ASSOCIATION FOR FINANCIAL PROFESSIONALS
Western NY

The AFP of Western New York presents its

November 2020 Webinar Series

Sponsored By:

WELLS FARGO

November 18th, 2020
12:00pm to 1:30pm
VIRTUAL EVENT

WEBINAR ACCESS DETAILS TO BE PROVIDED SEPARATELY TO EVENT REGISTRANTS

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.

Presentation: 12:00 PM – 1:30 PM

Topic: A treasury perspective - what to be aware of in the "New Normal" and the impact that it has had on our economies

Speakers: Andy Yeates – Senior Vice President – Division Sales Manager for Middle Market Banking – Northeast Region – Wells Fargo Treasury Management & Tim Quinlan – Managing Director and Senior Economist – Wells Fargo

Summary: Andy Yeates and Tim Quinlan will share observation of how the present environment has effected the global, national and regional economy and how treasury organization should be adapting to the "new normal". The shift to virtual treasury operations has required a paradigm shift on cash cycles as we look for more effective ways of managing our payables and receivables – while keeping an eagle eye on a growing trend of potential fraudulent activity across the spectrum.

Speaker Information:

Andy Yeates – Senior Vice President – Wells Fargo Treasury Management

Andy Yeates is a Senior Vice President and Treasury Management Divisional Sales Manager for the Middle Market Banking Group in Wells Fargo's Treasury Management Division. As a sales manager for the Northeast division he is responsible for leading a team of Treasury Sales Consultants working closely with clients to optimize their working capital and cash flow through a consultative approach.

With 32 years of banking experience, Andy has been with Wells Fargo since April, 2013. Prior to joining Wells Fargo Andy spent 11 years with HSBC Bank USA where he had responsibility for managing their Large Corporate and Middle Market sales organizations in the US, consultatively marketing their domestic and international Transaction Banking services to on-shore and off-shore corporations. Andy began his banking career with Chase Manhattan Bank, a graduate of their Executive Management Program, having held several roles within their Cash Management organization over the course of 13 years.

Andy is a graduate of Geneseo State University with a BS in Business Management. He is also a Certified Treasury Professional.

Tim Quinlan – Managing Director and Senior Economist – Wells Fargo

Tim Quinlan is a Director and Senior Economist with Wells Fargo Securities. Based in Charlotte, North Carolina, he provides analysis on U.S. economy and major foreign economies. Tim's work has been published in academic economic journals and his comments on the economy regularly appear in The Wall Street Journal, The New York Times, and USA Today. He is also a frequent guest on Bloomberg TV, CNBC, and National Public Radio. Tim first joined the company in 2002 and previously held positions as a Trust Account Portfolio Manager and Investment Strategist before joining the economics group in 2007. Prior to joining the company, he worked for Putnam Investments in Boston. Tim is a member of the National Association for Business Economics and the Canadian Association for Business Economics. Tim has a B.A. from Siena College in Albany, New York.

This Conference has been approved for up to 1.8 CTP/CCM and 1.8 FP&A recertification credits by the Association for Financial Professionals at the rate of one credit for each 50 minutes of attendance.