

Session

What Finance Directors Need to Know About Banks Today

Speakers

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- I. Banking Services and Safety
 - a. From paternal relationship to business relationship
 - b. Services that protect the government
 - c. Moving inexorably towards automation
 - d. e-Receiveables and e-Payables

- II. Trends in Banking: A Regulator's Perspective
 - a. Different bank structures and the impact on service
 - b. Is a credit union a bank?
 - c. Understanding the patchwork of bank regulation
 - d. How does banking regulation and FDIC Insurance protect you, or does it?
 - e. Assessing the financial health of your bank

- III. Obtaining and Controlling the Bank Relationship
 - a. Critical points to consider in an RFP
 - b. Key questions to define your service levels
 - c. Collateral reporting – a vital differentiation
 - d. Required versus optional services
 - e. Evaluating wildly different proposals
 - f. Legally structuring the bank relationship
 - g. What is this account analysis they keep sending...?