

31<sup>ST</sup> ANNUAL  
**BANKERS SEMINAR**



## Banking on the Future

October 27  
Fargo, ND  
Hilton Garden Inn

November 3  
Mankato, MN  
Best Western Hotel

November 17  
Sioux Falls, SD  
Ramkota Hotel



CPAs & BUSINESS ADVISORS

# Banking on the Future



**Linda Koerselman, CPA**  
*Director,  
Financial Institutions  
Services Group*

Eide Bailly is honored to present the 31st Annual Eide Bailly Bankers Seminars. We are pleased to provide bankers with industry insights and valuable information at these complimentary seminars.

In recent years, the financial institutions industry has experienced regulation like never before. In these unprecedented times, it's even more critical to position your bank for the future. Join Eide Bailly and your peers at our annual Bankers Seminars as we discuss challenges and opportunities for financial institutions in the coming year.

Eide Bailly has always been committed to delivering superior service and valued solutions that make a difference to you. The seminars will include:

- Speakers who understand the issues bankers face in the current economic and regulatory environment.
- The opportunity to interact with professionals who are knowledgeable of tax and accounting, regulatory, legal and other areas of banking.

This is an event no banker should miss, so reserve your place today. Refer to the registration page (page 11) for three convenient ways to register.

In addition to our annual Bankers Seminar, Eide Bailly produces a free, quarterly newsletter, specifically for financial institutions. We are proud to serve as a resource for our clients and offer timely, relevant information in this publication. If you do not already receive our newsletter, please contact us to subscribe.

## Seminar Locations

### **Fargo**

Thursday, October 27  
Hilton Garden Inn

### **Mankato**

Thursday, November 3  
Best Western Hotel

### **Sioux Falls**

Thursday, November 17  
Ramkota Hotel

Please refer to the following pages for a detailed schedule of each location, or visit our website at [www.eidebailly.com/BankersSeminar](http://www.eidebailly.com/BankersSeminar).

# Meet Our Keynote Speakers



**Fargo – Thursday, October 27**

**Mankato – Thursday, November 3**

**J. Michael Woody, Sr.** is the owner and principal of J. Michael Woody, Inc., a bank consulting, teaching and training company, which also provides expert witness services. He has represented more than 140 banking clients in 42 states in a wide scope of activity, including strategic planning, profit maximization, work out strategy and tactics, regulatory interface, staffing, policy and procedure, and establishment of incentive compensation plans. Mike has received the Distinguished Faculty Award from the University of Mississippi School of Banking and has more than 20 years tenure at the Graduate School of Banking at Colorado and the Graduate School of Banking at Louisiana State University.



**Sioux Falls – Thursday, November 17**

**Michael Boehlje** is a distinguished professor in the Department of Agricultural Economics and the Center for Food and Agricultural Business (CAB) at Purdue University, and an agribusiness owner and manager. He has devoted his career to helping farm and agribusiness managers, as well as policy makers, understand the pragmatic economic and financial consequences of their decisions. Over the past 10 years, a major theme of Michael's research, writing and lecturing has been the importance of strategic planning, thinking and positioning for long-term viability and success. Dr. Boehlje is the author or co-author of four books, and more than 450 articles and other publications.

## 12:00 – 12:45 | Registration and Refreshments

## 1:00 – 4:00 | General Session

- **2011 Compliance, Tax & Accounting Developments**

Hear up-to-the-minute compliance updates and year-end planning ideas from Eide Bailly. **Ann Rockswold** will bring you the latest regulatory compliance updates and **Darrell Lingle** and **Tim LeClair** will help you understand the accounting and tax issues faced by your bank today.

- **Opportunity Isn't Knocking; It's Kicking the Door In!**

In today's community banking world, there is opportunity if bankers can break out of the "bunker mentality" that we and the rest of the nation suffer from. **J. Michael Woody**, owner and principal of J. Michael Woody, Inc., will share his vision of the incredible opportunities present in this challenging economic and regulatory environment, and offer strategies for growth in all areas.

- **Regulatory Panel**, moderated by *Eide Bailly*

Eide Bailly's **Dana Ereth** will moderate a discussion with various banking regulators on current topics important to the banking industry, and uncover their perspective on these issues. This is your opportunity to communicate with regulators about issues facing the banking industry.

## 4:00 – 5:00 | Concurrent Sessions

### Session A1 – Understanding Client Financial Statements & Cash Flows, *Eide Bailly*

Bankers who work with customers are often not directly involved in the credit approval process, rather, forward lending opportunities to other areas of the bank for approval. While they may not be responsible for the underwriting of the loan, it is still important they understand their clients' borrowing needs and understand their clients' financial statements and cash flows. **Wade Sandy** will provide insight on understanding these critical factors.

### **When Bad Guys Bluff: Spotting Financial Statement Fraud**, *Eide Bailly*

Do your loan officers really look at the information they receive, or do they just fill out formulas? Can they spot trouble areas in financial information and read between the lines, or will your bank find out when the loan collapses in two years? **Dan Reynolds** will discuss why a credit report isn't just about a rating and verification of assets. He'll review what to analyze when someone is trying to defraud you on a loan relationship.

### Session A2 – Strategic Issues for Owners, *Eide Bailly*

This session will focus on issues relevant to bank owners, including capital planning and management, and bank mergers and acquisitions trends. **Tim LeClair** and **Dana Ereth** will discuss the challenges community banks face to meet the stringent capital adequacy and liquidity requirements, and also review current trends in bank transactions.

### Session A3 – Social Engineering: Mitigating the Human Factor, *Eide Bailly Technology Consulting*

We will discuss the importance of protecting your business data and your customers' identities and information by helping you understand social engineering. We'll share tools you can implement to protect against this cyber crime. Using real-world case studies, you will learn how to prevent and mitigate losses.

## 5:00 – 6:00 | Cocktail Reception

## 6:00 | Dinner and Evening Speaker

### Wrestling Coach and Olympian – Dan Gable



Dan Gable is possibly the best collegiate wrestling coach ever. As the University of Iowa's all-time winningest wrestling coach from 1977 to 1997, Dan compiled a career record of 355-21-5. He coached 152 all-Americans, 45 national champions, 106 Big Ten champions and 10 Olympians, including four gold, one silver and three bronze medalists. On only five occasions did a Gable-coached team lose more than one dual meet in a year—seven of Dan's teams recorded perfect dual seasons. During his tenure, the Hawkeyes averaged more than 17 wins and just one loss per season, and posted an amazing 95-1 record in Carver-Hawkeye Arena.

Dan is a three-time Olympic head coach. He was an assistant freestyle coach at the 1976 and 1988 Olympics. Dan also served as head coach of the World Team in 1977, 1978, 1979, 1983, 1994 and 1999, as well as 10 World Cup teams, winning three team golds. In 1972, he won a gold medal at the Summer Olympics without surrendering a point to any of his opponents.

Dan was named to the U.S.A. Wrestling Hall of Fame in 1980, and to the U.S. Olympic Hall of Fame in 1985. He was selected the nation's outstanding wrestler by the AAU in 1970, and the U.S. Wrestling Federation in 1971. Dan was the Amateur Wrestling News Man of the Year in 1970.

Some of his most recent accolades include being named the Top Wrestler of the 20th Century by *Gannett News Service*, listed as one of the Top Coaches in the 20th Century by ESPN and named Iowa's top "sports figure" in the past 100 years. In June 2002, he was appointed to the President's Council on Physical Fitness and Sports. Several networks, including ESPN and HBO, have aired documentaries on Dan's life and accomplishments.

## 1:30 – 2:00 | Registration and Refreshments

## 2:00 – 4:00 | General Session

- **2011 Tax Strategies & Accounting Issues**

Hear up-to-the-minute updates and planning opportunities from Eide Bailly partners, **Paul Sirek** and **Rhea Hemish**. They will help you understand the tax and accounting issues faced by your bank today.

- **Dodd-Frank Update**

**Scott Coleman**, partner at Lindquist and Vennum, will share the status of Dodd-Frank.

- **Opportunity Isn't Knocking; It's Kicking the Door In!**

In today's community banking world, there is opportunity if bankers can break out of the "bunker mentality" that we and the rest of the nation suffer from. **J. Michael Woody**, owner and principal of J. Michael Woody, Inc., will share his vision of the incredible opportunities present in this challenging economic and regulatory environment, and offer strategies for growth in all areas.

- **The State of Banking**

**William Horlitz**, Minnesota Assistant Commissioner of Commerce, will share his valuable insights on the banking environment in Minnesota.

## 4:15 – 5:15 | Concurrent Session A

### Session A1 – Regulatory Panel, moderated by *Fredrikson & Byron*

**Karen Grandstrand** will moderate a discussion with banking regulators on current topics important to the banking industry, and uncover their perspectives on these issues. This is your opportunity to communicate with regulators about these important issues.

### Session A2 – Social Engineering: Mitigating the Human Factor, *Eide Bailly Technology Consulting*

We will discuss the importance of protecting your business data and your customers' identities and information by helping you understand social engineering. We'll share tools you can implement to protect against this cyber crime. Using real-world case studies, you will learn how to prevent and mitigate losses.

### Session A3 – Ownership Issues Today, *Eide Bailly*

**Linda Koerselman** will moderate a panel discussion, including **Ed Drenttel** from Winthrop & Weinstine and others, and highlight the state of the industry, the future of banking and where bank sales are today. In addition, the discussion will focus on such issues as strategic planning at the holding company and bank levels, capital plans, profitability and more.

## 5:15 – 6:15 | Concurrent Session B

### Session B1 – Succession Planning, *Fredrikson & Byron and Eide Bailly*

This session is devoted to succession planning, through the use of gifting and estate planning. In this session, **Mark Greiner** and **David Zaudtke** will provide the most up-to-date planning ideas for transferring your legacy to the next generation.

### **Session B2 – Regulatory Compliance Update, Eide Bailly**

This session will include a review of the last year and the landscape ahead. We will focus on what a bank’s compliance priorities should be as we know them today, and where the Board of Director’s should be focusing its attention.

### **Session B3 – External Loan Review and Current Accounting Issues, Eide Bailly**

This session will discuss several hot topics, including what to expect in an external loan review and how it can help you manage your loan portfolio to better prepare for the next regulatory examination. We will also look at new clarification rules to identify Troubled Debt Restructuring, as well as new accounting proposals requiring all leases to be capitalized and a move away from the “incurred” loss model to the “expected” loss model for loan loss reserve.

### **When Bad Guys Bluff: Spotting Financial Statement Fraud, Eide Bailly**

Do your loan officers really look at the information they receive, or do they just fill out formulas? Can they spot trouble areas in financial information and read between the lines, or will your bank find out when the loan collapses in two years? **Dan Reynolds** will discuss why a credit report isn’t just about a rating and verification of assets. He’ll review what to analyze when someone is trying to defraud you on a loan relationship.

## **6:15 – 7:00 | Cocktail Reception**

## **7:00 | Dinner and Evening Speaker**

### **Retired Firefighter – Chief Richard Picciotto**



**Chief Richard “Pitch” Picciotto** is the highest-ranking firefighter to survive the terrorist attack on the World Trade Center on September 11, 2001. Picciotto was on a stairwell between the sixth and seventh floors of the North Tower when it collapsed. He focused his concentration on the rescue efforts at hand. But it was there in the smoky stairwells where he heard and felt the South Tower collapse; where he made the call for firemen and rescue workers to evacuate, while he stayed behind with a skeleton team of men to assist a group of disabled and infirm civilians evacuate the inferno. And it was there in the rubble of the North Tower where Picciotto found

himself buried for more than four hours after the building’s collapse.

He discovered members of his team and a grandmother were alive nearby; he and his men used their radios to send mayday calls until a search party was dispatched. When the light finally appeared four stories above, he climbed upwards, reached the top and saw the “unfathomable, mind-boggling destruction.” Even then, it was not until after he organized the rescue of the others that he walked across the rubble to safety.

Picciotto’s book, *Last Man Down*, is a tribute to the 343 firefighters and some 3,000 civilians who lay dead in the rubble that surrounded him. Moreover, it is a heartfelt remembrance of a day of infamy and profound humanity. Picciotto is a former New York City police officer, and has served as a fire marshal, arson investigator, lieutenant and captain, prior to becoming chief in 1992. He is a 28-year veteran of the FDNY, and for the past nine years has presided over the department’s Battalion 11, covering Manhattan’s Upper West Side.

## 12:00 – 12:45 | Registration and Refreshments

## 1:00 – 4:00 | General Session

- **2011 Tax & Accounting Developments**

Hear up-to-the-minute updates and planning opportunities from Eide Bailly partner, **John Magnuson**. He will help you understand the tax and accounting issues faced by your bank today.

- **The Future Business Climate for Agriculture: The Impact on Farmers and Lenders**

Prosperity has come again to the agricultural sector, but what are the risks and how long will it last? Managing the uncertainty in agriculture will be essential to profitability for farmers and rural bankers.

**Dr. Michael Boehlje**, senior associate at Centrec Consulting, agribusiness owner and manager, and distinguished professor at Purdue University, will share how the business climate in agriculture will change in the future, and how you can respond to these increasingly turbulent times.

- **Regulatory Panel**, moderated by *Davenport, Evans, Hurwitz & Smith LLP*

**Charles Gullickson** will moderate a discussion with the Federal Reserve, FDIC, OCC and South Dakota Division of Banking on current topics important to the banking industry, and uncover their perspectives on these issues. This is your opportunity to communicate with regulators about issues facing the financial institutions industry.

## 4:15 – 5:15 | Concurrent Sessions

**Session A1 – A New Sheriff in Town: The CFPB Takes Charge of the Compliance Frontier**, *Eide Bailly and Davenport, Evans, Hurwitz & Smith LLP*

In this panel presentation and discussion, **Linda Albrecht**, **Dixie Hieb** and **Monte Walz** will review the past year and the landscape ahead. They will focus on what a bank's compliance priorities should be, as we know them today, and where Board of Director's should be focusing their attention.

**Session A2 – That Doesn't Happen Here**, *Eide Bailly*

This session will review case studies of internal and external frauds that small banks have been victims of in the Midwest. Do you think Ponzi schemes happen only in the big cities? Would you recognize a scam perpetrated by an established customer, or by one of your employees? **Dan Reynolds** will help you learn to identify some of the warning signs that merit further investigation.

**Session A3 – Ownership Issues Today**, *Eide Bailly and Davenport, Evans, Hurwitz & Smith LLP*

**Greg Honl** and **Doug Hajek** will discuss and highlight the state of the industry, the future of banking and where bank sales are today. In addition, the discussion will focus on strategic planning at the holding company and bank levels, capital plans, profitability and more.

**5:15 – 6:00 | Cocktail Reception**

**6:00 | Dinner and Evening Speaker**

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# Additional Information

## Who Should Attend

Anyone involved in the financial institutions industry is invited to attend. The half-day seminars are designed primarily for bank executives, lenders, operations managers, bank directors and bank professionals.

- Attire is business casual. Meeting room climates vary, so please wear layered clothing to ensure your personal comfort.
- You are welcome to attend all seminars.

## Hotel Information

Registrants are asked to make their own hotel reservations. A block of rooms has been reserved at each hotel for seminar attendees. Tell the reservations clerk you are attending the Eide Bailly Bankers Seminar to receive the special room rate. The block of rooms will only be held for a limited time, so make your reservations early.

### **Fargo, North Dakota | Thursday, October 27, 2011**

Hilton Garden Inn  
4351 17th Avenue South  
Fargo, North Dakota  
701.499.6000

### **Mankato, Minnesota | Thursday, November 3, 2011**

Best Western Hotel  
1111 Range Street  
Mankato, Minnesota  
507.625.9333

### **Sioux Falls, South Dakota | Thursday, November 17, 2011**

Ramkota Hotel  
3200 West Maple Street  
Sioux Falls, South Dakota  
605.336.0650

## Registration Information

There are three convenient ways to register:

1. Register online at [www.eidebailly.com/BankersSeminar](http://www.eidebailly.com/BankersSeminar)
2. Complete and return the postage-paid reply card below
3. Fax your registration card to 507.387.6436

## Please Register Early

To assist us with planning, we appreciate your early registration. We recommend registering online—it's fast and easy!

## Questions?

Please call us at 888.777.2015.

## Cancellation Policy

This is a free seminar. For planning purposes, we ask that you register in advance and notify us as soon as possible if you need to cancel.

Register online at  
[www.eidebailly.com/BankersSeminar](http://www.eidebailly.com/BankersSeminar)

We encourage online registration, but if you prefer,  
please complete the below card and mail, or fax to 507.387.6436.

### Yes! I plan to attend the 31<sup>st</sup> Annual Eide Bailly Bankers Seminar.

Name: \_\_\_\_\_

Bank/Organization: \_\_\_\_\_ City: \_\_\_\_\_

E-mail: \_\_\_\_\_

Additional Registrants: \_\_\_\_\_

I'll see you on (check all that apply):

**October 27 in Fargo**  
Attending (circle one):

Concurrent Sessions  
A1, A2, A3

**November 3 in Mankato**  
Attending (circle one from A & B):

Concurrent Session A  
A1, A2, A3

Concurrent Session B  
B1, B2, B3

**November 17 in Sioux Falls**  
Attending (circle one):

Concurrent Sessions  
A1, A2, A3

I will stay for dinner:  Yes  No My guest will stay for dinner:  Yes  No

Please indicate any special dietary needs here: \_\_\_\_\_



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