Management, third edition*. . . [more](#)

10:15-10:45

Exhibit Hall - Coffee Break

10:45-12:00

103-The Future of Money Market Funds: A Treasurer's Guide



The money market fund industry faces tough challenges from a lower yield environment, stiffer regulations, skeptical investors, and stronger competition. This session will cover expectations for the future of the industry and how treasury professionals may continue to confidently use this popular investment vehicle with the proper due diligence techniques in place. . . . [more](#)

206-Bank Relationships and Pricing in 2011



You will find this session important because it will review the latest trends in treasury management services, bank relationships, pricing, and the influence of credit on the placement of treasury management services. This presentation will be based on the 2010-2011 Blue Book of Bank prices and the 2011 Treasury Management Monitor. You will gain a comprehensive understanding . . . [more](#)

308-Corporate Account Takeover: Theft in Cyberspace



Criminals, many without ever stepping foot on US soil, are stealing funds from corporate accounts with malicious software called "malware" and lures in the form of phone calls or e-mails. This session defines the problem and includes guidance for online authentication, the evolving threat landscape, the cyber criminal supply chain and informs you what corporations . . . [more](#)

401-Global Cash Management



Advanced

This forward looking session explores best practices in global cash management. The conversation will address how to craft a liquidity structure that delivers control, visibility while optimizing cash. . . . [more](#)

505-The Factoring (R)Evolution: A Viable Way of Managing Your Cash



In today's credit-restricted market, the factoring business is booming. Factoring is a recession-proof business that exists in a fragmented market place where most of the larger factoring companies are focused on companies in the market's top tiers. There is a new face of factoring that finance professionals need to understand and consider as a one-time or a part of ongoing source of cash. . . [more](#)

607-Reducing Payment Risk by Using a Little of Everything



Banks have developed many products aimed at reducing risks for different payment types. These include Controlled Disbursements, Positive Pay, ACH Blocks, etc, all of which solve potential problems. In working through the risks as we implement solutions for many US subs, and acquire additional companies, we have found that a combination of all of the above seems to be the best solution . . . [more](#)

609-The Mobilization of Cash Management - The Journey, the Destination and the Future



In today's increasingly unwired and time-sensitive world, cash managers need tools to operate under drastically different expectations from customers, management and co-workers. Mobile Banking offers functionality for initiating, approving and releasing transactions, as well as reviewing account positions, all directly from a mobile device. This presentation traces the typical journey a client will travel . . . [more](#)

706-Regulations, It's All the Rage




Treasury managers and bankers have never before experienced regulatory disruption as they are today. While the exact consequences are hard to predict, clues can be found in the first changes implemented in recent months. This session will trace the foreseeable outcome for a treasury manager's most important concerns - bank fees, liquidity, returns on financial investments and the safety of cash. . . . [more](#)

CTP6 - Money Markets, Short-Term Investing and Borrowing - Capital Markets


This session covers Chapters 11 and 12 of *Essentials of Treasury Management, third edition*. . . [more](#)


12:00-2:00 Luncheon sponsored by: TD Bank *Stan Slap, Keynote Speaker*


2:00-3:15

102-The Impact from Regulatory Reform: A New Era of Cash Management  Certified Treasury Professional
Michael Morin will provide corporate treasurers and cash managers with insights into what to expect from the new investment environment. As corporations have increased their cash positions to record levels, cash management is at the forefront of corporate policy. Mr. Morin will describe how the regulatory overhaul is expected to influence the short-term credit markets, create the . . . [more](#)


208-USD Cash Pooling for Corporations with Subsidiaries in the US  Certified Treasury Professional
Cash Pooling is normally thought of as only for large corporations and global multi-currency positions, but there are many savings to be gained by a ZBA-driven Cash Pool for USD for middle market US corporations with multiple US subs. The presentation will show how SAP America set up a USD cash pool for its US-based subs, the benefits gained in lowering bank fees, improving cash . . . [more](#)

403-A Global Perspective on Investing Cash in Local Markets  Certified Treasury Professional **Advanced**
Overseas markets - particularly developing ones - often rank among a company's fastest-growing or most profitable territories. Cash surpluses can build rapidly. How do you incorporate these balances into a global cash investment strategy? What are the best practices for returning cash to the home market? This presentation details how to build an investment policy that takes into account . . . [more](#)

510-Hedging Interest Rate Risk in a World of Historically Low Rates  Certified Treasury Professional
Interest rates are at or close to historical lows in most major world currencies. As a result, many companies that incur variable interest rates on their bank borrowings (such as LIBOR) enjoy reduced costs of funding in the short term. Given such an extended period of very low interest rates and significant interest savings for a lot of companies, treasurers find themselves in a difficult situation . . . [more](#)

511-What Gets Measured Gets Managed: How to Successfully Measure Treasury's Performance  Certified Treasury Professional
If a treasury organization wishes to add value it must be able to demonstrate how it contributes to an organization's overall business goals. Unfortunately treasury's value is not so easily measured as is the case with some organizational entities; production units can track number of units shipped and cost per unit; marketing units can measure value based on share or sales . . . [more](#)

605-Treasury Technology & the Counterparty Risk Challenge  Certified Treasury Professional
One of the seemingly irreversible changes in response to the final crisis is the elevated importance of counterparty risk management in optimized corporate treasury operations. This workshop explores key aspects of today's requirements and challenges, including FAS157 compliance and the use of market-sensitive creditworthiness indicators. It explores the use of technology to support . . . [more](#)

708-Save Yourself from Man in the Middle  Certified Treasury Professional
This presentation will outline industry trends and examples of online fraud and industry challenges to combat it. Specific options will be discussed that cash management systems users can take to protect themselves including where should the security measures be placed in order to minimize the impact to the user while effectively increasing security. E-signatures, out of band phone/text . . . [more](#)


805-Creating & Managing Your Personal Brand: Short and Long Term Strategies
Companies have one--So should you!!! This unique session will help professionals understand, recognize the importance of and creating and managing a personal brand. A brand, like a reputation, is something only YOU can control, with everything you do, each job you hold, each email you send, each social network post, and how you conduct yourself in professional settings. . . . [more](#)


CPT7 - Financial Decisions and Management - Capital Structure and Dividend Policy
This session covers Chapters 13 and 14 of *Essentials of Treasury Management, third edition*. . . [more](#)


3:15-3:45 Exhibit Hall - Coffee Break sponsored by Citibank


3:45-5:00

105-Cash Investment Management "101" - An Overview **Fundamental**
This session will provide an introduction to the investment of cash assets for corporate investors. Geared toward those with limited investment experience, this session will be a fast paced introduction to the history of cash investment management, relevant products and services and interest rates. Elements of a formal investment program will be discussed including investment . . . [more](#)

204-Cash Forecasting, Direct to the Point  Certified Treasury Professional **Advanced**
This interactive session explores how best to construct a very accurate cash forecast while on a tight budget. The conversation will evaluate forecast elements: horizon's; distribution; data base; algorithms for accuracy. . . [more](#)

307-How to Take Control of the Escheatment Risk  Certified Treasury Professional
Difficult economic times are causing greater state scrutiny of business unclaimed property compliance. More audits are occurring and penalties being levied then ever before. This session illustrates strategies for minimizing unclaimed property creation and for avoiding liability through risk averting policies and procedures. Also, a discussion will ensue about the current trends and changes in state . . . [more](#)

408-That's Another Fine Mess We've Gotten Into...Two Years Later  Certified Treasury Professional
The Credit Crisis - Have We Just Kicked the Can Down the Road? . . . [more](#)

503-Liberating Cash from Working Capital  Certified Treasury Professional **Advanced**
The working capital session will share insights into research on performance trends for working capital as a whole as well as the components (A/P, inventory and A/R) for the US and EU. In addition to the data, insights into structural, policy and process changes that are being adopted will be discussed and their impact on working capital. Finally, ten tips for reducing working capital in a sustainable . . . [more](#)

610-Implementing Electronic Bank Account Management

This case study focuses on the bank-to-corporate implementation of Electronic Bank Account Management (EBAM). Learn about EBAM and its impact on the bank account management processes. Hear viewpoints from SWIFT, BNY Mellon, GE and USBank on how to plan a successful EBAM implementation. Speakers highlight corporate implementations, including use of SWIFT standards, digital signatures, and back-office applications. . . . [more](#)

701-From Farm Team to Major Leagues: Smaller Banks Leveling the Playing Field with Seasoned Players, Superior Technology, a Winning Sales Culture and other Best Practices

Cash management services provision has been dominated for years by the nation's largest banks. In recent years, though, large banks' complacency and neglect of smaller customers has left the door wide open to competitors - in the form of smaller, community banks. Smaller, community banks are well positioned to gain the upper hand on delivery of cash management services through . . . [more](#)

802-Time Management is Self-Management - Take Back Your Day!

Unless someone invents a 36-hour day, most of us need to figure out how to manage our time effectively so we can accomplish all that we need to do. Everyone is being asked to accomplish more with less resources. We are all faced with distractions and disruptions that put us off-schedule. Hours each day are eaten up by meetings. It's time to take control, both in your business and personal . . . [more](#)

CTP8 - Payment Systems

This session covers Chapter 10, Parts I-V of Chapter 10 of *Essentials of Treasury Management, third edition*. . . . [more](#)

5:00-6:30 Reception

FRIDAY, MAY 6

8:30-9:00 Continental Breakfast

9:00-10:15

106-Managing Cash investments in a Rising Interest Rate Environment  . . . [more](#)

202-Best Practices for Migrating Healthcare Payments to ACH **Advanced**

To simplify and help control costs of healthcare administration, the Patient Protection and Affordable Care Act mandates the adoption of operating rules for electronic funds transfer in healthcare payments. While these rules do not take effect until January 1, 2014, there are best practices healthcare providers can implement now to begin to migrate their payer payments to ACH. . . . [more](#)

409-Unchartered Waters: Developing an International Banking Strategy

This session will discuss the various challenges business clients may experience as they expand internationally. Banking practices, specific to Foreign Exchange and Foreign Currency accounts will be presented and explored. You will learn about the challenges the dollar is currently facing and how to develop a foreign exchange strategy. You will also learn about banking internationally . . . [more](#)

507-What's Fair About This Value? Derivative Valuations

Regulators and auditors have fought to bring more transparency to the derivative marketplace. One significant outcome from the desire for increased transparency has become the requirement for reporting fair values. Understanding the mechanisms for pricing derivative instruments alleviates much of the confusion that can arise. As a treasury professional, it is important to know [more](#)

606-Managing Accounts with Fewer Dollars and Greater Efficiency

"Cumbersome, paper intensive and time consuming" - that's how many would describe managing their bank accounts, especially globally. Businesses want to reduce end-to-end processing and support costs associated with managing their global accounts, as well as streamline the entire process. Hear how companies are reducing costs and boosting efficiencies using electronic bank account management (eBAM). . . . [more](#)

709-Cash Management Risk: Are YOU the Weakest Link?

When it comes to avoiding risk for cash management products, you can't be "one bulb short of a chandelier". In this fun and interactive session, we will examine the risk issues regarding cash management applications, such as ACH and wire transfers, the trends concerning risk responsibilities both at the corporate customer and financial institution levels, and how the delivery of Internet-based products affects risk, both perception and reality. . . . [more](#)

801-Bolster your Career with Thought Leadership

You ARE a thought leader. Now you want to practice thought leadership. All you need to do is follow these 3 steps:

1. Because it is such a powerful force, thought leadership should be considered as part of your (company's) overall brand. Does your brand accurately reflect who you are? Ask yourself how you ultimately want to be viewed by your key constituents. Then think about what piece of knowledge . . . [more](#)

CTP9 - Information Technology in Treasury - E-Commerce


This session covers Chapter 17 and Chapter 7, Part VII of *Essentials of Treasury Management, third edition*. . . . [more](#)


10:15-10:30 Coffee Break

10:30-11:45

107-Defining Liquidity: New Formulas for Calculating the Costs and Benefits of Cash Investing **Advanced**

Learn the new rules of cash investing. Money market reforms have redefined the rules with some unintended, game-changing consequences. The impact varies dramatically by corporation and type of product. In this presentation, we examine how regulations are affecting risk, yield and liquidity so corporate treasurers can better assess whether greater credit risk is acceptable . . . [more](#)

109-Treasury Technologies and Best Practices 

210-What on Earth is ISO 20022 and Why Should I Care? 

This session will feature a discussion on the ISO 20022 international standard, leveraging SWIFT capabilities and melding payments and their associated remittance data. The co-presenter will be a seasoned treasury professional from a corporation with global payment and financial information needs that has successfully implemented ISO 20022 at their organization . . . [more](#)

309-Managing Counterparty Risk: Treasury and Financial Reporting Considerations 

The collapse of Bear Stearns and the bankruptcy of Lehman Brothers have shown a spotlight on the counterparty risks that can be created through derivative contracts. Collateral was comingled with other funds and even moved to other countries. Downgrade criteria were triggered, technically events of default occurred; however remedies were not economically feasible. We will present the lessons . . . [more](#)

410-Managing Emerging Market FX Risk 

This session will provide a comprehensive overview of major issues facing multinational corporations in transacting in emerging market currencies. Included in the discussion will be a market overview, EM FX trading conventions, and risk management best practices using Non-deliverable forwards. . . . [more](#)

608-Calculating the ROI on a Treasury Management Solution 

This session will address various hard and soft benefits of treasury automation that should help practitioners in preparing their case for investing in a TMS. Although ROI will vary from one company to another, the efficiencies brought by automation should be experienced by all. . . . [more](#)

703-Sales Strategies: Growing Your Cash Management Customer Base

Financial institutions are looking to increase non-interest fee income, increase deposits, and create stickier customer relationships. And there is a huge market segment of small businesses that are not paying for services today. The effort to increase cash management sales to new customers and to cross sell services to existing customers requires internal focus as well as focus on the marketplace. We'll talk about how to make both the internal and external . . . [more](#)

808-Treasury Management 2020

Treasury Management services need no longer take the back seat to traditional banking services. It is high time industry practitioners and those who support them position themselves as facilitators of business and demand the respect they deserve. Founded in the very principles of successful businesses: maximizing working capital and minimizing risk, treasury management has never been more applicable or necessary to organizational and leaders . . . [more](#)

CTP10 - Governance, Ethics - Pension Fund Management and Bankruptcy

This session covers Chapter 1, Parts V and VI and Chapter 2, Parts Vii and Viii of *Essentials of Treasury Management, third edition*. . . . [more](#)

11:45 **Box Lunch**

12:00-1:15 CTP11- Test Taking Tips and Practice Exam

This session will start soon after the last session. Bring your box lunch to the room to expedite the session.

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