

Scotiabank 7th Annual Commercial Card Conference
September 20-21, 2007
The Arizona Biltmore | Phoenix | Arizona

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Conference Agenda Day 1 • September 20

7:00 to 8:00	Registration Aztec Room Buffet Breakfast <i>Sponsored by G&D</i> Aztec Patio
8:00 to 8:15	Conference Welcome <i>Bob Grant, SVP, Global Transactional Banking, Electronic Products and Payments, Scotiabank</i>
8:15 to 8:30	Conference Logistics <i>Patrick Sulston, Senior Product Manager, Commercial Card Products, Scotiabank</i>
8:30 to 9:40	Opportunities in Challenging Times <i>Aron Gampel, Vice-President & Deputy Chief Economist, Scotiabank</i>
9:40 to 10:00	Scotiabank Commercial Card Update <i>Patrick Sulston, Senior Product Manager, Commercial Card Products, Scotiabank</i>
10:00 to 10:30	BREAK Aztec Patio
10:30 to 11:30	Panel Discussion Understanding Cardholder Insurance & Benefits <i>Moderated by Cameron McPhail, Vice-President & Director, Commercial Card Sales, Scotiabank</i> <i>Cathy Patania, Credit Card Product Manager, Royal & Sun Alliance</i> <i>Peter Alter, Vice-President, CBSI</i> <i>Brent Needham, Senior Marketing Manager, Commercial, Visa Canada</i>

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Conference Agenda Day 1 • September 20

11:30 to 12:00	Boxed Lunches available for pick-up Aztec Patio
12:00 to 15:00	<p>Hot Topic Breakout Sessions</p> <p>Program Management 'Tips & Tricks' <i>Debra Remeshylo & Janelle de Leon from Scotiabank</i> Commercial Card Implementation – Prescott Room</p> <p>Getting the Most out of Your Online Reporting Tools – CentreSuite <i>Jeff Collins from TSYS iSolutions</i> - Aztec Room</p> <p>Getting the Most out of Your Online Reporting Tools - Pathway Net <i>Kevin Wirth from TSYS iSolutions</i> – Rimrock Room</p> <p>Effective Cardholder Communication and How to Promote Your Program <i>Linda Dyck from Canadian Blood Services</i> – Kaibab Room</p> <p>Enhanced Data and Card Technology (Canada) <i>Kareem Chouli from Visa Canada</i> – Papago Room</p> <p>Fraud Prevention and Program Security <i>Gord Jamieson from Visa Canada</i> – Cameron Room</p> <p>Minority Reporting and 1099 (US) <i>Linda McGee from Visa USA</i> – Kingman Room</p>
15:00 to 15:15	Free time to prepare for Client Appreciation Event
15:30 and onwards	<p>Client Appreciation Event</p> <p>3:00 to 3:15 Meet at lobby entrance of the Biltmore</p> <p>3:30 Depart for Sonoran Desert</p> <p>4:15 Arrive at Bradshaw Mountains</p> <p>5:00 to 6:00 Hummer Desert Tour</p> <p>6:45 Arrive at 'Different Pointe of View' Restaurant</p> <p>9:30 Depart 'Different Point of View'</p> <p>10:00 Arrive at The Arizona Biltmore</p>

Conference Agenda Day 2 • September 21

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7:30 to 8:30	Buffet Breakfast <i>Sponsored by Visa USA</i> Aztec Patio
8:45 to 9:00	Introduction – Logistics for the day <i>Patrick Sulston, Senior Product Manager, Commercial Card Products, Scotiabank</i>
9:00 to 9:15	Client Survey <i>Commercial Card Program & Client Appreciation Event</i>
9:15 to 10:00	Program Launch - Importance of Securing Internal Support <i>Lawrence Sides, Purchasing Manager, Supply Chain Management, Drummond Co.</i>
10:00 to 10:50	Procure-to-Pay & Commercial Card Program Optimization <i>Shaun East – Senior Manager, Commercial Card Account Management, Scotiabank Randy Qualle – Supervisor, Accounts Payable, TransAlta</i>
10:50 to 11:05	BREAK Aztec Patio
11:05 to 11:15	NAPCP Presentation <i>Lisa L. Benz, C.P.M., CPCP NAPCP Advisory Council</i>
11:15 to 12:00	Commercial Card Jeopardy <i>Patrick Sulston, Senior Product Manager, Commercial Card Products, Scotiabank</i>
12:00 to 13:00	Lunch <i>Sponsored by Visa Canada</i> Aztec Patio
13:00 to 13:30	TSYS iSolutions Update and Demo Session <i>Kevin Wirth, Senior Relationship Manager, TSYS iSolutions</i>
13:30 to 14:45	Keynote Speaker – The Improv Edge <i>Rob Nickerson</i>
14:45 to 15:15	BREAK and Meet with Keynote Speaker Aztec Patio
15:15 to 16:00	Conference Survey and Wrap Up <i>Michel Cardinal, Director, Commercial Card, Scotiabank</i>