



NORTHEAST ACQUIRERS
A.S.S.O.C.I.A.T.I.O.N

2018 NEAA CONFERENCE

TENTATIVE AGENDA SUBJECT TO CHANGE

The NEAA 2017 Conference, January 29th – January 31st is approved for up to 6 ETA CPP Continuing Education credits.

Monday, January 29th

7:00pm – 11:00pm

Sponsor Appreciation Dinner – By Invitation Only

--- Hosted by the NEAA Board of Directors

Tuesday, January 30th

11:00am – 2:00pm

ETAU Intro to Operations – Location to be Determined

1:00pm – 3:00pm

PayFac Educational Seminar

- Hosted by Holly Targan and Deana Rich
- Location and Content to be Determined

2:00pm – 3:00pm (tentative)

Wnet meeting – Location to be Determined

3:00pm – 5:00pm

Catapult 17 – Location to be Determined

5:30pm – 7:30pm

Opening Cocktail Reception – *Exhibit Hall Open*

Wednesday, January 31st

7:30am – 9:00am

Breakfast

9:00am – 9:15am

Opening Remarks – By NEAA President – Alan Forgione

9:30am – 10:30am

Legislative Panel: Compliance, Regulation and a View from Capitol Hill

- Scott Talbott – SVP Government Affairs – Electronic Transaction Association

10:45am – 11:15am

Topic to be Determined

Speaker(s) – TBD

11:15am – 1:00pm

Headshot Photographs for LinkedIn

11:30am – 1:00pm

Lunch with the Vendors - *Exhibit Hall Open*

1:15pm – 2:30pm

Keynote Speaker

Speaker: Dr. Steve Taubman

- Additional information coming

2:45pm - 3:15pm

30 Minute Business Builder Session - Topic to be Determined

- Speaker(s) and Content to be Determined
- Contracts
- Managing Your ISO Business
- Selling Your Portfolio
- Merger Activity in the Market Place
- Mobile Processing Tactics – Go to Market Strategies

3:45pm – 4:30pm

Topic to be Determined

- Speaker(s) and Content to be Determined

4:45pm – 5:30pm

2018 NEAA Payments Bowl

Potential Topic: State of Acceptance: Cash Discounts

Officiated by: Donna Embry – Payment Alliance International

2018 NEAA Payments Bowl Teams:

Team 1:

- MasterCard –
- Visa –
- Consumer Protection Bureau -

Team 2:

- Representative from Merchant Community
- Representative from Cash Discount Service Provider
- Representative from another Cash Discount Service Provider

5:50pm – 6:00pm

In Memoriam

6:00pm – 8:00pm

Cocktail Reception with Vendors - *Exhibit Hall Open*

Thursday, February 1st

7:00am – 11:00am

Farewell Breakfast – Location to be Determined

*Agenda, Panel Sessions, Speakers and Times are subject to change