

MWAA 2017 Conference Agenda

Monday, July 17, 2017

- 1:30 pm to 6:00 pm** **Registration Open (7th Floor)**
- 1:30 pm to 6:00 pm** **Exhibit Hall Setup (7th Floor)**
Exhibit Hall Setup also available Tuesday, July 18, 2017

Tuesday, July 18, 2017

- 8:30 am to 7:00 pm** **Registration Open (7th Floor)**
Follow the signs to Registration
- 9:00 am to 1:00 pm** **Exhibit Hall Setup (7th Floor – Grand Ballroom)**
Exhibitors Setup in Exhibit Hall
- 10:00 am to 5:00 pm** **Cyber Café**
A great place to meet with a client, make phone calls, get some work done, or just relax. Sponsored by Jaffe, Raitt, Heuer & Weiss, P.C.
- 11:00 am to 3:00 pm** **Field Guide (7th Floor – Salon 1)**
- 1:00 pm to 3:00 pm** **W.net Networking Event – (Kane - 3rd Floor)**
- 3:30 pm to 4:30 pm** **Keynote – (7th Floor – Salon 1)**
Inciting Innovation – In Yourself and Your Company
Juan Ortiz, EVP of National Sales at BluePay Processing, LLC
- 4:30 pm to 5:00 pm** **Industry Achievement Award Presentation – (7th Floor – Salon 1)**
Special Presentation
- 5:00 pm to 6:30 pm** **Opening Reception – Exhibit Hall (7th Floor – Grand Ballroom)**
Visit with the Exhibitors and enjoy the hospitality of the MWAA
- 9:00 pm to 1:00 am** **After Hours Party – (7th Floor Salon 1)**
9:00 – 10:00 pm Karaoke, sponsored by Trustwave
10:00 – 11:00 pm Performance by “Best of Second City Touring Company”
11:00 – 1:00 am Karaoke sponsored by Trustwave

Wednesday, July 19, 2017

- 8:30 am to 4:30 pm** **Registration Open (7th Floor)**
Follow the signs to Registration
- 9:00 am to 10:00 am** **Breakfast – Exhibit Hall (7th Floor – Grand Ballroom)**
- 9:00 am to 12:00 pm** **Exhibit Hall Open (7th Floor – Grand Ballroom)**
Visit with the Exhibitors and enjoy the hospitality of the MWAA
- 10:00 am to 5:00 pm** **Cyber Café**
A great place to meet with a client, make phone calls, get some work done or just relax. Jaffe, Raitt, Heuer & Weiss, P.C.
- 11:30 am to 12:30 pm** **Lunch – Exhibit Hall (7th Floor – Grand Ballroom)**

- 12:30 pm to 1:30 pm** **Coaching Your Team Toward Innovation (7th Floor – Salon 1)**
Innovation is not an accident, it's a culture. How you can inspire an atmosphere of innovation in your company? Featuring Chicago native Bob Dean with Kurt Peoples, a conversation on Becoming an Anticipatory Organization with hands on methodology you can use today! This promises to be an informative and motivational session.
Robert Dean, Dean Learning & Talent Advisors, LLC
Kurt Peoples, Peoples and Company
- 1:30 pm to 2:30 pm** **Payment Facilitator Fact and Fiction (7th Floor – Salon 1)**
Many ISOs and industry professionals remain confused regarding the fundamentals of Payment Facilitation. We'll hear from Attorney Holli Targan, and Industry Consultant Deana Rich as they provide valuable insights on just what Payment Facilitators do and the advantages they offer.
Holli Targan, Attorney and Partner at Jaffe, Raitt, Heuer & Weiss, P.C.
Deana Rich, Rich Consulting
- 2:30 pm to 2:45 pm** **Take A Break**
- 2:45 pm to 3:30 pm** **Cross-Selling Still The Key to Higher Revenue and Retention (7th Floor – Salon 1)**
It remains as true today as ever - Selling additional products to existing client's increases bottom line revenue and retention! Learn how these three companies can help you add value to your portfolio with real life examples and results.
Dmitry Faybysh, Founder and CEO of Bankcard Analytics,
Sonny Wooten, VP Business Development, National Benefit Program and
Barry Davis, VP Sales, Womply.
Moderator: Clare Crotty, Manager - Acquirer Relations at Discover Global Network.
- 3:30 pm to 4:45 pm** **Why ACH Is The Next Payment Game Changer (7th Floor – Salon1)**
Everything old is new again! From Same Day ACH to ACH Verification, ACH is changing fast and can be the key to enhancing your portfolio and broadening your reach. John Stewart of Digital Transactions will lead a panel of experts through the advantages and challenges of adding ACH to your suite of payment options.
David Barnhardt, VP Products at GIACT
Jeremy Epstein, MB Financial Bank
Kim Olszewski, VP Operations at iStream Financial Services.
Moderator: John Stewart, Editor in Chief at Digital Transactions.
- 5:00 pm to 7:00 pm** **Closing Reception – Exhibit Hall (7th Floor – Grand Ballroom)**
Visit with Exhibitors and enjoy the hospitality of the MWAA
- 7:15 pm to 7:45 pm** **Passport Challenge Drawing (7th Floor – Salon 1)**
Be sure to attend as you may be a winner of something big!