

## EDP Homework Assignment for July 2019 Class

### Session Agenda:

- 9:00 - 9:45 am Presentation on government relations by Glen Simecek, Trent House, and Carrie Tellefson
- 10:00 - 12:00 pm Group presentations and role play
- 1:00 - 4:00 pm Presentation on local and national economics by Steve Scranton

### MORNING GROUP PRESENTATIONS:

By representing the banking industry (and those customers you bank) you now have the opportunity to “state your case” to your state lawmakers regarding one of the below issues during your July EDP Class.

This time has never been more critical to our industry. If we are to be successful as bankers, we must be able to successfully influence the actions of others who have the authority to impact our industry.

Your July 17 homework assignment for the Legislation and Politics morning segment is uniquely designed giving you a chance to influence your ‘legislators’ (Glen, Trent, and Carrie) in person.

### Prepare a presentation to your ‘legislators’ on one of these two topics:

- SB 5165 – Removal of the immigration status question on loan processes
  - <https://app.leg.wa.gov/billsummary?BillNumber=5165&Initiative=false&Year=2019>
- State Bank
  - The State Bank idea is constantly popping up. Below is the link to the bill that was on the table during this legislative session:  
<https://app.leg.wa.gov/billsummary?BillNumber=5949&Year=2019&initiative>
  - The Treasurer has a lot of resources and background information regarding this issue:  
<https://www.tre.wa.gov/about-us/infrastructure-public-depository-task-force/#toggle-id-9>
  - [Preliminary study](#) that the state released earlier this year. It provides info and background about what the state may consider doing.

**In addition to the two topics above, familiarize yourself with B&O taxes (the recent passing of HB 2158, 2167) and be able to explain the difference between banks and credit unions. Both of these items will be brought up by the legislators.**

Your presentation should be educational and influential in nature. It should be succinct and to the point. You want to make your time with your ‘legislators’ valuable for them and yourself! **Your research of the topics is critical** because during the role play you may be challenged to support your position with the use of “directed” questions. You will have about a minute and a half to 3 minutes to present and you may not have their full attention so often a “leave behind” can be a valuable tool.

An effective leave behind is something that highlights your key points or message. It should be simple and brief. For example a sticker on the back of your business card or a one-page fact sheet.

You must be familiar with both issues, but select only one to present to your legislators. Two to three people from each study group will be asked to present the group's stance on why they should vote for or against this bill. After each presentation, we will ask our instructors and your classmates to debrief your presentation to provide you with valuable feedback that will assist in your professional growth and development in this area.

We will continue this process until we run out of time with the expectation that subsequent presentations will take the feedback provided in earlier presentations and use that information to enhance their presentation.

The "legislators" you will be meeting with are Senator Mark Mullet (D-5<sup>th</sup>), Representative Steve Kirby (D-29<sup>th</sup>), and Senator Mark Schoesler (R-9<sup>th</sup>).

- Senator Mullet chairs the Senate Financial Institutions & Insurance Committee. Please reference the below link to learn more about him.
  - <http://sdc.wastateleg.org/mullet/>
- Representative Steve Kirby is the Chairman of the House Consumer Protection and Business Committee.
  - <https://housedemocrats.wa.gov/kirby/>
- Senator Mark Schoesler represents the 9<sup>th</sup> Legislative District who sits on the Ways and Means Committee. His interests are agriculture and our state budget.
  - <http://markschoesler.src.wastateleg.org/>

We encourage you to become familiar with all of these legislators so you know how to approach each one.

As always, please discuss this assignment with your mentor and practice, practice, practice your presentation. **We strongly urge you to meet with your study groups often to discuss, strategize and share ideas before class, otherwise you will be ill-prepared to participate in this activity.**

We are excited to hear from you!

*Glen Simecek, President & CEO, Washington Bankers Association  
Trent House, Bank Lobbyist, Washington Bankers Association  
Carrie Tellefson, Bank Lobbyist, Washington Bankers Association*

#### **AFTERNOON HOMEWORK:**

Please click on the below link where you will play the role of the Federal Reserve Chair. You will see how changes in interest rates can affect the economy and inflation. It is fun, informative and takes about 15 minutes.

"Chair the Fed" exercise from the Federal Reserve Bank of San Francisco:

<https://www.frbsf.org/education/teacher-resources/chair-federal-reserve-economy-simulation-game/>

Be prepared to discuss your experience and what you learned during the classroom session.

*Steve Scranton, Chief Investment Officer & Economist, Washington Trust Bank*