

## 2018 CONFERENCES: DISTINCTION

Our 2018 theme, *Distinction* is about the unique quality that sets an individual or organization apart, making it the new way. It's about the values at the core of the business, the passion that pushes us to do what others do, only better. Achieving distinction is about living values and delivering value. If we don't become distinct, will we become extinct?

Save the date for our 2018 Conferences and join us for your year of Distinction.



Early Bird Registration: \$1,775 (by June 15)  
Full Registration: \$2,025 (after June 15)

July 23-25, 2018 | Grand Hyatt | Denver, CO

### *Degree of Difference*

How can you attain professional Distinction by demonstrating that one Degree of Difference? What is your impressive competence? How can you develop the skills and talent to go the extra degree? How can you inspire your team members and colleagues to take the extra level of effort that will produce exponential results?

Join us at Learning Conference 2018 to explore a *Degree of Difference* in the areas of culture, employee development, strategic thinking, leadership and connectivity. **Become a game changer.**

*Designed thoughtfully for: Mid to Senior Level Leaders in Marketing, Sales and Communications, Human Resources and Training, Operations and IT, and Credit and Risk Management*



Early Bird Registration: \$1,600 (by July 20)  
Full Registration: \$1,850 (after July 20)

August 27-29, 2018 | Manchester Grand Hyatt Hotel | San Diego, CA

### *Complexity of Risk*

Today's credit and risk environment has become increasingly complex – the agricultural industry faces extreme highs and lows, operations are growing to record levels and the risk of lending is advancing and changing. This creates significant risk management challenges for organizations to address.

Join us at RAAW 2018 to understand the challenges and opportunities presented by the *Complexity of Risk*. We'll bring you new ways to look at the intricate world of risk, credit review, and appraisals. **New ways to look at the complex world of risk, credit review, audit and appraisals.**

*Designed intentionally for: Appraisers, Auditors, CCOs, CROs, CFOs, Credit Reviewers and Credit Staff*



Early Bird Registration: \$1,400 (by August 17)  
Full Registration: \$1,650 (after August 17)

September 25-27, 2018 | Indianapolis Marriott Downtown | Indianapolis, IN

### *Competitive Edge*

Agriculture is an industry with unique lending needs – the nature of the business is seasonal, cyclical and unpredictable. How can you as an ag lending professional stay on top of the latest industry news and hot topics, forward-thinking lending approaches to agricultural business and professional development advancements? Join us at The FORUM for Ag Lending 2018 to learn the skills and behaviors needed to be *DISTINCTIVE* in the current lending environment. **Produce extraordinary results.**

*Designed to provide solutions for: Mid to Senior Level Loan Officers, Branch Managers, Relationship Managers, and Credit Analysts*



Early Bird Registration: \$1,825 (by October 5)  
Full Registration: \$2,075 (after October 5)

November 13-15, 2018 | The Meritage Resort and Spa | Napa Valley, CA

### *Excellence in Governance*

The rapidly changing nature of agriculture, the expansion of our organizations and the succession of our executives have all increased the responsibilities and challenges directors face. As directors, do we have the knowledge and the skills to provide *Excellence in Governance* to our organizations? How can we help our organizations stay competitive and prosper?

Join us at Director Leadership 2018 for information, expertise and connections for excellence in this hyper changing world to tackle the current challenges facing directors and executives. Bring your entire board. Bring your executive team. **Come together to govern with distinction.**

*Designed with consideration for: Board Directors, Audit Committee Members, CFOs, CEOs, and Internal Auditors*

## 2018 PROGRAMS

### RISK MANAGEMENT & INSURANCE WORKSHOP

May 16-17, 2018

Marriott Courtyard Denver Airport  
Denver, CO

### FARM CREDIT SYSTEM CONFERENCES

**Home Lending Conference**  
May 8-10, 2018

The conference will feature home lending topics on current and future issues, regulations affecting the industry, challenges and solutions to increase sales and compete as a Farm Credit lender. Don't miss this opportunity to understand, establish and take advantage of your strategic advantage with solid sales tactics in consumer home lending sales.

**Designed for:** Credit and Sales Professionals, Residential Loan Originators, Residential Lending (Sales) Leaders; Residential Underwriting Leaders, Residential Underwriters

**Sales Leaders Conference**  
Fall 2018

Join us for a powerful joint sales and marketing development opportunity. Together, we will build a collaborative sales and marketing team, culture and strategy for growth..

**Designed for:** Senior Executives and Officers, Regional Presidents and Vice Presidents, Regional Managers, Division Managers, Branch Managers, Sales Managers, Marketing Leaders

### LEADERSHIP DEVELOPMENT PROGRAM

#### Level I - The Art of Management

##### Spring 2018

Session 1	April 23-27, 2018
Session 2	October 9-11, 2018
Session 3	May 7-10, 2019
Session 4	October 22-25, 2019

##### Fall 2018

Session 1	November 5-9, 2018
Session 2	May 14-16, 2019
Session 3	November 5-8, 2019
Session 4	May 5-8, 2020

#### Level II - The Art of Leadership

##### Spring 2018

Session 1	June 5-8, 2018
Session 2	November 6-9, 2018
Session 3	June 4-7, 2019
Session 4	December 10-13, 2019

##### Fall 2018

Session 1	November 13-16, 2018
Session 2	April 30 - May 3, 2019
Session 3	November 12-15, 2019
Session 4	May 12-15, 2020

### LEADING & MANAGING FOR RESULTS

#### Open Enrollment Dates

- Session 1: June 26 & 27, 2018
- Session 2: August 28 & 29, 2018



**GETTYSBURG**  
LEADERSHIP EXPERIENCE

BY FCC SERVICES™

#### Open Enrollment Dates

- April 24-26, 2018
- May 15-17, 2018
- October 2-4, 2018
- October 16-18, 2018

Registration Fee: \$2,250/participant

#### Dedicated Program

Looking for a transformational, high-caliber leadership development program for your organization, team or board of directors? We deliver customized, dedicated programs throughout the year. Email [info@fccservices.com](mailto:info@fccservices.com) for more information.

### Premier Governance Series for Farm Credit System Directors and C-Level/Sr. Management

- June 11-14, 2018



**LEWIS & CLARK**

INTO THE UNKNOWN,  
JOURNEY OF DISCOVERY

BY FCC SERVICES™

#### Open Enrollment Dates

- September 5-7, 2018
- September 12-14, 2018

Registration Fee: \$3,800/participant

Lewis & Clark is specifically developed for Farm Credit System Directors and Executives.