

# 2020 Conferences: 20/20 Vision and Beyond

*2020 has arrived - what do you have in your sights for the next decade?*

Focus on the future ahead and consider how you are positioned for the future beyond 2020. Do you have the right vision to meet the upcoming challenges and opportunities facing your organization? How do you see your skills and abilities serving your employees, teams and customers? Where are your professional portfolio blind spots?

The world is on track for spectacular innovations in 2020. Is your career on track to meet your goals? Is your customer experience on track to grow your organization? When your leaders pass the baton, do you have the proper talent pipeline?

Join us in 2020 to spot what's happening and what's coming up. Invest now for who you will need to be in the future.

JUNE

June 22-24, 2020 | Loews Coronado Bay | San Diego, CA



Early Bird Registration: \$1,800 (by May 15)  
Full Registration: \$2,050 (after May 15)

### *The Future of Leadership*

Learning Conference 2020 is focused on future leadership skills, managing change in the workplace, skill development and agility for today's challenges and opportunities and the new work culture. Businesses today requires leaders to continually update their skills as well as their mindset and focus. More than ever, leaders need to identify and build talent at an increasing rate. [Click here](#) for the conference site.

*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*

AUGUST

August 31-September 2, 2020 | Omni Nashville | Nashville, TN



Early Bird Registration: \$1,625 (by July 24)  
Full Registration: \$1,875 (after July 24)

### *The Future of Risk*

At the 2020 RISK 360 Conference receive a 360° view of credit, risk, audit and appraisal. As new technologies emerge, the agricultural sector evolves, and regulatory expectations increase, managing risk is becoming more complex. Financial institutions must decide if business as usual is acceptable or fundamentally rethink their approach to risk management across business segments. Leaders charged with managing risk must reinvent themselves to become enablers and drivers of innovation and growth, leveraging technology to do so. [Click here](#) for the conference site.

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

SEPTEMBER

September 29-October 1, 2020 | The W Fort Lauderdale | Ft. Lauderdale, FL



Early Bird Registration: \$1,475 (by August 21)  
Full Registration: \$1,675 (after August 21)

### *The Future Customer Experience*

At the FORUM for Ag Lending 2020 we'll continue to develop the skills needed for today's ag lenders to help strengthen your portfolios and enhance your customer's lending experience. Improving the lending experience for Farm Credit customers is a priority for every ag lending professional. Join us in Fort Lauderdale to strengthen your understanding of the Future Customer Experience in agribusiness lending. [Click here](#) for the conference site.

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

NOVEMBER

November 17-19, 2020 | Hyatt Regency Indian Wells Resort & Spa | Palm Springs, CA



Early Bird Registration: \$1,850 (by October 11)  
Full Registration: \$2,100 (after October 11)

### *Governance into the Future*

The 2020 Director Leadership Conference will provide insight into the future of governance. In the sense of governance, Farm Credit entities and directors must understand what technology and cyber threats have to do with their business so that they can perform their duties. Directors must have the knowledge and skills to guide their organizations in this rapidly changing lending environment. [Click here](#) for the conference site.

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

## 2020 Programs

### FARM CREDIT SYSTEM CONFERENCES



FARM CREDIT

**Home Lending Conference**  
April 28-30, 2020  
Newport Beach Marriott Hotel  
Newport Beach, CA

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*



FARM CREDIT

**Sales Leaders Conference**  
October 14-16, 2020  
Newport Beach Marriott Hotel  
Newport Beach, CA

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 2020

Session 3 April 21-24, 2020  
Session 4 October 6-8, 2020

##### Fall 2020

Session 3 October 20-23, 2020  
Session 4 April 13-15, 2021

#### Level II - The Art of Leadership

##### 2020-2021

Session 2 April 28 - May 1, 2020  
Session 3 September 29 - October 2, 2020  
Session 4 April 27-30, 2021

### LEADING & MANAGING FOR RESULTS

#### Open Enrollment Dates

- Session 1: June 16 & 17, 2020
- Session 2: August 18 & 19, 2020



**GETTYSBURG**  
LEADERSHIP EXPERIENCE

BY FCC SERVICES™

#### Open Enrollment Sessions

- April 28–30, 2020
- May 12–14, 2020
- September 15–17, 2020
- September 29–October 1, 2020
- October 20–22, 2020

Registration Fee: \$2,350/participant

Open Enrollment programs provide individual or small-group participants the same caliber of Experience but with a greater emphasis on personal career development and connection.

#### Young Professionals Program

- June 1–4, 2020
- August 3–6, 2020

Registration Fee: \$1,925/participant

Transform your leadership skills through a unique opportunity designed specifically for Young Professionals emphasizing career development and connections.

#### Retreat & Resilience - For Alumni

- May 19–21, 2020
- September 15–17, 2020

Registration Fee: \$2,150/participant

This new and distinct leadership development experience in Gettysburg is for previous participants. This advanced Gettysburg Leadership Experience program is designed to help leaders continue the conversation and prepare effectively for organizational set backs and reposition more rapidly when they occur. Leverage the lessons you learned during your first session at Gettysburg and integrate new knowledge of Lee's Retreat to Virginia and Lincoln's Visit to Gettysburg and their courses of action.

#### 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.



**LEWIS & CLARK**

INTO THE UNKNOWN,  
JOURNEY OF DISCOVERY

BY FCC SERVICES<sup>SM</sup>

#### Open Enrollment Dates

- August 25-27, 2020
- September 2-4, 2020

Registration Fee: \$3,800/participant

Lewis & Clark is specifically developed for Board Directors and C-Level Executives. Pivotal themes of *Imagining a Different Future*, *Portaging into the Unknown* and *Creating a Lasting Legacy* come alive in this 2.5 day program.

### SPONSOR/EXHIBIT OPPORTUNITIES

If you are interested in sponsoring or exhibiting at a 2020 FCC Services Conference, please contact Heather Tseng at [Heather.Tseng@fccservices.com](mailto:Heather.Tseng@fccservices.com) for more information.