



Association for
Financial Professionals
of Western New York

Presents its

Spring Half-Day Conference Sponsored By:



Wednesday, May 13th, 2009

Located at Casa Larga:



2287 Turk Hill Road

Fairport, NY 14450

THE ASSOCIATION FOR FINANCIAL PROFESSIONALS OF WESTERN NY

The Association for Financial Professionals of Western New York, is a non-profit, educationally oriented organization, which provides a forum for the active and open exchange of concepts and techniques related to the practice of cash and treasury management. Today's membership represents a wide cross section of local industry professionals. Membership is open to individuals from businesses and non-profit organizations, financial service vendors and banks. A free flow of ideas and information is encouraged and maintained among the Association's members.

Each year, the AFPWNY bases its education program decisions on participant response to the previous year's programs. This process ensures that topics addressed during each seminar reflect the most prevalent issues, and that the information provided is on leading edge technologies. Conference attendance continues to flourish resulting from feedback received from attendees.

AFPWNY encourages member participation in the National Association for Financial Professionals (AFP). In addition to offering a wide range of continuing education opportunities, professional certification and industry standards programs, the AFP has become an invaluable resource for disciplines represented in organizational and corporate treasury areas. Together with affiliate organizations, AFP works to increase professional skills and to enhance the recognition and credibility of the treasury management profession.

Program Registration & Lunch - 12:00 pm – 12:45 pm

Lunch will be provided during registration. Come early, it's a great chance to network!

AFPWNY Annual Meeting - 12:45 pm – 1:00 pm

Session I – 1:00 pm – 2:10 pm

[TOPIC – International Treasury Management Strategy – Domestic and International Treasury Management Strategies have many common elements!](#)

Presenter - Amanda Gorman -Vice President, International Treasury Management Specialist

This session will compare domestic and international treasury strategy, review typical goals and detail tools to ensure efficiency. Cash concentration options and liquidity considerations will also be presented.

Session Break – 2:10 pm – 2:30 pm

Session II – 2:30pm – 3:40 pm

[TOPIC – Procurement – The procurement process CAN contribute to corporate profitability!](#)

Presenter – David Peraino - Managing Director, Order to Pay Product Executive

This session will reveal what companies are considering in the procurement space, why they are exploring, how they are measuring saves, and how procurement is contributing to corporate profitability. Migrating from paper to electronics in every aspect of the procurement process is very possible!

Session Break – 3:40 pm – 3:50 pm

Session III – 3:50 pm – 5:00 pm

[TOPIC - Liquidity Management - Getting Back to Basics!](#)

Presenter – Ossie Spector - Vice President at JPMorgan and an Executive Director in the Treasury & Securities Services Liquidity & Investment Products Group

This session will review current market trends and reactions, why companies need to manage liquidity, adopting best practices, planning for the future and provide a review of the US Government response to the liquidity crisis.

Reception – 5:00 pm – 7:00 pm

Door prizes will be awarded during the breaks and at the reception!!!

Speaker Bios

Amanda Gorman -Vice President, International Treasury Management Specialist

Amanda Gorman has worked for JPMorgan Chase since 2001 and is based in New York. She is an international treasury management specialist, and her prior experience includes credit underwriting and commercial bank relationship management. She is an alumnus of Villanova University and has CTP, Series 7 and Series 63 certifications.

David Peraino - Managing Director, Order to Pay Product Executive

David Peraino is responsible for the strategic direction and day-to-day management of JP Morgan's Order to Pay business which includes a market leading technology platform and business settlement network that delivers to customers increased efficiency and cost savings across the accounts payables function. Mr. Peraino joined the firm in 2008, from UBS, where he was the Global Head of Corporate Sourcing for the Investment Bank. In this role, he leveraged his experience in the procure to pay industry to deliver significant cost reduction targets for the bank. Prior to joining UBS, Dave served as Vice President, Chief Procurement Officer, for American Express where he led a multi-client global procurement team encompassing the entire procure-to-pay function. He had overall responsibility for \$10 billion in spend and 600 employees worldwide.

Ossie Spector - Executive Director, Liquidity & Investment Products

Ossie Spector oversees a regional market as a Client Solutions specialist advising clients on liquidity and investment products and services. The focus is on creating investment and cash structures to enable clients to optimize cash and liquidity. Ossie also works with the JPMorgan liquidity team on product development, enhancements, and strategic pricing. Ossie is a 20 year veteran of JPMorgan (and predecessor banks) having worked in the Retail, Commercial, and Private Banks. Ossie holds a BA in history from the University of Rochester and an MBA in marketing and finance from Fordham University.

THE ASSOCIATION FOR FINANCIAL PROFESSIONALS OF WESTERN NY BOARD OF DIRECTORS AND ITS MEMBERS WOULD LIKE TO EXTEND OUR GRATITUDE TO:



FOR PROVIDING THE NECESSARY FUNDING TO MAKE THIS HALF-DAY CONFERENCE POSSIBLE. FOR MORE INFORMATION PLEASE VISIT OUR WEBSITE AT WWW.AFPWNY.ORG.

Approval Pending for 4 CTP / CCM renewal credits by the Association for Financial Professionals

REGISTRATION

Fees are payable in full prior to the conference. Registration fees are non-refundable; substitutions **will** be honored. Any cancellations must be received by May 6th or full registration fee will be assessed.

AFP Members	\$100.00
Non-Members	\$130.00

All registrations and payment options must be completed on-line at www.afpwny.org:

CONFERENCE CHAIRPERSON

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