



The AFP of Western New York presents its  
2021 December Lunch Meeting

**Sponsored By**



**Wednesday, December 8<sup>th</sup>, 2021**  
**DoubleTree by Hilton Hotel Rochester**  
**1111 Jefferson Road, Rochester, NY 14623**

Association for Financial Professionals of Western New York (AFPWNY) 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.

## Lunch Meeting Schedule and Speaker Information

*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*

### Program Registration & Lunch: 11:30 AM – 12:30 PM

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

### Presentation and Q&A: 12:30 PM – 2 PM

**Topic:** Growing Your Business Internationally

**Speaker:** Lauren Schellinger – Vice President, International Trade Finance – M&T Bank

**Session Description:** With the severe disruptions to transportation and supply chains, more businesses than ever are looking to international markets for both suppliers and expansion opportunities. Lauren Schellinger will review four ways in which you can benefit your operation through international channels. Whether you're simply looking for a second supplier to supplement your domestic supply chain or entertaining building a foreign manufacturing plant, this session will provide useful considerations. The program will conclude with an overview of recent international news events and how they could impact companies in Western New York.

## Speaker Information



### **Lauren Schellinger – Vice President, International Trade Finance – M&T Bank**

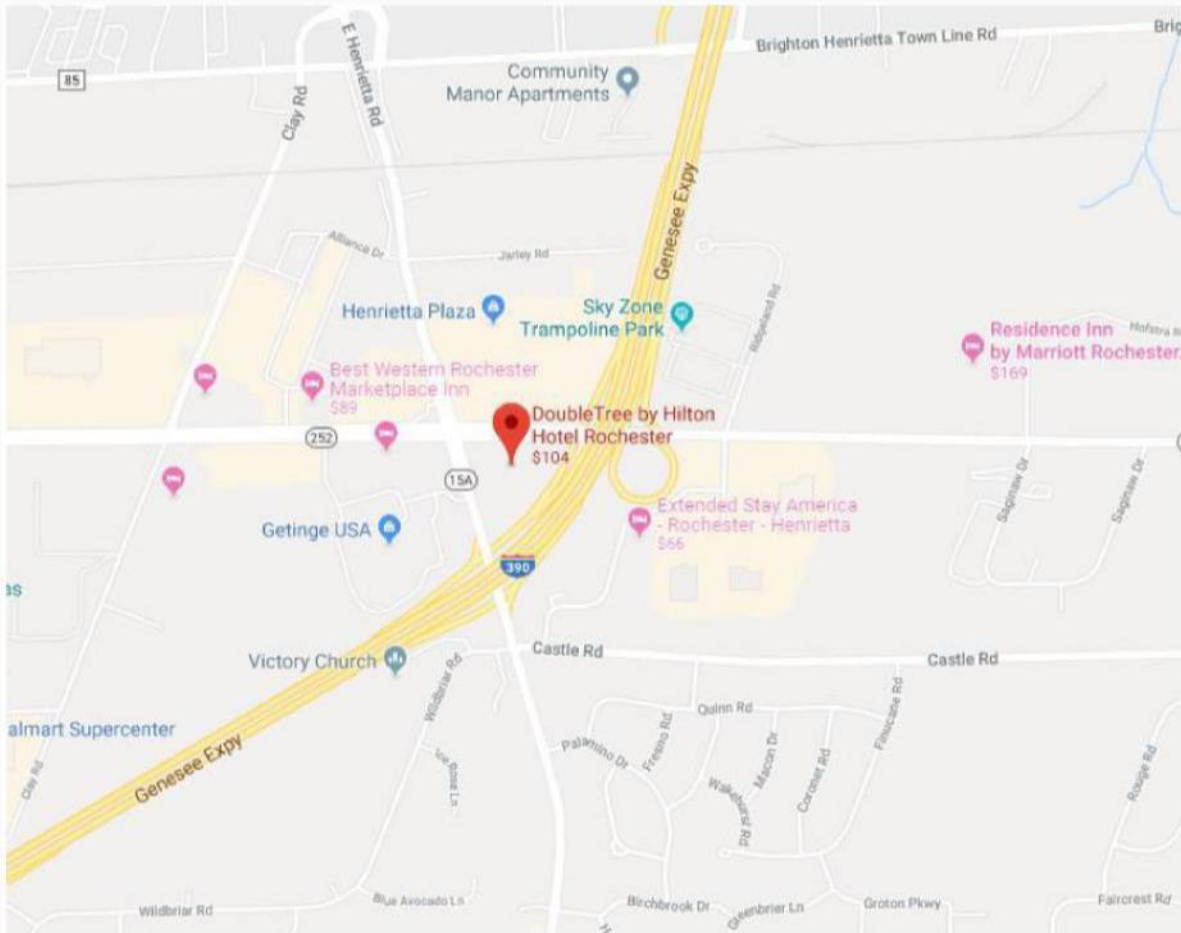
Lauren Schellinger has worked in Commercial Banking at M&T for 14 years. She has experience in Commercial Lending and International Trade Finance. She is proficient in international credit structuring, business development, negotiations, credit management, and underwriting.

## Menu Information (In-Person Attendees)

### Lunch: 11:30 AM – 12:30 PM

- Hot Soup Du Jour
- Mixed Garden Salad served with Italian and Ranch dressings
- Warm Rolls and Butter
- Chicken Tuscany
- Pasta Primavera
- Chef's choice of Fresh Garden Vegetables
- Assorted Cookies
- Coffee, Tea, Iced Tea & Lemonade, and Water

## Directions to DoubleTree by Hilton



**From the New York State Thruway:** Exit 46 to 390N to Exit 14B, East Henrietta Rd. Turn left on Rt. 15A. The hotel is on the right.

**From the Greater Rochester International Airport:** Exit airport. Turn right to merge onto I-390S. Follow 390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

**From the North:** Take I-590S to I-390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

**From the South:** Take I-390N to Exit 14B, East Henrietta Rd. Turn left onto Rt. 15A. The hotel is on the immediate right.

**From the East:** Take I-490W to I-590S to I-390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

**From the West:** Take I-490E to I-390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

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