



Mass Bankers
ASSOCIATION



The Payments School
A Collaboration between MBA and NEACH
October 17-18, 2024

Agenda

Day 1, October 17, 2024

Registrants will log on at 8:55 AM and the school will open at 9 AM. We will be using Zoom Webinar for this virtual learning environment. Attendees will be given a break between all modules.

9:00 AM

“Success in Payments”, Sean Carter, President & CEO, NEACH

Your success with payments as a banking professional and for your financial institution begins with sound fundamentals and a clear strategy. Knowledge of payment choices, understanding unique risks, and ensuring your offerings align with organization goals are the foundation of success. During this program you will explore why these foundational pieces are critical and how much they are intertwined. A missing piece can quickly derail a financial institution’s chances for success. Having the business acumen to handle payments expertise is critical and exploring payments education including professional certifications can help that be achieved. All this and more are what the next two days of learning are all about.

9:30 AM

“Why Payments Matter in Financial Services”, Patty Presta, Director of Education, NEACH

This session will provide a foundation on which the rest of the program will be built. Attendees will gain a broad understanding of the payment landscape, including exploring the critical aspects of primary payment rails (ACH, checks, wires, cards, and instant payments). Topics such as how and why payments are essential to banking, commerce, and the United States government will be explored. The session will end by providing an overview of payments-related professional certifications that can help busy professionals navigate through all the industry complexities.

10:45 AM

“Payments Compliance”, Mary Mumper, Director of Education, NEACH

This session will explore the culture of compliance, including challenges and the collaboration needed across your financial institution to ensure it meets the required standards in payments and processing. This session will build on the “Why Payments Matter in Financial Services” session by discussing the legal framework of payment systems and exception handling. We will wrap up this session with a discussion on how the Accredited ACH Professional (AAP) and National Check Professional (NCP) certifications can help you and your organization ensure an appropriate culture of compliance is in place especially with respect to ACH and Checks.

We will break for lunch and resume Day 1 at 12:30 PM.



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12:30 PM

“Translating Banker Payment Speak into Business Payment Speak”,

Sean Carter, President and CEO, NEACH and Partner, NBS Group

A critical aspect of banking involves the need to provide services to businesses. Businesses vary in their size and complexity, which impacts the types of services needed including configuration and controls. In this session, we take a deep dive into the world of cash management services and relate the way that banking solutions can be translated and communicated as ways to solve problems that businesses face. In this session, we introduce students to concepts relating to cash flow management and talk about how education and professional certification in this space can be beneficial to professional bankers that need to speak the same payment language as their business clients.

2:00 PM

Adjourn

Day 2, October 18, 2024

Registrants will log on at 8:55 AM, and the school will open at 9 AM. We will be using Zoom Webinar for this virtual learning environment. Attendees will be given a break between all modules.

9:00 AM

“Payments Risk”, Mary Mumper Morrison, Director of Education, NEACH

Addressing risk management can make or break an organization. Still, it's not an easy challenge—various types of risk impact all areas of financial institutions and what happens daily. Payments are not exempt from risk and it's important that an organization aligns its payment risk management practices with its organizational enterprise-wide risk management program. This session will explore payments risk management, including crucial guidance, regulatory priorities, and best practices. We will also discuss sound business practices institutions can implement to reduce risk exposure. The session will end by exploring how the Accredited Payments Risk Professional (APRP) certification can help payments professionals bridge what happens on the payment program side against organizational governance and business decisions.

10:10 AM

“Introducing the Accredited Faster Payment Professional (AFPP) Certification”, Joe Casali, EVP, NEACH

There is a lot of modernization occurring in the payment space today. NACHA has created the new Accredited Faster Payments Professional (AFPP) certification which is launching in 2025. This new certification helps professionals position themselves, and their organizations, for the future state of our industry. In this session, we explore the factors of modernization at play and what the AFPP is, how it relates to the industry today, and why it matters to professionals and institutions for the future. Join us by exploring an opportunity to position yourself and organization as forward thinking in an ever-changing payments environment.



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11:40 AM

“Strategizing in the Payment Space”, Joe Casali, EVP, NEACH

As we learned over the last two days there are many factors to consider in the operationalization and management of various payment programs and services. In this final session, we explore the need for organizations to strategize in the payment space to ensure that they are evolving and position for the future state of the industry. We will discuss why strategy matters, engagement at various levels within an organization, and how to build and tie tactical approaches to organizational direction.

1:00 PM

Adjourn

At the conclusion of this program, attendees will be asked to complete a short paper examining a topic of their choosing related to how payments are impacting the financial services landscape and addressing how professional certification and ongoing education is relevant to staying current in this environment.

The payment space is ever evolving with many elements at play. In this program we have explored many factors pertinent to today's payments ecosystem. Based on what you learned at The Payments School and drawing on your personal and professional experience, what factors do you think have the most impact on financial services, why are these factors important to your organization, and why is professional education and certification in this space important and/or impactful to financial services? While strict adherence to APA or MLA formatting and research is not required, please support your paper with relevant research and sources related to your topic.

Papers will be reviewed by Mass Bankers and NEACH with feedback provided, and a formal program certificate of completion given was students have completed their papers.