



NORTHEAST ACQUIRERS  
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## 2024 NEAA CONFERENCE AGENDA

### Albany Capital Center

#### TUESDAY, April 2nd

6:00pm – 10:00pm

**Sponsor Appreciation Cocktail Reception – By Invitation Only**  
Hosted by the NEAA Board of Directors

#### WEDNESDAY, April 3rd

10:00am – 6:00PM

**Registration Open**

9:00am – 1:00pm

**Diamond Sponsor Breakouts: To Be Announced**

11:00am – 4:00pm

**Exhibitor Set-up – (Exhibit Hall open only to Exhibitors)**

1:30pm – 3:00pm

**SPEAKER HALL: Surcharge/Cash Discount Workshop**

Interactive workshop to address all compliance, regulations and issues surrounding this always complicated topic. Audience participation encouraged in active Q&A.

**Led by Jeff Fortney, Strawhecker Group, Senior Associate**

3:00pm – 5:00pm

**SPEAKER HALL: Catapult 2024**

Annual Innovation Competition consisting of four companies chosen from multiple submissions presenting their new product or service in a lightning round style with Q&A from a panel consisting of last year's winner, Fisherman, and three other judges from the investment community; Cash Prizes for winners.

**Judges: Stephen Kane, head of Stephen D Kane Enterprises  
2023 Catapult Winner, Fisherman, and others TBD**

5:30pm – 7:30pm

**EXHIBIT HALL: Opening Cocktail Reception with the Vendors**

8:00pm – 10:00pm

**NEAA After Party - To Be Announced**

# 2024 NEAA CONFERENCE AGENDA

## THURSDAY, April 4th

8:30am – 6:00pm      **Registration Open**

### MORNING VISIT WITH THE EXHIBITORS AND SPONSORS - EXHIBIT HALL

9:30am – 1:00pm      **Networking with the Exhibitors**

10:00am – 1:00pm      **Headshot Photographs for LinkedIn - (Exhibit Hall Foyer)**

11:30am – 12:45pm      **Lunch with the Exhibitors**

### AFTERNOON EDUCATIONAL SESSIONS:      ALL SESSIONS IN SPEAKER HALL

1:00pm - 2:00pm      *Keynote: “AI/ChatGPT in the Acquiring World”*

Conor Grennan, Dean of Students, NYU Stern School of Business, AI Specialist, Author and Philanthropist

2:00pm – 2:45pm      *Faster Payments/Realtime Payments: How to gain merchant advantage*

2:45pm – 3:00pm      *BREAK*

3:00pm – 3:30pm      *Merchant Funding/ Small Business Lending: The changing Landscape*

3:30pm - 4:00pm      *View from the Hill*

Scott Talbott, EVP Government Relations, ETA

4:00pm – 5:00pm      *Card Scheme Panel: Insights from Visa, MC, Discover, Amex*

### EXHIBIT HALL: VISIT WITH THE EXHIBITORS AND SPONSORS

5:00pm – 8:00pm      *Cocktail Reception with Vendors*

8:00pm      *Exhibit Hall Breakdown*

### AFTER PARTY – ALL INVITED

9:00pm – 12am      *NEAA After-Party – To Be Announced*

The 2024 NEAA Conference, April 3rd – April 4th is approved for up to 6 ETA CPP Continuing Education credits.