

**Pacific Coast Bankers' Bancshares
Banc Investment Group, LLC
Tactical Banking Workshops**

**Tuesday, July 27- Regency Hyatt, Chicago, IL
Tuesday, September, 14- French Quarter, Charleston, SC
Thursday, September 16-The Westin, Falls Church, VA**

AGENDA

8:30- 9:00 Breakfast

9:00-10:30 Regulatory Reform

Speaker: Chris Nichols, President & CEO of Banc Investment Group, LLC

In this opening session, we will touch on the state of the economy and the changing face of banking, post financial regulatory reform. Discuss how financial reform will impact your bank and what the best strategy is to take advantage of the biggest financial reform to take place since 1930.

10:30-10:45 Break

10:45-11:45 Profitability

Speaker: Chris Nichols, President & CEO of Banc Investment Group, LLC

Profitability in the coming decade will require an intensive focus on developing long-term franchise value. This session provides a framework for creating value by developing pricing, revenue generation and balance sheet strategies.

11:45-12:30 Lunch

12:30-1:30 Loan Structuring

Speaker: Ed Kofman, Managing Director of Banc Investment Group, LLC

Interest rate risk and credit shock will have an enormous impact on loan performance in the future. Learn how to create a structured, risk-adjusted lending program that can avoid the perils of the recent past.

1:30-1:45 Break

1:45-2:45 Interest Rate Risk In Stressed Environments

Speaker: Doug Hensley, Managing Director of Banc Investment Group, LLC

Understanding and managing risk that arise during stressed environments and complying with the 1/6/2010 Interest Rate Risk advisory

2:45-3:45 Growing Core Deposits: New Tactics for a New Decade

Speaker: Greg Judge, Managing Director of Banc Investment Group, LLC*

Building core deposits continues to be the foundation of your bank. This session draws on our experience working with banks like yours to outline strategies for accumulating high-value core deposits in the context of capital, risk-adjusted spreads, your business model, and regulatory considerations. Specific topics will include deposit mix, pricing, term structure, wholesale funding tactics, the impact and effect of the new FDIC deposit pricing guidelines.

**Will have a replacement speaker in VA*

3:45-4:00 Wrap Up

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