



NORTHEAST ACQUIRERS  
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## 2019 NEAA CONFERENCE

### AGENDA

The 2019 NEAA Conference, January 16<sup>th</sup> – January 17<sup>th</sup> is approved for up to 6 ETA CPP Continuing Education credits.

#### Tuesday, January 15th

7:00pm – 11:00pm

**Sponsor Appreciation Dinner – By Invitation Only**

--- Hosted by the NEAA Board of Directors

#### Wednesday, January 16th

11:00am – 4:00pm

Exhibitor Set-up – Grand Ballroom (Exhibit Hall)

2:00pm – 3:00pm

**M&A Panel – Junior Ballroom (Presentation Hall)**

- Panel Moderator: Greg Cohen, Paya.com

o Panelists:

- Jared Isaacman, Harbortouch
- Steve Kane, Stephen D Kane Enterprises
- Bruce Urbanek, Piper Jaffray & Co

3:00pm – 5:00pm

**Catapult 19 – Presentation Hall (Salon B)**

5:30pm – 7:30pm

**Opening Cocktail Reception – *Exhibit Hall Open***

7:30pm – 9:30pm

National Merchants Association Wine Tasting (Liberty/Essex Salons)

9:00pm - ????

Harbortouch Charity Poker Night (Lincoln/Holland/Columbia Salons)

#### Thursday, January 17<sup>th</sup>

7:30am – 8:45am

**Breakfast with the Vendors – *Exhibit Hall Open***

9:00am – 9:15am

**Opening Remarks - Presentation Hall**

- NEAA President – Alan Forgione

9:30am – 10:15am

**New Players in the Ecosystem**

- Amy Zirkle - ETA

10:30am – 11:00am	<p><b>Impact of Visa Chargeback Reduction (VCR) to Card Not Present Processing</b></p> <ul style="list-style-type: none"> <li>- Suresh Dakshina, Chargeback Gurus</li> </ul>
11:00am – 11:30am	<p><b>Block Chain and Cryptocurrency Processing</b></p> <ul style="list-style-type: none"> <li>- Eric Brown, Aliant Payments</li> </ul>
11:15am – 1:00pm	<p><b>Headshot Photographs for LinkedIn</b> – Event Hall Lobby</p>
11:30am – 1:00pm	<p><b>Lunch with the Vendors - <i>Exhibit Hall Open</i></b></p>
1:15pm – 2:15pm	<p><b>Spotlight on Surcharging</b></p> <p>Panel Moderator: Scott Talbot, ETA</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• David Leppek, Transaction Services</li> <li>• Evan Minsberg, Venable, LLP</li> <li>• Jonathan Razi, CardX</li> </ul>
2:30pm - 3:00pm	<p><b>Beyond Payment Processing: Helping SMBs Grow</b></p> <ul style="list-style-type: none"> <li>- Cecilia Leung, TD Bank</li> </ul>
3:15pm – 4:00pm	<p><b>Value Add: What Really Adds Value?</b></p> <p>Panel Moderator: Jennifer Reichenbacher, Paysafe</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• Lori Griboski, Petroleum Card Services</li> <li>• Mark Cerminao, Rapid Advance</li> <li>• Peter Shenk, Womply</li> <li>• Todd Whiton, Company.com</li> </ul>
4:15pm- 4:45pm	<p><b>Update from Washington</b></p> <ul style="list-style-type: none"> <li>- Scott Talbot, ETA</li> </ul>
4:45pm – 5:45pm	<p><b><u>2019 NEAA Payments Bowl – Future of Payments</u></b></p> <p>Officiated by: Donna Embry, Evolve Bank &amp; Trust</p> <p>Team One: Roundup of Journalists:</p> <ul style="list-style-type: none"> <li>• Patti Murphy, Green Sheet</li> <li>• Jon Stewart, Digital Transactions</li> </ul> <p>Team Two: Card Brand Companies</p> <ul style="list-style-type: none"> <li>• Vidur Datt, MasterCard</li> <li>• Tom Sheridan, Visa</li> </ul>
6:00pm – 8:30pm	<p><b>Cocktail Reception with Vendors - <i>Exhibit Hall Open</i></b></p>