



LouisianaBankers
A S S O C I A T I O N

2026 Executive Management Conference

Make plans to join us for this year's conference at the historic Grand Hotel Resort & Spa in Point Clear, Alabama! The conference will feature education sessions and the opportunity to network with fellow bankers, sponsors and other vendors.

Conference Topics:

- OFI Update
- State of the Industry & Regulatory Hot Topics
- Leading the Charge: Selling the Value of Your Financial Institution
- Digital Assets
- Quantum Computing
- Purposeful Leadership in a Dynamic Environment
- Compensation Trends in Today's Banking Environment



September 23-25, 2026

The Grand Hotel Resort & Spa

1 Grand Boulevard
Point Clear, Alabama 36564

Registration Fees:

Banker/Non-Banker:

- \$475 LBA Member
- \$775 Non-Member

Spouse/Guest: \$135 per person

Additional Activities:

- Golf Scramble: \$225 per person
- Pickleball Scramble: \$100 per person
- Spouse/Guest Program: Roots to Renew Class & Lunch: \$150 per person

Who Will Benefit:

Presidents/CEOs, Directors, CFOs, COOs, Senior Lenders, Senior Managers

WEDNESDAY SEPTEMBER 23, 2026

Business Casual or Resort Casual Dress

3:00PM - 8:00PM

Registration Open

Grand Ballroom Foyer, Conference Center

6:00PM - 7:30PM

Opening Reception

Grand Ballroom Patio, Conference Center

Join us on the Grand Patio overlooking Mobile Bay for the opening reception of this year's conference. Sponsored by Louisiana Bankers Service Corporation.

THURSDAY SEPTEMBER 24, 2026

Business Casual or Resort Casual Dress

7:00AM - 8:30AM

Breakfast featuring Sponsor Spotlight

Grand Ballroom South

Rise and Shine! Breakfast buffet begins at 7am. This session offers conference attendees an opportunity to gather and connect while hearing from the sponsors that support this conference.

8:30AM - 9:30AM

State of the Industry & Regulatory Hot Topics

Grand Ballroom North

Dale Sheller, The Baker Group

Since the pandemic, the banking industry and regulatory landscape have been anything but stagnant. An aggressive rising rate environment set the stage for declining margins and bank performance alongside liquidity challenges. More recently, Fed rate cuts have allowed banks to reduce cost of funds, increase asset yields and see margin expansion. This session will examine the most recent community banking trends using the latest call report data as well as a dive into the hot topics from the regulatory agencies.

9:45AM-10:45AM

Leading the Charge: Selling the Value of Your Financial Institution

Grand Ballroom North

Mark Trinkle, Anthony Cole Training Group

The best bankers and financial advisors don't just compete on price. They win by making their value undeniable. When leaders clearly define and communicate what sets their bank apart, customers stop seeing them as just another option—and start trusting them as the only solution. So how do you equip your team to consistently sell value and avoid the discount trap? Join Mark Trinkle, Chief Growth Officer and head of the Bank Practice Group at Anthony Cole Training Group, for a powerful session grounded in real sales data from today's financial world. Walk away with insights you can immediately put to work to help your team win more business at stronger margins.

This session will teach financial executives:

- 9 specific skills a Value Seller must master to differentiate and compete
- How to identify the specific strengths and address the gaps in your current team
- How to recruit, hire and build a stronger relationship-building team

10:00AM - 1:00PM

Spouse/Guest Program: Roots to Renew & Lunch (Registration Required)

*Lagoon Room
(Main Building)*

Get hands-on with plant propagation, learn expert care techniques, and take home your own plant. Lunch included. See additional details on page 4.

THURSDAY SEPTEMBER 24, 2026 (Continued)

Business Casual or Resort Casual Dress

11:00AM - 12:00PM

Quantum Computing Risks to Safeguarding Precious Assets

Grand Ballroom North

John Carlson, American Bankers Association

John Carlson, SVP for Cybersecurity Regulation and Resilience at ABA, will discuss how experts have been warning for years that advances in quantum computing will undermine widely used encryption within the next 3-6 years and outline actions banks need to take now to prepare. During this presentation, you will learn:

- How encryption could be broken and how adversaries are already harvesting encrypted data to decrypt later
- Actions US government agencies have taken to validate post-quantum cryptography for use by financial institutions
- Actions the US Treasury and financial regulators are taking in collaboration with the private sector
- Key elements of a post quantum computing remediation plan

12:00PM

Sessions Adjourn

1:00PM - 5:00PM

Golf Scramble (Registration Required)

Lakewood Golf Club

Box lunches will be provided prior to start, beginning at 12pm. Please see page 4 for additional details.

1:00PM - 3:00PM

Pickleball Scramble (Registration Required)

Lakewood Tennis Club

Box lunches will be provided prior to start, beginning at 12pm. Please see page 4 for additional details.

5:30PM - 7:00PM

FNBB Cocktail Reception

FRIDAY SEPTEMBER 25, 2026

Dress in Your Favorite Team Shirt or Business Casual or Resort Casual Dress

7:00AM - 8:30AM

Breakfast with Sponsor Spotlight & OFI Update by Scott Jolly, Commissioner

Grand Ballroom South

Breakfast buffet begins at 7am. We'll hear from additional sponsors as well as OFI Commissioner Scott Jolly.

8:30AM - 9:30AM

Digital Assets

Grand Ballroom North

Wade Peery, ICBA

Digital assets are influencing the future of finance. This session will provide the latest on digital assets and what you need to be prepared for.

9:45AM - 10:45AM

Purposeful Leadership in a Dynamic Environment

Grand Ballroom North

Devin Lemoine, Success Labs

From regulatory shifts to economic volatility, today's banking environment demands leaders who can think clearly and act decisively under pressure. This engaging session helps banking leaders navigate complexity with confidence, using the VUCA framework and a practical 4-P leadership model to stay grounded in purpose while leading teams and the organization through constant change. Participants will walk away with fresh perspective, actionable strategies, and a renewed sense of purpose for leading their teams through change.

FRIDAY SEPTEMBER 25, 2026 (Continued)

Dress in Your Favorite Team Shirt or Business Casual or Resort Casual Dress

11:00AM - 12:00PM

Compensation Trends in Today's Banking Environment

Mike Blanchard, Blanchard Consulting

In this session, we utilize current trends information from surveys/databases and review total compensation for executives, officers, and staff. We analyze current information on the "hot topics" within the compensation landscape and discuss how banks have changed their practices in recent years. We will dig into each component of the executive compensation package including base salaries, annual cash incentives, mid-term/equity-based incentives, benefits, and perquisites and discuss what is necessary to attract, retain, and motivate your key executives. This session also summarizes relevant compensation regulations and their impacts on executive pay.

Grand Ballroom North

12:00PM

Conference Adjourns

CONFERENCE SPEAKERS



Dale Sheller is a Managing Director & Director of Financial Strategies Group at The Baker Group. He joined the firm in 2015 after spending six years as a bank examiner with the Federal Deposit Insurance Corporation. Sheller holds a bachelor's degree in finance and a master's degree in business administration from Oklahoma State University. He works with clients on investment portfolio strategies, interest rate risk management, liquidity risk management, and regulatory issues. Sheller regularly speaks at educational seminars nationwide and serves as a faculty member for multiple banking schools including the Southwest Graduate School of Banking at Southern Methodist University in Dallas.



Mark Trinkle, Chief Growth Officer at Anthony Cole Training Group, is a sales-experienced training veteran who possesses extensive financial services experience in delivery, role-play, recruiting, onboarding and coaching salespeople. Mark is also our community bank practice leader and delivers sales and sales leadership workshops across the country to associations such as ABA, Bank CEO Network, IBAT, NYBA and GSB-LSU. He has a great passion to ignite prosperity in individuals and companies by helping them close the sales opportunity gap.



John Carlson is senior vice president of cybersecurity regulation and resilience at the American Bankers Association (ABA). He brings extensive experience across cybersecurity, operational risk, regulatory compliance, and strategic planning from leadership roles in both the private and public sectors. His background includes positions with Amazon Web Services, FS-ISAC, the Financial Services Roundtable, and Morgan Stanley, as well as the Office of the Comptroller of the Currency, the U.S. Office of Management and Budget, and the Federal Reserve Bank of Boston. Carlson holds a Master of Public Policy from Harvard University's Kennedy School and a bachelor's degree from the University of Maryland.



Wade Peery is a community banking executive and digital assets expert who consults with the Independent Community Bankers of America (ICBA). With more than 35 years of experience, he most recently served as Chief Innovations Officer at FirstBank, where he led initiatives in emerging technologies and digital assets. A frequent speaker and advisor, he helps community banks navigate evolving issues such as digital asset policy, stablecoins, and tokenized deposits.

CONFERENCE SPEAKERS *(Continued)*



Devin Lemoine is owner and president of Success Labs, a leadership and organizational development firm that helps companies build stronger leaders and high-performing teams through tailored training, coaching, and strategy. She partners with organizations across industries on leadership development, succession planning, assessments, team building, and strategic planning. Devin was named the 2013 GBRSHRM Professional of the Year and recognized among Business Report's 2016 Influential Women in Business. Under her leadership, Success Labs has been honored as an LSU "100" company in 2016, 2023, 2024, and 2025. She is a certified Korn Ferry Voices® Competency Suite coach and an LSU graduate.



Michael Blanchard is CEO of Blanchard Consulting Group, with more than 25 years of experience in human resources and over 20 years specializing in banking. He has led more than 500 compensation, market research, and organizational development projects and frequently presents to national and state banking associations on compensation topics. Blanchard holds a master's degree in industrial and organizational psychology and advises clients on designing executive, director, and staff compensation plans.

LOCATION AND ACCOMODATIONS

The Grand Hotel Golf Resort & Spa One Grand Boulevard Point Clear, Alabama 36564

Group Room Rates:

- **Deluxe Resort View Room** - \$275+tax/night
- **Deluxe Bay View Room** - \$325+tax/night
(optional upgrade, based on availability)
- **Spa Building Resort View Room** - \$305+tax/night
(optional upgrade, based on availability)
- **Spa Building Bay View Room** - \$345+tax/night
(optional upgrade, based on availability)



For Reservations:

- [Click here to book online reservations](#)
- Or
- Call Marriott Reservations (800) 544-9933 (Mention Louisiana Bankers Association Executive Management Conference Block)

The LBA has contracted for a set number of sleeping rooms at The Grand Hotel based on the last few years' attendance. We will monitor the room pickup and add rooms if available. We encourage you to make your reservations early to receive the LBA's discounted rate (see tiered rates above). The deadline to receive the group rate is **September 1, 2026**. After that date, reservations will be made based on availability and the hotel may not be able to honor the discounted rate.

LBA has contracted rooms for Tuesday September 22, Wednesday September 23, Thursday September 24, Friday September 25 and Saturday September 26.

CONFERENCE ACTIVITIES

Golf Scramble at Lakewood Golf Club

Thursday September 24, 2026

1:00pm tee time

(Box lunches available at 12pm)

\$225 per person*

**Cost includes box lunch, beverages throughout play & green fees.*

The Lakewood Golf Club at the Grand Hotel is a sparkling resort member of the Robert Trent Jones Golf Trail. Rolling fairways, tight greens, spring-fed lakes, meandering streams, and stands of mature trees make for both a beautiful and challenging experience. We'll play a 4-person team golf scramble. Pairing requests may be submitted in the online registration process or on the registration form (page 7) of this brochure.



Club rentals are on your own. If you need to rent clubs, please call The Lakewood Golf Pro Shop at 251-990-6312

Pickleball Scramble at Lakewood Tennis Club

Thursday September 24, 2026

1:00pm-3:00pm

\$100 per person*

**Cost includes equipment, court time and box lunch*

Join us for a pickleball scramble at LBA's Executive Management Conference! Pro-shop staff at the Lakewood Club will assist us with running this event. The scramble will be doubles play, and we will plan to rotate players so that everyone plays with and against different people each match. Pro-shop staff will track individual points. Courts are located at Lakewood Tennis Club at 6525 Battles Road, a 5-minute drive from The Grand Hotel. The hotel will also provide shuttles if you prefer not to drive to the courts.



Spouse/Guest Program: Roots to Renew Hands-On Class & Lunch

Thursday September 24, 2026

10:00am - 1:00pm

\$150 per person*

**Cost includes class and lunch*

Participants will learn the proper techniques for propagating and caretaking plants, allowing them to grow their own plants from cuttings. Participants will leave with their newly propagated plant to nurture at home and enjoy for years to come. Following the class, a plated lunch will be provided.



2026 LBA EXECUTIVE MANAGEMENT CONFERENCE

September 23-25, 2026

REGISTRATION INFORMATION

Please complete this form and return to Louisiana Bankers Association, 5555 Bankers Avenue, Baton Rouge, LA 70808 with your payment, or email holmes@lba.org or fax it to 225-343-3159. For additional registrants, please copy this form. Registrations can also be submitted in the Education Section of LBA's website at www.lba.org.

For Conference Sponsorship Information & Registration, visit <https://lba.org/ExecutiveManagementConference/Sponsors.aspx>

Name _____

Bank/Firm _____

Spouse/Guest Name _____

Street Address _____

City/State _____

Zip _____

Office Phone _____

Cell Phone _____

Email _____

REGISTRATION FEES

Banker/Non-Banker:

- \$475 LBA member
- \$775 Non-Member

Spouse/Guest: \$135 per person

Additional Activities:

- Golf Scramble: \$225 per person
- Pickleball Scramble: \$100 per person
- Spouse/Guest Program: Roots to Renew Class & Lunch: \$150 per person

FEES

Banker/Non-Banker:

- \$475 Member Fee
- \$775 Non-Member Fee

Total
\$ _____

Spouse Guest, \$135/each

\$ _____

Golf Scramble 9/24, \$225/each

\$ _____

- Name: _____
Pairing Request(s) _____
- Name: _____
Pairing Request(s) _____

Pickleball Scramble, 9/24, \$100/each

\$ _____

- Name: _____
- Name: _____

Spouse/Guest Program: Roots to Renew Class & Lunch, 9/24, \$150/each

\$ _____

- Name: _____
- Name: _____

Total

\$ _____

PAYMENT OPTIONS

Check (Made Payable to Louisiana Bankers Association)

Visa Mastercard

American Express

Card Number _____

Expiration Date _____

Name on Card (please print) _____

Signature _____

Billing Address _____

Amount to be charged on card \$ _____

CANCELLATION POLICY

Due to the commitments we must make, if you must cancel your conference registration, please do so by September 17, 2026. Substitutions are welcome at no additional charge. For additional activities (Golf, Pickleball, Spouse/Guest Program), please notify us by September 17, 2026 if you need to cancel your registration.

Any registrant who does not notify us if they are unable to attend will be billed the full fee.





Thank You To Our Conference Sponsors!



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