



2022

✦ Retail Sales & ✦ Leadership Conference

MARCH 29, 2022

WASHINGTON ATHLETIC CLUB, SEATTLE

8:00 – 8:30 Registration & Continental Breakfast

8:30 – 9:40 Welcome

Thrive: The Science of Success and Satisfaction in Work and Life

Deanna Davis, Ph.D., CEO, Applied Insight, LLC



Success and satisfaction are possible for every person, team, and organization. So why do these things seem so elusive... and why does it feel so challenging to experience both of them simultaneously?

The short answer is that we often get used to doing what we've always done rather than doing what works. That's about to change.

This engaging and entertaining keynote pairs cutting-edge science from the fields of Leadership, Peak Performance, and Positive Psychology with practical strategies for sparking success and satisfaction for yourself, those you care about, and your teams and organizations.

You will hear compelling evidence for why we are happier, healthier, and more successful when we forgo simply surviving each day, week, month, or year, in favor of thriving in work and life. This keynote shares the simple but powerful practices to help you do just that. Participants customize their own "Drive to Thrive" checklist and personal plan to equip them with the science of success and the tools to thrive at work and home.

9:40 – 10:00 Break

10:00 – 11:15 Hot Topics Discussion

During this panel discussion, you'll have the chance to hear best practices, and panelists will focus on the current challenges the industry is facing in today's fast-changing environment.

11:15 – 11:30 Break

11:30 – 12:30 **Courageous Leadership through Chaos: Recruiting, Retaining and Building Results**

Cindy Solomon, President & CEO, CLI, Inc.



The world continues to challenge us with uncertainty and changes in how we work, where we work, and what our customers want from us. As we reel from the "great resignation" and low morale and motivation (even our own,) we face hiring and retaining the very best talent in one of the most challenging talent marketplaces we've seen. A leader's most significant challenge in this volatile environment is in finding, hiring, and developing the very best talent to build results through your team.

Join returning speaker Cindy Solomon, who has worked extensively with banking clients and Pacific Coast Banking School, as she shares her wisdom building courageous leaders from over two decades of experience. Her unique recruiting and development techniques with clients like Google, Dow, Marriott, Oracle, Amazon, Salesforce, and over 400 others.

As a recovering corporate executive herself, Cindy knows the challenges of juggling corporate goals and change, all the while trying to lead and develop those around you.

12:30 – 1:30 Lunch for In-Person Attendees

1:30 – 2:30 **Workshop with Cindy Solomon**
(Limited to in-person attendees)

2:30 – 3:15 **Networking Session**
(Limited to in-person attendees)

3:15 – 3:30 **Wrap-Up and Adjourn**



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Join us for a day of celebrating all areas of retail banking! The agenda features sessions on how to thrive in work and life and will enable you to motivate and inspire your team (and yourself) to build results, dramatically reduce "bad hires" while maintaining your best talent, and build a coaching system to foster results within your team.

Featured Speakers



Cindy Solomon

Courageous Leadership through Chaos: Recruiting, Retaining and Building Results



Deanna Davis

Thrive: The Science of Success and Satisfaction in Work and Life

Registration

In-Person (includes workshop!) \$495

Virtual Bank Level Registration

Five attendees: \$750

10 attendees: \$1,200

Unlimited: \$1,850

Hotel

Accommodations available at the Inn at the WAC.

Call (206) 622-7900 or email

innreservations@wac.net and reference WBA.

Registrant Information

Name _____ Title _____

Company _____

Address _____ City/ST/Zip _____

Email _____ Phone _____

Registration Total Cost \$ _____

Email completed form to: Reg@wabankers.com

Contact us at Washington Bankers Association, 601 Union Street, Suite 1720, Seattle, WA 98101. Call: (206) 447-1700

Payment Information

Please charge my credit card

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* Attendance at WBA programs is limited to employees, officers and directors of WBA members, non-members eligible for membership in the WBA and members of other state banking associations which grant reciprocal privileges to WBA members.

Cancellation Policy: For all cancellations that occur up to seven days prior to the start date, a \$50 cancellation fee will be charged. For cancellations with less than seven days notice, there will be no refunds. A substitute can attend at no fee. For cancelled courses and/or seminars, full fees will be refunded. Cancellation Procedure: Cancellations must be sent in writing to the WBA office via email, fax, or mail. No refunds will be granted until a written cancellation request is received by WBA.