



NEXT STEP

SDBA EMERGING LEADERS SUMMIT



Cultivate • Connect • Engage • Empower

October 19-20, 2022

Holiday Inn, Downtown Rapid City, S.D.



NEXT STEP: SDBA EMERGING LEADERS SUMMIT

October 19-20, 2022 | Holiday Inn, Downtown Rapid City, S.D.



ABOUT THE EVENT

NEXT STEP: Emerging Leaders Summit is designed to help cultivate, connect, engage and empower South Dakota's future bank leaders. This event will encourage emerging bank leaders to find and express their voices within their organizations, communities and the banking industry and provide opportunities to network and exchange ideas with other industry professionals. It will also increase emerging bank leaders' knowledge of topics of interest to the banking industry and promote involvement and advocacy.

WEDNESDAY | OCTOBER 19, 2022

12:30–1:00 p.m. **Registration**

1:00–1:15 p.m. **Welcome/Ice Breaker**

Joe Micaleff, *Event Emcee & Keynote*

1:15–1:35 p.m.

SDBA Update & Leveraging Emerging Leaders in Your Bank

Karl Adam, *SDBA President, Pierre, S.D.*



Karl's career in banking goes back more than 30 years. After spending four years in Washington, D.C. at the U.S. Department of Commerce, Karl spent three years in state government with the Governor's Office of Economic Development. Karl's 25-year career as a community banker led him to become more involved with the public policy work of the SDBA since 2002, when he was first elected to the SDBA Board of Directors. He served as SDBA chair in 2018-2019, and in September 2020, was hired as the SDBA's 11th President when Curt Everson retired. Karl rose through the ranks in his own bank, and will share the value of being involved in the SDBA as an Emerging Leader.

1:35–2:20 p.m.

What's Wrong with You?

Suzi Kalsow, *Vice-President of Learning and Development at Bank Midwest and Chief Potential Officer of Suzi Kalsow Leadership Development and Training, Spirit Lake, I.A.*



"What's wrong with you?" If you have thought or asked that question, then you are in good company! Learning about ourselves and others has the potential to take us to another level of understanding and acceptance. If we can see others as different, we have made progress. If we can realize we need people in our lives that we used to see as wrong, the sky is the limit! We can build trust and respect which creates high performing teams and unparalleled business results! Suzi began her career as a middle school teacher and coach which led to jobs as a curriculum director and regional education consultant. In 2014 she made the move to the banking industry, where she was allowed to influence workplace culture and leadership through Fierce Conversations and People Skills training. Suzi continues her work at Bank Midwest 2/3 time and began her speaking and training business during the pandemic of 2020.

2:20–2:40 p.m.

Break

2:40–3:00 p.m.

Networking Session

Joe Micaleff, *Event Emcee & Keynote*

Take part in this session where you can get better acquainted and learn from your colleagues on a variety of topics. This facilitated session will provide an opportunity to share ideas, ask questions and learn from one another in a fun, relaxed environment.

3:00–3:30 p.m.

Engaging with Your Lawmakers 101

Congressman Dusty Johnson, *United States Representative for South Dakota*



We hear all the time, "Let your voice be heard!" But have we ever been given the 101 on how and where to start? Who do we talk to? Where do we go? How should we get involved? Congressman Dusty Johnson will spend this session covering exactly that. Congressman Johnson brings an energetic and optimistic style to Washington as South Dakota's lone voice in the U.S. House of Representatives. A "policy guy," he works hard to be a knowledgeable and value-added member on issues related to his two primary committee assignments: Agriculture, Transportation & Infrastructure. Prior to being elected to Congress, Dusty served as vice president for Vantage Point Solutions, a South Dakota-based engineering and consulting firm specializing in rural telecommunications. Dusty is an expert in state and national telecommunications policy, especially Federal Communications Commission reform efforts and the transformation of the Universal Service Fund.

3:30–4:10 p.m.



10,000-foot Economic Overview

Mike Allgrunn, *Professor of Economics, University of South Dakota (USD), Vermillion, S.D.*

Mike Allgrunn earned his BA in Economics from Brigham Young University in 2001 and went on to earn his MA and Ph D in Economics from Michigan State University in 2005 and 2009, respectively. Allgrunn will give a 10,000-foot overview of today's economy and discuss the outlook the banking industry has on the US economy.

4:10–4:30 p.m.

Ignite Sessions

Enjoy and learn from your colleagues as they present fast-moving, five-minute presentations accompanied by 20 slides that are personal and meaningful, informative and inspiring, provocative and profound.

4:30 p.m.

Adjourn

5:00–6:30 p.m.

Happy Hour Reception

Blind Lion Speakeasy, 510 9th St., Rapid City, S.D.

THURSDAY | OCTOBER 20, 2022

7:15–8:00 a.m.

Continental Breakfast

8:00–9:00 a.m.

Welcome & Keynote - Lead for Success: How to Engage, Enlighten & Energize Your Team



Joe Micallef, *Grow Up Sales, Cedar Rapids, I.A.*

Today banks invest significant dollars in developing training programs for their staff. Unfortunately, without regular monitoring and practice of the skills acquired the lasting effect of that training is quickly diluted. Bank leaders today are responsible for developing dynamic cultures and the most successful leaders are those that formally implement a regular coaching cadence that promotes excellence. Joe will coach us on how to create a culture that more effectively develops the skills, behaviors and beliefs you require of your team to achieve greater success. Joe is an Award-Winning banking expert with over 30 years of banking and sales leadership experience. He has been recognized throughout his career for his strategic, innovative and collaborative approach to achieving exceptional results for his team, his bank and his clients. Joe has held senior management positions at financial institutions in Australia, Canada and the USA developing an intrinsic knowledge and understanding of global markets. This valuable experience has ideally positioned Joe to share insights on universal best practices for achieving greater growth and building a dynamic culture. In 2022, Joe Micallef is on a mission to re-energize bankers, to lift their spirits and to get them excited about creating a better quality of life for their customers and themselves.

9:00–9:45 a.m.

Getting Comfortable with being Uncomfortable: Finding Passion through Volunteerism



Angela Schoffelman, *MBA, CAPM | Community Program Manager, AMG Clinic Quality, Sioux Falls, S.D.*

Angela will share how her vulnerability and willingness to be uncomfortable has led her to the place where she feels she can be the very best version of herself and share her talents and gifts with the world through volunteerism. Through humor and passion, she will share her journey and challenge the audience to also use their gifts in the best way possible. 2022 winner of the EmBe Tribute to Women Community Service award, Angela Schoffelman, has a passion for volunteering, with a particular love for serving populations that have struggled to be seen and heard and have overcome immense challenges. She volunteers at the South Dakota State Prison to facilitate two Toastmasters clubs and is an Alternatives to Violence facilitator. She is a fierce advocate for the Justice Impacted. She loves volunteering with EmBe and Dress for Success to empower women, just as she has been empowered. She is a Community Program Manager at Avera and has worked in healthcare for 12+ years. Over the last year, Angela has had the opportunity to share about her passions through presentations at CultureCon, twice for DisruptHR, and at TEDx Sioux Falls.

9:45–10:05 a.m.

Break

10:05–10:35 a.m.

Networking Session

Joe Micallef, *Event Emcee & Keynote*

Take part in this session where you can get better acquainted and learn from your colleagues on a variety of topics. This facilitated session will provide an opportunity to share ideas, ask questions and learn from one another in a fun, relaxed environment.

10:35–11:00 a.m.

Ignite Sessions

Enjoy and learn from your colleagues as they present fast-moving, five-minute presentations accompanied by 20 slides that are personal and meaningful, informative and inspiring, provocative and profound.

11:00–12:00 p.m.

Mystery Session with Sack Lunch

12:00 p.m.

Adjourn

NEXT STEP: EMERGING LEADERS SUMMIT REGISTRATION FORM

October 19-20, 2022 | Holiday Inn, Downtown Rapid City, S.D.

LOCATION HOLIDAY INN RAPID CITY DOWNTOWN, 505 North Fifth St, Rapid City

A block of rooms has been reserved at the Holiday Inn, Downtown Rapid City for the evening of Wednesday Oct. 19. The rate is \$89 for a single king with a sofa-sleeper room or \$89 for a traditional queen room. Upgrade to a double queen executive room for \$10 more. Contact the Holiday Inn Rapid City Downtown at 844.516.6415 to make your reservation **by Sept. 19**, when the SDBA room block will be released.

REGISTRATION FEE

Fee includes the summit, breakfast and lunch on Thursday, breaks and happy hour reception.

Member: \$225 per person **Non-Member:** \$375 per person

*After Oct. 12, add \$30 per person. Onsite, add \$40 per person

Bank _____ Contact Person _____

Address/City/State/Zip _____

Registrants' Names

1. Name _____ Title _____

Address/City/State/Zip _____

Phone _____ Email _____

Participating in Reception on Oct. 19: ☐ Yes ☐ No

2. Name _____ Title _____

Address/City/State/Zip _____

Phone _____ Email _____

Participating in Reception on Oct. 19: ☐ Yes ☐ No

3. Name _____ Title _____

Address/City/State/Zip _____

Phone _____ Email _____

Participating in Reception on Oct. 19: ☐ Yes ☐ No

Submit Registration to South Dakota Bankers Association

Mail: PO Box 1081, Pierre, SD 57501 **Fax:** 605.224.7835 **Email:** events@sdba.com **Online:** www.sdba.com



Total fees due: \$ _____ ☐ Check enclosed. ☐ Please send me an invoice.

☐ Please bill credit card: ☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Card Holder's Name _____

Credit Card No. _____ CVV _____

Expiration _____ Zip Code _____

Authorized Signature _____

Cancellation Policy: 100% refund if canceled Oct. 12 or prior. 75% refund if canceled Oct. 13-16.

No refund if canceled Oct. 17 or later. Substitutions allowed at any time.

- **Attire:** The suggested attire is business casual. Bring a sweater or jacket as meeting room temperatures vary.
- **Special Requests:** Contact Natalie Likness at nlikness@sdba.com or 605.224.1653 by Oct. 12.
- **Questions:** Contact the SDBA at 605.224.1653, 800.726.7322 or visit www.sdba.com.