

2010 Card Growth Workshop

Agenda:

9:00 – 9:30 AM

CSCU Introduction

- Member Benefits
- The “New” CSCU Model

9:30 – 10:15 AM

Industry Overview

- Trends and Forecasts
- In The News
- Legislative Update

10:15 – 10:30 AM

Break

10:30 – 11:30 AM

VCC Demo

11:30 – 12:00 PM

Portfolio Analysis Techniques

- Understanding your ROA

12:00 – 1:00 PM

Working Lunch

1:00 – 2:30 pm

Portfolio Analysis Techniques (cont.)

- Competitive Advantages/ Disadvantages
- Penetration

2:30 – 2:45 PM

Break

2:45 – 4:30 PM

Portfolio Analysis Techniques (cont.)

- Metrics Driving Interchange Revenue
- Metrics Driving Finance Charge Revenue
- Delinquency and Charge Offs
- Small Business
- Debit Strategies

4:30 – 5:00 PM

Q and A