

Haberfeld Symposium 2019

TUESDAY – May 7th	6:00 – 8:00pm	Welcome Reception
WEDNESDAY – May 8th	8:00 – 8:45am	Breakfast
	8:45 – 10:15am	State of the Union
	10:15 – 10:45am	Networking and Refreshment Break
	10:45 – 12:15pm	Concurrent Sessions *Battling for Deposits in a Rising Rate Environment *HPG™ Checkup *Marketing Strategies the HPG™ Way *Asking for the Sale: Your Team’s Greatest Opportunity *Branch Excellence *Developing Resiliency in the Face of Adversity *Keeping it Real: Real-Life Coaching for Your Team
	12:15 – 1:45pm	Lunch
	1:45 – 2:45pm	The Financial Institution Awards
	2:45 – 3:15pm	Networking and Refreshment Break
	3:15 – 4:45pm	Concurrent Sessions *Battling for Deposits in a Rising Rate Environment *HPG™ Checkup *Marketing Strategies the HPG™ Way *Asking for the Sale: Your Team’s Greatest Opportunity *Branch Excellence *Developing Resiliency in the Face of Adversity *Keeping it Real: Real-Life Coaching for Your Team
THURSDAY – May 9th	8:00 – 8:45am	Breakfast
	8:45 – 10:15am	Keynote Speaker – Dean Lindsay
	10:15 – 10:45am	Networking and Refreshment Break
	10:45 – 12:15pm	Concurrent Sessions *Marketing Roundtable *What Gets Measured Gets Done: Drive Success and Sell Your Strategy Upstream *Branch Excellence *Spread the News! Creating a Successful Referral Strategy *The Leadership Challenge *Training YOUR Acquisition Strategy
	12:15 – 1:30pm	Lunch
	1:30 – 3:00pm	Concurrent Sessions *Marketing Roundtable *What Gets Measured Gets Done: Drive Success and Sell Your Strategy Upstream *Branch Excellence *Spread the News! Creating a Successful Referral Strategy *The Leadership Challenge *Training YOUR Acquisition Strategy
	3:00 – 3:30pm	Networking and Refreshment Break
	3:30 – 4:30pm	The Branch Awards followed by Grand Prize Drawings (must be present to win)
	5:30pm	Buses begin to depart
FRIDAY – May 10th		Symposium concludes

Concurrent sessions listed in blue are for the corporate and marketing track and those listed in green are for the branch track.