

# MWAA 2017 Conference Agenda

## Tuesday, July 18, 2017

- 8:00 am to 7:00 pm**    **Registration Open (7<sup>th</sup> Floor)**  
*Follow the signs to Registration*
- 11:00 am to 3:00 pm**    **Field Guide (7<sup>th</sup> Floor)**
- 1:00 pm to 3:00 pm**    **W.net Networking Event**
- 3:00 pm to 4:00 pm**    **Keynote Speaker**
- 4:00 pm to 5:00 pm**    **Industry Achievement Award Presentation (7<sup>th</sup> Floor)**
- 5:00 pm to 8:00 pm**    **Opening Reception – Exhibit Hall (7<sup>th</sup> Floor)**  
*Visit with the Exhibitors and enjoy the hospitality of the MWAA*
- Time TBD**    **Event – Stay Tuned For More Information**

## Wednesday, July 19, 2017

- 8:00 am to 5:00 pm**    **Registration Open – (7<sup>th</sup> Floor)**  
*Follow the signs to Registration*
- 9:00 am to 10:00 am**    **Breakfast – Exhibit Hall (7<sup>th</sup> Floor)**
- 9:00 am to 1:00 pm**    **Exhibit Hall Open (7<sup>th</sup> Floor)**  
*Visit with the Exhibitors and enjoy the hospitality of the MWAA*
- 10:00 am to 5:00 pm**    **Hospitality Room Open**  
*A great place to meet with a client, make phone calls, get some work done or just relax.*
- 12:00 pm to 1:00 pm**    **Lunch – Exhibit Hall (7<sup>th</sup> Floor)**
- 1:00 pm to 2:00 pm**    **Coaching Your Team Toward Innovation (7<sup>th</sup> Floor)**  
*Innovation is not an accident, it's a culture. How you can inspire an atmosphere of innovation in your company? This panel of experts will give you information you can use today. Partnering with DePaul University College of Entrepreneurship, this promises to be an informative and motivational session.*
- 2:00 pm to 3:00 pm**    **Payment Facilitator Fact and Fiction (7<sup>th</sup> Floor)**  
*Many ISOs and industry professionals remain confused regarding the fundamentals of Payment Facilitation. We'll hear from Holli Targan, Attorney and Partner at Jaffe, Raitt, Heuer & Weiss, P.C. as she provides valuable insights on just what Payment Facilitators do and the advantages they provide.*
- 3:00 pm to 3:15 pm**    **Take A Break**
- 3:15 pm to 4:00 pm**    **Cross-Selling Still The Key to Higher Revenue and Retention (7<sup>th</sup> Floor)**  
*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 David, VP Sales, Womply. Moderator: Clare Crotty, Manager - Acquirer Relations at Discover Global Network.*
- 4:00 pm to 5:00 pm**    **Why ACH Is The Next Payment Game Changer (7<sup>th</sup> Floor)**  
*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 and 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)**

*Visit with Exhibitors and enjoy the hospitality of the MWAA*

**7:15 pm to 7:45 pm** **Passport Challenge Drawing**

*Be sure to attend as you may be a winner of something big!*