

2022 NDBA Ag Credit Conference

October 5-6 • In-Person and Virtual Options

Conference Location:

Holiday Inn, Fargo ND



NORTH DAKOTA
BankERS
ASSOCIATION

2022 NDBA Ag Credit Conference

Tuesday, October 4 – Optional Events

- 12:00–5:00 pm **Golf at Moorhead Country Club**
- 3:00 pm **Trap Shooting Event at Horace Shooting Park**
- 1:00–4:00 pm **Tour and Volunteer at Great Plains Food Bank**

Pre-registration required for optional events. More information will be sent to event registrants.



Wednesday, October 5

- 7:15–8:00 am **Registration and Continental Breakfast**

- 8:00–8:05 am **Welcome by Emcee Dan Michaels**

- 8:05–8:50 am **How to Build Individual and Organizational Resilience | *Joe Sullivan, Market Insights***

Periods of disruption and crisis have grown more frequent and the increasing speed of change requires individuals and organizations to become more resilient. This session will focus on resilience characteristics and offer practices to improve personal wellbeing and create competitive advantage for the bank.

- 9:00–9:50 am **Two Problems Facing Lenders Today | *Jack Kasel, Anthony Cole Training***

It is more difficult than ever to differentiate and grow your bank. Lenders are struggling to connect with prospects. In this session, Kasel will discuss how to break through the fray and have conversations of value that resonate and engage with prospects. He will introduce a “Prospect Scorecard” tool to help improve sales conversations that relationship managers and lenders can use to cultivate deeper relationships.

- 10:00–10:30 am **Rapid-Fire Roundtable Discussions**

Learn from and share with your colleagues in this fast-paced session.

- 10:30–11:30 am **What’s Driving Agriculture Now? | *Mike Pearson, American Ag Network***

Join Mike Pearson, host of the nationally syndicated radio program “Agriculture of America” as he analyzes the variables moving the agriculture industry. In this talk, Mike will synthesize what he’s learned from ag industry professionals and help attendees understand what might be ahead in the markets, in policy, and in trade.

- 11:35 am–12:30 pm **Breakout Session I**
- ♦ How to Compete in a Post-Pandemic Digital Age | *Joe Sullivan, Market Insights*
 - ♦ Ag Policy 2022 | *Mike Pearson, American Ag Network*
 - ♦ 5 Tips to Face the Monster of Inflation | *Tommy Grisafi, Advance Training*

- 12:30–1:30 pm **Lunch**

- 1:30–2:30 pm **Breakout Session II**
- ♦ High-Touch Coaching in a High-Tech, Remote World | *Jack Kasel, Anthony Cole Training*
 - ♦ Six Ways Aliens Steal Cattle | *Tracy Kennedy, Zimney Foster*
 - ♦ Sorting Through the Noise: A Crop Market Outlook | *Frayne Olson, NDSU*

- 2:20–3:10 pm **NDSU Concurrent Sessions**
- ♦ Managing Farm Stress | *Sean Brotherson*
 - ♦ Livestock Update | *Tim Petry*
 - ♦ Carbon and Conservation | *David Ripplinger*
 - ♦ Market Update: NDAWN Weather Edition | *Daryl Ritchison*



- 3:10–4:10 pm **Market Moving Weather | *Eric Snodgrass, Nutrien Ag Solutions***

Disruptive weather events across agriculturally productive regions are a major part of commodity price movement. What tools do we have to stay ahead of these types of events? Learn the limits of predictability for future high impact weather events, understand the tools available to monitor weather during the growing season, and hear what to expect in 2023 as La Niña possible returns for a third winter.

- 4:30–6:00 pm **Networking Reception**

“Extraordinary Leadership for North Dakota Banks”

2022 NDBA Ag Credit Conference

Thursday, October 6

7:00–7:45 am	Buffet Breakfast
7:45–8:45 am	Getting Comfortable with the Uncomfortable <i>Dr. David Kohl, Professor Emeritus, Virginia Tech University</i> Strategies and actions will be presented to position the agricultural business to take advantage of opportunities and negate adversity. Along the way, Dr. Dave will provide answers to some of the commonly asked questions received on the road. Get ready for this early fall event that is known for providing information, practical tips, networking and engagement.
8:50–9:40 am	Producer Panel Discussion <i>Moderated by Dr. David Kohl</i> Featuring: Three Farm Daughters Pasta from Grand Forks and The Butcher's Edge from Edgeley
9:50–10:40 am	Update <i>Kevin Pifer, The Pifer Group</i>
10:40–11:40 am	Attracting Tomorrow's Talent with Today's Leaders <i>Steve Bench, Generational Consulting LLC</i> Talent attraction and retention are more important than ever and successful teams must attract talent from all generations. This session focuses on management techniques and your company culture. Steve will discuss ways to engage Boomer and Gen X leadership to create a work culture that is attractive to young professionals.
11:30 am	Wrap up and Adjourn

Sponsors



Who Should Attend

This conference is tailored so both entry-level lenders and experienced ag loan officers will gain valuable information.

Conference Attire

The suggested attire for the conference, including the reception and meetings, is business casual.

Lodging

A block of rooms has been reserved for Tuesday, October 4, and Wednesday, October 5. Room rate: \$121/night

Holiday Inn

3803 13th Ave S
Fargo, ND 58103

Phone: 701.282.2700

Reservation link: <https://bit.ly/3Cc8BcG>

To reserve a room, use the online link or call the hotel directly. Be sure to mention North Dakota Bankers Association Ag Credit Conference to get the group rate. The blocks of rooms will be held until **September 15**.

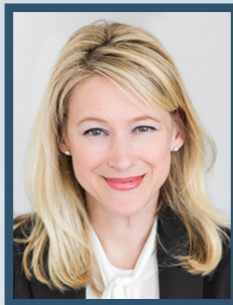
Registration Fees

Register by **September 16** and save! Early registration fees are \$345 for members and \$525 for non-members and include entrance to sessions, breakfasts, lunches, refreshment breaks, conference materials and evening reception.

2022 NDBA Ag Credit Conference Featured Speakers



Steve Bench
Generational Consulting



Tracy Kennedy
Zimney Foster



Kevin Pifer
The Pifer Group



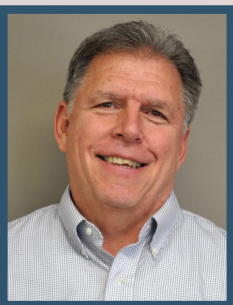
Tommy Grisafi
Advance Trading



Dr. David Kohl
Virginia Tech University



Eric Snodgrass
Nutrien Ag Solutions



Jack Kasel
Anthony Cole Training Group



Mike Pearson
American Ag Network



Joe Sullivan
Market Insights, Inc.

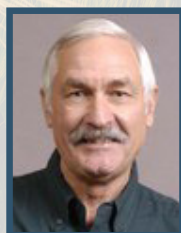
Plus hear from these NDSU Experts!



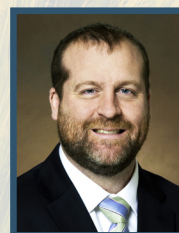
Sean Brotherson



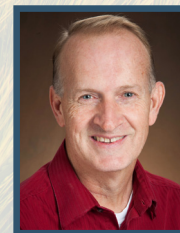
Frayne Olson



Tim Petry



David Ripplinger



Daryl Ritchison

Questions about the conference?
Call NDBA's SVP of Education Dorothy Lick at 701.223.5303

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In-Person and Virtual Options

Conference Location:
Holiday Inn, Fargo ND



Registration Fees

Register by September 16 and save! Fees listed are per person.

	Advance	After Sept. 16
NDBA Member	\$345	\$365
Non-Member	\$525	\$545

Registration fee includes entrance to sessions, breakfasts, lunches, refreshment breaks, conference materials and the reception.

Optional Events

Golf at Moorhead Country Club	\$100
Trap Shooting at Horace Shooting Park	\$75
Tour & Volunteer at Great Plains Food Bank	

Pre-registration required for optional events. More information will be sent to tour registrants.

Golf Event

A golf scramble has been scheduled for **Moorhead Country Club** on **Tuesday, October 4** at 1:00 p.m. The fee includes green fee, cart and prizes. Indicate your interest on this form and include payment with conference registration fee.

Lodging

Holiday Inn

3803 13th Ave S
Fargo, ND 58103
Phone: 701.282.2700
Reservation link: <https://bit.ly/3Cc8BcG>

For room reservations, use online links or call the hotel directly. Blocks of rooms will be held until September 15. Room rate: \$121/night.

Seminar Confirmation

Please save a copy of this flyer as your confirmation.

Refund policy

Refund requests will be honored up to one week before the conference (\$25 processing fee). Substitutions are allowed at any time.

Tax Disclaimer

The cost for meals and breaks at the conference is \$88. This information is provided for your tax records, in keeping with the IRS 50% deductible provision under Section 274(n) of the Internal Revenue Code.

Registration Form

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Mail this form with payment to:

North Dakota Bankers Association
Attn: Registration
PO Box 1438
Bismarck ND 58502

or email to: ndba@ndba.com

Questions?

Call Dorothy Lick at NDBA at 701.223.5303.

Payment Option: ☐ Please send an invoice.
☐ Check is enclosed.
☐ Credit card (please contact me)

Bank Information

Bank: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Registrants (first & last name)

Registrant 1. _____

Reg. 1 E-mail: _____

Reg. 1 Branch: _____

☐ In-Person ☐ Virtual

Registrant 2. _____

Reg. 2 E-mail: _____

Reg. 2 Branch: _____

☐ In-Person ☐ Virtual

Registrant 3. _____

Reg. 3 E-mail: _____

Reg. 3 Branch: _____

☐ In-Person ☐ Virtual

Select Events:

☐ Conference ☐ Trap \$75

☐ Golf \$100 Handicap ____

☐ Great Plains Food Bank

☐ Conference ☐ Trap \$75

☐ Golf \$100 Handicap ____

☐ Great Plains Food Bank

☐ Conference ☐ Trap \$75

☐ Golf \$100 Handicap ____

☐ Great Plains Food Bank

Total Due: