



FCA 2022 Conference Agenda September 26-28, 2022

Monday, September 26th

12:00pm-2:00pm	FCA Board Meeting	Plaza 1
12:00pm-2:00pm	Vendor Table Set Up	Plaza Ballroom
2:00-4:00pm	<p>Pre-Conference Session: The Company You Keep</p> <p>Highly accomplished companies frequently credit their success to having good people. But what the heck does “good people” really mean? This session clarifies the definition of good people, A-players, rising stars, and yes, we will include top performers in that as well.</p> <p>While we're at it, we might as well clear up the confusion of determining if you have the right people in the right seat.</p> <p>By the end of this session, you will have tools that you can execute in your organization today to ensure your company has the right people in the right seat to set you and your staff up for ultimate success.</p> <p>We will accomplish this by:</p> <ul style="list-style-type: none"> • Building a bar with the company's core values • Implementing the 90 days to change model • Determining role accountability • Applying a suitable seat filtering model <p>Speaker: Kelli Krueger, Director of Education, ACA International, Minneapolis, MN</p>	Plaza Ballroom
4:00-4:45pm	Annual Business Meeting / Presentation of Officers / Voting / Installation of Officers	Plaza Ballroom
4:00-5:00pm	Vendor Table Set Up	Plaza Ballroom
5:00-7:00pm	Opening Welcome Reception and Vendor Networking / Diamond Sponsor Prodigal Presentation	Plaza Ballroom
7:00pm	Dinner on Own	

Tuesday, September 27th

8:00 – 8:30am	Breakfast and Vendor Networking	Plaza Ballroom
8:30 – 8:45am	Opening Remarks / Welcome / Diamond Sponsor Beam Software Presentation	Plaza Ballroom
8:45 – 10:15am	<p>Keynote: Clarity, Confidence, & Creativity: New Information on the Neuroscience of Dealing with Stress, People, & Life.</p> <p><i>Are you aware that 90% of our frustration comes from approximately 20% of our brain, and that this 20% is incapable of creative thinking?</i></p> <p>Dr. Crawford has created a step-by-step system that shows participants how to not only break the cycle of reactivity, stress and frustration (that only perpetuates the problem), but purposefully shift to the “Top of the Mind,” maintaining a more purposeful perspective and bring a new sense of clarity, confidence, and creativity to everything you do.</p> <p>This allows organizations and individuals to access their best knowledge and interpersonal skills, regardless of the situation!</p> <p>Keynote Speaker: Bill Crawford, Ph.D., Crawford Performance Solutions, Houston, TX</p>	Plaza Ballroom
10:15 – 10:30am	A Word From our Sponsors	Plaza Ballroom
10:30 – 10:45am	Break and Vendor Networking	Plaza Ballroom
10:45 – 11:45am	<p>Buy, Sell or Merge? Why or Why Not?</p> <p>Speakers: Jack Brown, III, Gulf Coast Collection Bureau, Inc., Sarasota, FL; Michael Lamm, Corporate Advisory Solutions, LLC, Philadelphia, PA; and Roger Weiss, CACi, Earth City, MO</p>	Plaza Ballroom
11:45 am – 12:00pm	Break to grab lunch to eat during the lunch and learn	
12:00 – 1:00pm	<p>Lunch and Learn: Protecting Your A\$\$ets</p> <p>Come to this session to learn basic estate planning asset protection strategies, including,</p> <ul style="list-style-type: none"> • How to title assets so in the case that you get sued, creditors would not be able to reach these assets. • Which assets are exempt from creditors’ claims? • How to gift assets into trust so that they are safe from personal creditor issues. <p>Speaker: Michael M. Rubenstein, JD, LL.M, MBA, CTFA, BMO Wealth Management – US, Naples, FL</p>	Plaza Ballroom

2:00 – 5:00pm	<p>Offsite Networking Event to Support ACA’s ACPAC – Croquet at the National Croquet Center</p> <p>Join us at the National Croquet Center for some fun, networking, and an open bar! This event is in support of ACA’s ACPAC. This event is an add-on to your regular registration. All profits will benefit ACPAC.</p> <p>The National Croquet Center is the largest and finest dedicated croquet center in the world. It resides on ten beautiful acres in West Palm Beach. It has a 19,000 square foot, Caribbean-Colonial-style clubhouse, with wide verandas overlooking 4 acres of lush lawns that are the equivalent of laser-level putting greens. It is a haven of peace in a bustling world.</p> <p>Transportation will be provided! Bus leaves at 1:30pm from the lobby.</p> <p>The cost for this event is \$225. If you haven’t already purchased your registration, please see the FCA registration desk to do so.</p>	National Croquet Center
7:00 – 9:00pm	<p>Offsite Dinner – Ravish 210 E. Ocean Ave., Lantana, FL 33462</p> <p>Named after the literal meaning "to fill with intense delight." Craft drinks, live music & an amazing meal is everything you need to Ravish the senses! A place where foodies, music lovers and families escape the stresses of their day-to-day lives by enjoying a great meal, while surrounded by people who consider them honored guests and friends.</p> <p>All attendees are invited! Transportation is on your own. FCA will pay for your dinner and soft drinks. Alcoholic beverages will be on your own.</p>	Ravish

Wednesday, September 28th

8:00 – 8:30am	Breakfast and Vendor Networking	Plaza Ballroom
8:30 – 9:30am	<p>Get Running on Your Decision-Making Process</p> <p>Making good decisions and making them happen quickly gives an organization the ability to pivot swiftly, but more importantly, it creates a culture of innovation without bottlenecks. In reality, every success, every mishap, every opportunity seized or missed is the result of a decision that someone made or failed to make. Most of those failures can be attributed to uncertainty over roles and responsibilities in the decision-making process.</p> <p>By the end of this session, you will have a decision-making model to help your business outperform the competitors.</p>	Plaza Ballroom

	<p>We will accomplish this by:</p> <ul style="list-style-type: none"> • Defining the roles involved in making a decision • Using a defined process to solve challenging problems • Implementing a decision-making accountability matrix • Applying principles for controlling stress and worry that can get in the way of making good decisions and solving <p>Speaker: Kelli Krueger, Director of Education, ACA International, Minneapolis, MN</p>	
9:30 – 9:45am	A Word From our Sponsors	Plaza Ballroom
9:45 – 10:15am	Morning Break and Vendor Networking	Plaza Ballroom
10:15-11:00am	<p>An Update From ACA Speaker: Courtney Reynaud, ACA President</p>	Plaza Ballroom
11:00am – 11:15am	Morning Break and Vendor Networking	
11:15am – 12:15pm	<p>Roundtable Discussion: Best Ideas / Burning Issues Moderators: TBD</p>	Plaza Ballroom
12:15pm	Adjourn	
Enjoy the resort for the remainder of the day!		