

Emergence2023

Great Leaders Attract and Inspire Great People

Hilton Baltimore Inner Harbor



Day 1 Agenda

Thursday, July 13, 2023

8:30 – 9:30AM

OPTIONAL FUN WALK

Location: Hotel Lobby

Join us as we stroll from the Inner Harbor to Federal Hill Park for some breathtaking views of Charm City. (2 miles roundtrip)

10:15 – 11:15AM

REGISTRATION

Location: West Foyer, Second Floor

11:15 – 12:15PM

NETWORKING LUNCH

12:15 – 12:30PM

BREAK

12:30 – 1:00PM

WELCOME, INTRO & PURPOSE OF EVENT

Speakers:

Lana Kralik, CLFP

Chair, Emerging Talent Advisory Council

Credit Administration Officer, VP, US Bank

Rob Boyer

ELFA Board Chair-Elect

President, First Commonwealth Equipment Finance

1:00 – 2:30PM

FINDING YOUR WAY: NAVIGATING FEAR AND UNCERTAINTY IN THE WORKPLACE

In today's fast-paced work environment, the ability to navigate fear and uncertainty is vital to our success and impact as leaders. In this interactive session, attendees will be introduced to strategies for managing these emotions in the workplace. Through interactive discussions, group exercises, and practical tools, attendees will learn how to build resilience, stay calm under pressure, and approach uncertainty with confidence.

Presenter:

Pierre Quinn, Emerging Leadership Speaker

2:30 – 2:45PM

BREAK

2:45 – 3:45PM

ECONOMIC OUTLOOK AND THE FUTURE OF THE INDUSTRY

What is the state of the U.S. economy heading into the second half of the year, and how will the equipment finance industry be affected? This presentation will provide the latest industry-relevant economic data and summarize the key headwinds, tailwinds, and factors to watch in the U.S. economy, including the state of the U.S. consumer, inflation and interest rates, recession risks, and what recent turmoil in the banking sector could mean for the equipment finance industry.

Presenter:

Alice Moore, Senior Economist, Keybridge, LLC

3:45 – 4:00PM

BREAK

4:00 – 5:00PM

ASK A LEADER PANEL - HOW FUTURE LEADERS PREPARE FOR THE NEXT OPPORTUNITY

Four industry leaders share actionable strategies to progress in the leadership journey, with ample time for Q&A.

Moderators:

Kathy Havlik, CLFP, Equipment Finance Officer, Key Equipment Finance

Xiang Ji, Commercial Risk Senior Manager, Toyota Industries Commercial Finance, Inc.

Panelists:

- **James Cress**, Vice President & General Manager, Stryker Flex Financial
- **Amy Gestal**, Director – Vendor Finance, Huntington Technology Finance
- **Vanessa Hollingshead-Cook**, Program Manager, Customer Loyalty Products, Caterpillar Financial Services Corporation
- **Eric McGriff**, SVP & Chief Credit Officer, Wintrust Specialty Finance; Board Member, Black Equipment Finance Network, Inc.

5:00 – 6:30PM

NETWORKING RECEPTION

7:00PM

DINE AROUND

Day 2 Agenda

Friday, July 14, 2023

7:30 – 8:15AM **NETWORKING BREAKFAST**

8:15 – 8:30AM **BREAK**

8:30 – 9:30AM **BREAKOUT SESSIONS (CHOOSE ONE)**

BREAKOUT #1 - FOCUS ON YOUR FUTURE

Professional development is crucial for individuals looking to succeed in their careers. It involves continuously improving your knowledge, skills, and expertise to stay competitive in today's dynamic job market. Join us as we discuss effective development opportunities available through advanced education and industry certifications. Panelists will be discussing their personal experiences with the following programs: The Certified Lease & Finance Professional Foundation (CLFP), Master of Business Administration (MBA), Stripes Leadership, and the ELFA.

Moderator:

Matt Vazzana, CLFP, Chair, Emergence2023 Planning Committee
National Account Executive, Huntington Technology Finance

Panelists:

- **Alexa Carnibella**, ELFA Director of Professional Development – ELFA
- **Craig Colling, CLFP**, SVP Sales, Ascentium Capital, a Division of Regions Bank – CLFP
- **Jake Nguyen**, VP, Credit Manager, Wintrust Specialty Finance – Stripes
- **Jordan Reeve**, Credit Support Manager, Caterpillar Financial Services Corporation – MBA

BREAKOUT #2 - THE POWER OF PROFESSIONAL PRESENCE

Have you ever wondered what Professional Presence is all about – and whether you have it? Is it something that can be improved upon? The answer is yes! Presence is at the center of everything we do. It determines how we handle stressful situations and plays a huge role in how we are received by others. In this session, attendees will participate in a 60-minute interactive, transparent conversation on the topic of Presence. Participants will hear about real-life examples, stumbles and all, as well as several moments of reflection. They will have opportunity to share personal experience and join in small group conversation throughout our time together.

Presenter:

Jennifer Fanz, Director of Sales, Healthcare, PEAC Solutions

9:30 – 9:45AM

BREAK

9:45 – 11:15AM

ESSENTIAL LEADERSHIP – CARING ENOUGH TO EXPECT EXCELLENCE

Leadership development is an ongoing process that requires self-reflection, feedback, and intentional practice. By focusing on these key components, leaders can develop the skills and qualities needed to inspire and motivate others, build strong teams, and achieve their goals. During this session, we will focus on effective communication skills to care enough to expect excellence.

Presenter:

Chris McDonell, Principal, McDonell Consulting Group / Sandler Training

11:15 – 11:30AM

CLOSING SESSION: RECAP AND WRAP UP

Presenter:

Lana Kralik, CLFP

Chair, Emerging Talent Advisory Council

Credit Administration Officer, VP, US Bank

