

*Career Development Division Fall Meeting
October 22, 2019
Hyatt Place Champaign/Urbana*



*Topics Include:
Winning the Game of Business by
Engaging Your Team
Leadership Coaching
Emotional Intelligence*

OCTOBER 21, 2019

7 p.m. Social Event: 11:45 - 1:15 P.M. Business Meeting Luncheon
Brainstorms Escape Room

OCTOBER 22, 2019

8:30 a.m. Registration/Continental Breakfast 1:15 - 2:15 P.M. "Winning the Game of Business by Engaging Your Team"
Chris DiLorenzo, President
The James Paul Group

9 - 9:30 a.m. Networking Session 2:15 - 3:15 P.M. "Emotional Intelligence"
Chris DiLorenzo, President
The James Paul Group

9:30 - 10:30 a.m. "Leadership Coaching"
Chris DiLorenzo, President
The James Paul Group

10:30 - 10:45 a.m. Break 3:15 p.m. Adjournment

10:45 - 11:45 a.m. "Leadership Coaching" continued
Chris DiLorenzo, President
The James Paul Group



DiLorenzo

General Session Speaker

Chris DiLorenzo, President & Co-Founder

The James Paul Group

Chris DiLorenzo is the president and co-founder of The James Paul Group, a national training and consulting company specializing in helping community banks increase their profits, grow their market share, and achieve their goals by improving employee sales, customer service, product knowledge, leadership and coaching skills.

In his 35+ years of working with community banks, DiLorenzo's dedication to success has helped his bank clients enjoy both financial and performance rewards. His extensive background includes sales and sales management, strategic planning, recruiting, team building, strategic account management, market and competitive analysis, product development, consulting and training.

DiLorenzo is a graduate of the University of Georgia, Athens, where he earned a Bachelor's degree in business, finance and risk management. He is a former professional baseball player for the Kansas City Royals organization.

Social Event: Brainstorms Escape Room

Monday, October 21, 2019 7 p.m.

There's 60 minutes on the clock. You've been locked in a room and you need to escape. To do so, you must solve clues, puzzles and riddles to breakout before the time is up. And the clock is ticking. Brainstorm Escapes offers immersive and exciting escape rooms, each with their own unique theme. The excitement of escape rooms encourages CDD members to work together in a high pressure situation by using their wits, intuition and logic. It's great for building communication and teamwork, or just having fun! No food or drinks will be served at this event, but the ticket is included in your registration. Brainstorm Escapes is located at 61 E. University Ave. Champaign, IL 61820. It is walking distance from the Hyatt Place hotel.

Dress Down to Benefit Community BancPac

You are also invited to "dress down" for a \$5 minimum donation. Jeans are acceptable. All funds raised will be donated to the Community BancPac. Community BancPac is a non-partisan statewide political action committee of the Community Bankers Association of Illinois (CBAI) that seeks to elect both challengers and incumbent state lawmakers who support community banking and strive to maintain safety and soundness standards for the banking profession.

Networking Session – 9 – 9:30 a.m.

During this roundtable discussion, attendees have the opportunity to bring forth ideas and issues related to their positions within their banks. This is a wonderful opportunity to learn from your colleagues throughout the state. You can walk up and sit at the table that best represents the topic you are most interested in discussing: social media/marketing, consumer lending, real-estate lending, commercial lending, agricultural lending, operations, compliance, technology and HR/management/supervision.

General Session – 9:30 – 10:30 a.m. & 10:45 – 11:45 a.m.

“Leadership Coaching”

Successful leaders contribute to the strength of any organization by understanding what is in the minds of their employees and stimulating the motivations inside to improve performance. Attendees of the leadership coaching program understand that becoming a leader/coach begins with understanding your coaching responsibilities, knowing why employees resist change, how to motivate your team in order to change behavior, and then implementing the proper coaching process to strengthen the organization and create opportunities for employee innovation. This program helps develop leaders into confident coaches who actively sustain an environment committed to excellence and makes a major contribution to developing a customer-focused culture that will support your strategic objectives.

Business Meeting Luncheon – 11:45 – 1:15 p.m.

The Annual Business Meeting includes reports from CDD officers on membership, financials and CBAI convention activities, as well as the results of the recruitment campaign. The election of officers and the Economic Educator and Outstanding Member Awards will be presented. Enjoy time during the luncheon to meet with fellow CDD members for informative roundtable discussion on issues that are affecting your community bank.

General Session – 1:15 – 2:15 p.m.

“Winning the Game of Business By Engaging Your Team”

Engagement is a heightened emotional connection that an employee feels for his or her company, which influences them to put in greater effort. Higher engagement levels yield higher employee productivity and retention rates. This makes employee engagement a powerful factor in the success of any financial institution. Engaged employees are more productive, customer-focused and profit-oriented, which in turn leads to higher value creation for stakeholders. Hence, banks that have a robust engagement plan in place are better equipped than their competitors to succeed over time. In today’s competitive banking space, employee engagement is becoming crucial in winning the game of business.

At the end of this session, leaders are able to:

- Define and recognize employee engagement
- Create an engaging work environment
- Use employee engagement strategies
- Prevent disengagement

Closing General Session – 2:15 – 3:15 p.m.

“Emotional Intelligence (EI) — Strengthening Leadership with Skills”

The connection between successful leaders and strong emotional intelligence skills has been well documented through research. These studies have shown that emotional intelligence can have a profound effect on a leader’s ability to create more rewarding, collaborative and satisfying workplace relationships. This, in turn, leads to greater productivity, reduced stress and anxiety, higher levels of performance, and a greater sense of teamwork and camaraderie — all critical components of a successful, productive workplace. Through identification and practice, developing emotional intelligence skills will strengthen your leadership and your success. This emotional intelligence session emphasizes the EI skills that are the core of achieving personal awareness, connecting with others, managing stress, engaging healthy conflict and collaboration, and exhibiting resilience and optimism.

Registration – Career Development Division Fall Meeting

October 21-22, 2019 – Hyatt Place Champaign/Urbana

Name of Institution/Firm: _____

Address: _____

City/State/Zip: _____

Name/Title: _____

E-mail: _____ Yes, I will be attending the Social Event

Name/Title: _____

E-mail: _____ Yes, I will be attending the Social Event

Name/Title: _____

E-mail: _____ Yes, I will be attending the Social Event

Name/Title: _____

E-mail: _____ Yes, I will be attending the Social Event

Please select your payment method.

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Name It Reads on Card _____ Card Number _____

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Security Code _____

Billing Address of Card _____

I have special needs or dietary restrictions, please contact me before the seminar.

RETURN THIS REGISTRATION FORM TO:

CDD MEMBERS

One Person \$279

Two or more from the same institution \$259 each

NON-CDD MEMBERS \$429*

***You may qualify for a discounted rate for this meeting and CDD membership. Contact Melinda McClelland for more details.**

FOR MORE INFORMATION CALL:

Melinda McClelland, vice president,
Department of Education & Special Events
800/736-2224 FAX: 217/585-8738
melindam@cbai.com

MEETING REGISTRATION FEES include customized training programs, refreshments breaks, and lunch. An income-tax deduction may be allowed for educational expenses undertaken to maintain or improve professional skills. Registrants cancelling two days prior to the seminar will receive 100% less than two days, 50% refund; the day of the seminar, no refund. **All cancellations must be made in writing to Melinda McClelland.**

CONFERENCE HOTEL is the **Hyatt Place**, 217 N. Neil St, Champaign. **A block of rooms has been reserved for CDD Conference participants and reservations can be made by calling the Hyatt Place at 217/531-2800.** To ensure availability, reservations should be made by September 20. The room rate is \$129 plus tax and parking for a single or double occupancy.

Each participant will receive take-away toolkit that includes a bullet-point write-up and talking points of the general sessions for bankers to provide follow-up information for their banks.

REGISTER BY SEPTEMBER 15 AND YOUR NAME WILL BE INCLUDED IN A DRAWING FOR \$100!