

defi SUMMIT 2019 AGENDA

Wednesday, Sept 18

1:00p to 5:00p | defi OFFICE

CLIENT ONE-ON-ONES with CSMs and
PARTNER ONE-ON-ONES with Kristin Herring
by appointment only

5:00p to 8:00p | SOLANA MARRIOTT

OPENING RECEPTION -
Cocktails & Heavy Hors d'oeuvres
with new defi LEADERSHIP

Thursday Morning, Sept 19

7:30a to 9:15a | SOLANA BUILDING 7

7:30a to 9:15a

REGISTRATION

Welcome Clients, Partners, Invited Guests
Shuttle from Marriott starts 7a

8:00a to 8:30a

BREAKFAST & INTRODUCTIONS

Village Welcome
defi TEAM

8:30a to 9:00a

WELCOME

Opening Remarks
defi CEO & TEAM

9:15a to 12:30p | SOLANA BUILDING 7

9:15a to 10:00a

PANEL DISCUSSION

Pulse of the Industry
Experian, LexisNexis, eOriginal,
AUL, Open Lending

10:00a to 11:15a

PARTNER ROUNDTABLES

Rotate AND Transform
Earn your defi BUCKS
Disruptive Duo Q&A

11:30a to 12:30p

LUNCH

Eat a Little, Learn a Lot
defi Business Process Outsourcing
Stephen Bissett

SUMMIT 2019 BLACK BELT SPONSORS

Digital Matrix Systems | ZestFinance | PointPredictive
Payix | TransUnion | Equifax | Innovis | LexisNexis

SUMMIT 2019 BLUE BELT SPONSORS

AUL | Black Book | Carleton | CoreLane | Dealertrack | eOriginal |
Experian | Clarity a part of Experian | Open Lending | REPAY | RouteOne |
TruDecision

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Thursday Afternoon, Sept 19

1:00p to 5:00p | SOLANA BUILDING 6 | SESSIONS, SENSEI Bar, Partner sMARKETING Lounge, One-on-Ones

	ROOM 1	ROOM 2	ROOM 5	ROOM 11	defi CAFE
1:00p to 1:35p	BLACK BELT SESSION Emerging Trends in Consumer Lending (TransUnion: Aaron Smith, Ken Burns, Scott Stephens)	JavaScript Judo & Formula Feng Shui (Kevin Perkins)	BLACK BELT SESSION An Exploration into TEST/DRIVE™ and the Sources You Can Find (DMS: Mark Dreux)	Super User Secrets (Ed Kisinger)	Need for Speed: Part III (Rob Dufalo)
1:45p to 2:15p	BLACK BELT SESSION Make More Money with Machine Learning in Your LOS (ZestFinance: Jay Budzik)	Real-Time with defi SERVICING (Kelly Bennett)	Remarketing: At the Auction for YOU (Del Mitchell)	Large Data Made Easy w/ Lookup Tables (Kristina Scheer)	Preparing Now for CECL (Daniel Parry)
2:25p to 3:10p	BLACK BELT SESSION Technology Can Stop the Rise in Auto Lending Fraud. (PointPredictive: Frank McKenna)	SUPER SECRET SESSION	defi Loan Care Can Ease Your Growing Pains (Kristen Onisk)	The Value of JSON Objects (Kevin Perkins)	Testing for Success (Helen Hubele & Jen Cambre)
	BREAK	BREAK	BREAK	BREAK	BREAK
3:30p to 4:05p	SUPER SECRET SESSION	BLUE BELT SESSION (Open Lending: Ross Jessup)	Reconcile Formula Data in defi ANALYTICS & defi LOS (Jay French)	Client Success: Getting the Most Value from Your CSM (Sabrina Hickey & defi CSM Team)	3 defi LOS Areas of Excellence (Natalie Pedigo & Justin McClintick)
4:15p to 5:00p	BLACK BELT SESSION (Payix: Preston Cecil)	BLACK BELT SESSION Improve Loan Closing Rates Like A Boss: Some Best Practices (Equifax: Joel Rickman)	SUPER SECRET SESSION	SUPER SECRET SESSION	defi GUYS Home Construction: How Microservices Improve defi LOS (Joe Raisanen)

5:45p to 6:45p | SOLANA BUILDING 7
COCKTAIL HOUR

6:45p to 9:30p | SOLANA BUILDING 7
DINNER & defi FUN: Dueling Pianos and Casino Tables

Friday, Sept 20

7:45a to 9:15a | SOLANA BUILDING 7 | Shuttles from Marriott begin at 8:30a

9:00a to 9:45a BREAKFAST & MIMOSAS Best Practices in Analyzing Credit TruDecision: Daniel Parry	10:00a to 10:45a PRESENTATION Transforming Your Data and Reporting to Uncover Operational Improvements PwC: Doug Ekizian & Gautam Agarwal	11:00a to 11:45a ROADMAP ROUNDTABLE & CROWDFUNDING It's Up to You Maggie Rincon & Ed Kisinger
11:50a to 12:25p IT TAKES A VILLAGE The defi COMMUNITY Sarah Sigler & defi TEAM	12:30p to 1:30p LUNCH, WRAP UP, GAMES Redeem your defi BUCKS defi SUMO Wrestlers	