



The AFP of Western New York presents its
2022 December Lunch Meeting

Sponsored By



Wednesday, December 14th, 2022
Shadow Lake Golf and Restaurant
1850 Five Mile Line Rd, Penfield, NY 14526

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 **1.2 CTP/CCM and 1.2 FP&A** recertification credits by the Association for Financial Professionals at the rate of one credit for each 50 minutes of attendance.*

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 – 1:30 PM

Topic: The Business of Partnership – Building Trusted Relationships in the Workplace

Speaker: Tom Bachmann – Culture Shaping Manager and Senior Champion, Organizational Development – Paychex Inc.

Session Description: Building trusted relationships in the workplace is more than just a handy skill to be successful – it's a requirement. The quality of your career – and your life – is in direct proportion to the quality of your relationships and partnerships. Embracing the 7 habits of highly successful partnerships can help you reach the next level in your career, especially important for treasury and finance professionals within a constantly evolving and ever-changing business environment.

Speaker Information



Tom Bachmann – Culture Shaping Manager and Senior Champion, Organizational Development – Paychex Inc.

As the Culture Shaping Senior Champion with Paychex, Tom has over 30 years of experience in training and leadership development. He is currently leading an enterprise wide strategic initiative to help transform the company's culture into a collaborative and values-based environment that strengthens employee engagement while driving bottom line results for the company.

For the last 22 years, Tom has been teaching leadership and management skills to Paychex managers from around the country, Europe and India. He also specializes in preparing senior leaders with their presentation skills, focusing on their leadership presence and ability to communicate powerfully and professionally.

He is a former United States naval officer serving 8 years as a nuclear engineer and training professional. After the Navy, he spent 3 years in sales and training with a financial consulting firm, followed by another 3 years training time management and project management for a company specializing in personal productivity.

Tom received his B.S. in Aerospace Engineering from the Naval Academy, an M.S. (equivalent) in Nuclear Engineering from the U.S. Navy's Nuclear Power School, and his M.A. in Management from National University in San Diego. Tom also spent 9 years as an Adjunct Professor for the Rochester Institute of Technology and Nazareth College for project management for their respective College of Business master's programs.

Tom currently lives in Rochester, NY, with his wife of 30 years and their 4 adult children

Menu Information (In-Person Attendees)

Lunch: 11:30-12:30 pm

- Chimichurri Flank Steak with Roasted Mushrooms
- Seared Salmon w/Saffron Butter & Tomato Fennel Jam
- Cheese Manicotti Marinara
- Tossed Baby Greens
- Root Vegetables & Brussel Sprouts
- Parsley Potatoes
- Coffee, Tea, Soft Drinks