



Financial Institute

January 29th – 31st, 2008

LEARN TO MAKE COMPLEX FINANCIAL DECISIONS WITH CONFIDENCE

Begin 2008 from a position of strength and knowledge. Join us at The Gaylord Texan in Grapevine, Texas, for the ALM First Financial Institute, January 29 – 31, 2008, and learn how to develop a sound financial strategy to improve performance, manage risk and reach your goals.

Tap into the expertise of ALM First and increase your understanding of the fundamental building blocks of asset liability management or sharpen your investment and risk management skills. The ALM First Financial Institute offers acute financial education sessions and training for financial institution employees and board members. Learn the intricacies, formulas and strategies behind essential ALM and investment tools and become better prepared to effectively manage your institution's risk.

Course levels offered will include: ALM and Balance Sheet Management (intermediate) and Investment Management and Strategies (advanced). No advance preparation or prerequisites are required and the delivery method is group-live. Attendees will earn up to 10.5 CPE credits.

To register for the Institute please visit our website www.almfirst.com. The discounted price per attendee is \$650 if registration is received by December 10, 2007 and will increase to \$700 per attendee after that date.

ALM First Financial Advisors, LLC, is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: www.nasba.org. All courses qualify for continuing professional education credits (CPEs) by the National Association of State Boards of Accountancy (NASBA).

LEARNING TRACKS

The financial performance of your financial institution is everyone's responsibility – from the CEO and CFO, to the board of directors, to management staff. No matter what their interests or level of experience, your team will gain knowledge they can use immediately to improve results. No prerequisites are required.

ALM and Balance Sheet Management

These sessions will offer formal education in interpreting Asset Liability Management tools such as gap, net interest income (NII) and net economic value (NEV). Continuing to build on these concepts we'll evaluate different funding options, discuss guidelines for the ALCO committee and gain an understanding of how loan analysis works and the benefits it can provide.

Who should attend?

- Management staff and elected officials who have mastered basic financial management concepts
- Professionals who wish to supplement their on-the-job training with more formal instruction

Course Schedule

ALM and Balance Sheet Management

Day One: 6p.m. – 8p.m.

January 29th, 2008

Reception and dinner for registrants

Day Two: 9a.m. – 6p.m.

January 30th, 2008

ALM: Interest Rate Risk Using Gap and NII

9:00 a.m. – 10:20 a.m.

Stacey Wilkerson, Financial Advisor

Changes in interest rates can impact an institution's income. This introductory session will review two fundamental asset liability management tools, gap and NII, which can be used to manage and monitor interest rate risk. Interpretations, calculations and limitations of these tools will also be discussed.

To maximize your understanding, please bring your most current ALM report.

Investment Management and Strategies

The Investment Management track is designed to provide an in-depth look at some of the primary tools money managers use when making investment decisions. Topics discussed will include: interest rates and their impact on one another, the role of the FOMC and the significance of economic statistics. Learn the intricacies of investing in mortgage-backed securities; review the basics of an arbitrage and develop a better understanding of assembling a unique investment strategy for your financial institution.

Who should attend?

- CEOs, CFOs, controllers and others with a high level of responsibility for balance sheet management

Course Schedule

Investment Management and Strategies

Day One: 6p.m. – 8p.m.

January 29th, 2008

Reception and dinner for registrants

Day Two: 9a.m. – 6p.m.

January 30th, 2008

Rates, Curves and the FOMC

9:00 a.m. – 10:20 a.m.

Tom W. Manley, CFA, Partner

Discover why interest rates change and the impact that rates have on each other. In this session, the components of an interest rate and the variances between the different rates will be discussed. Learn how rates come together to form curves in varying shapes, explore the historical evidence of these shapes and the theories behind why curves take one shape versus another. Also, we'll examine the role of the Federal Open Market Committee (FOMC) on rates and the capital markets.

ALM: Interest Rate Risk Using NEV

10:30 a.m. – 12 noon

Lisa McDaniel, CFA, Financial Advisor

Building on the fundamental tools of ALM, this session will explain what net economic value (NEV) is, its importance in balance sheet management and how it is calculated. Discover how to interpret the results of NEV analysis in order to assess your institution's interest rate risk and how different balance sheet strategies can affect your risk profile.

Evaluating Funding Options

1:30 p.m. – 3:00 p.m.

Lisa McDaniel, CFA, Financial Advisor

Different types of funding and how they are used can affect both earnings and interest rate risk. We'll begin by briefly discussing liquidity management and identifying various sources of funding. We will then cover funding attributes and their varying affects.

Round Table Discussion

4:00 p.m. – 6:00 p.m.

Facilitator: Tom W. Manley, CFA, and Financial Advisors

All attendees will join together with the ALM First team for a discussion of current topics and challenges within the financial industry.

Dinner for Registrants

7p.m. – Old Hickory Steak House

Understanding Economic Statistics, Financial Events and Their Effect on Interest Rates

10:30 a.m. – 12 noon

Cullen Coxe, Financial Advisor

This session will discuss economic statistics, financial events and the impact they have on interest rates. The strength and weakness of economic data provides information on the state of the overall economy. These numbers influence the direction of interest rates. In 2007 we saw unprecedented financial events with the fall-out of sub-prime mortgages and tightening of corporate credit. We'll discuss these events and their impact as it relates to your financial institution.

Analysis of Mortgage-Backed Investments

1:30 p.m. – 3:00 p.m.

Mike Manley, Fixed-Income Trader

We will cover the basics of investing in mortgage-backed securities (MBS) and how to analyze the various types of investments for your financial institution's portfolio. Different topics discussed will include: pass-through securities, structured products and strategies for investing in these securities with respect to the current market environment.

Round Table Discussion

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Dinner for Registrants

7p.m. – Old Hickory Steak House

Day Three: 9a.m. – 3p.m.
January 31st, 2008

ALCO Best Practices

9:00 a.m. – 10:15 a.m.

Emily M. Hollis, CFA, Partner

What reports should be shared with your board? Which calculations should be the focus of the ALCO? What should be included in ALCO meeting minutes? This session will answer these questions and address suggested minimum ALM analytics and reporting. Suggestions for constructive ALCO meetings and examples of what **not to do** will also be part of the discussion.

Understanding Loan Analysis

10:30 a.m. – 12 noon

David Montgomery, Director of Analytics & Development

Develop a thorough understanding of how loan analysis works and what benefits it can provide your financial institution. We will discuss data preparation, how to perform calculations, and what the results really mean.

Case Study: Interpreting Your Quarterly Report

1:30 p.m. – 3:00 p.m.

Jiwen Chen, CFA, Financial Advisor

Stacey Wilkerson, Financial Advisor

The last session will tie the different topics discussed into an interactive case study. You will review, through “what-if” scenarios, the different ALM tools discussed: gap, NII and NEV. These scenarios will contain a variety of asset and liability options such as loan growth, investment purchases, deposits and borrowing options.

Day Three: 9a.m. – 3p.m.
January 31st, 2008

Arbitrage Opportunities

9:00 a.m. – 10:15 a.m.

Angela C. Calvert, Partner

As current market conditions have returned the yield curve to a more “normal” shape, opportunities for arbitrage transactions are again in favor. This course will review the basics of an arbitrage, explain the pros and cons of different leverage structures, and help you evaluate which trades are appropriate for your financial institution.

Investment Portfolio Strategies

10:30 a.m. – 12 noon

Travis Goodman, CFA, Financial Advisor

This session is the culmination of the preceding investment management courses. We will discuss the risk associated with investing, classic investment strategies and the role of an investment portfolio on a financial institution’s balance sheet. Learn more about what the experts look at and how they come up with their unique investing strategies.

Investment Case Study

1:30 p.m. – 3:00 p.m.

Cullen Coxe, Financial Advisor

Travis Goodman, CFA, Financial Advisor

The final session will require participants to assess and diagnose an investment portfolio. Attendees will draw from their new found knowledge to develop a strategy and successfully manage their investment portfolio within the guidelines provided.

ALM First Institute Faculty

Members of the faculty offer extensive experience in asset/liability management and investment strategy. Having conducted numerous speaking engagements and training sessions they bring a diverse perspective to the training arena and offer a comprehensive understanding of successful financial institution management.

Angela C. Calvert, Partner

As a principal of ALM First Financial Advisors, LLC, Angela C. Calvert provides direction on the firm's corporate strategy. Ms. Calvert also manages the sales and marketing department as well as the funds management department, which currently oversees more than \$7 billion of investable funds. Ms. Calvert has conducted numerous training engagements at financial industry conferences and individual client board meetings.

Emily M. Hollis, CFA, Partner

Emily Moré Hollis has served as a principal of ALM First Financial Advisors, LLC, since the company was established in 1995. Under her leadership, the company has steadily grown to a client base of more than 100 financial institutions representing more than \$71 billion in assets. In addition to guiding the strategic direction of the company, Ms. Hollis manages the operations and the analytics and development departments. A well-known figure in the investment community and a renowned expert in asset/liability management, Ms. Hollis is a popular speaker at industry functions.

Thomas W. Manley, CFA, Partner

Since the company was established in 1995, Thomas W. Manley has served as a principal of ALM First Financial Advisors, LLC. Mr. Manley manages the financial advisory teams and provides direction on the firm's corporate strategy. During his tenure at ALM First, Mr. Manley, has conducted numerous training sessions throughout the credit union industry.

Jiwen Chen, CFA, Financial Advisor

Jiwen Chen joined ALM First Financial Advisors, LLC, in 2004. As a financial advisor, Mr. Chen, reviews clients' asset/liability portfolio structures along with designing and executing an investment strategy to maximize value while maintaining appropriate risk levels. He also assists client's ability to improve performance given future rate expectations by performing various "what-if" analyses. Prior to joining ALM First, Mr. Chen spent three years as a financial analyst at Ximco, a Hong Kong financial consulting firm with major operations in mainland China.

Cullen Coxe, Financial Advisor

Cullen Coxe has lengthy experience in trading, investment portfolio management and secondary marketing which includes mortgage loan origination, production, funding and hedging. His primary responsibilities at ALM First include reviewing clients' asset/liability portfolio structures, then designing and executing an investment strategy to maximize value while maintaining appropriate risk levels. Before joining ALM First, Mr. Coxe was a bank portfolio manager and trader responsible for a \$4 billion mortgage-backed security portfolio. In this position, he researched, analyzed, and executed trades involving mortgage-backed, pass-through securities and collateralized mortgage obligations.

Travis Goodman, CFA, Financial Advisor

Travis Goodman joined ALM First Financial Advisors, LLC, in 2003. Mr. Goodman currently works with the firm's Gold Advisory clients as a financial advisor where he reviews clients' asset/liability portfolio structures. He also assists clients by designing and executing an investment strategy to maximize value while maintaining appropriate risk levels. Additionally, Mr. Goodman also performs "what-if" analyses, assisting clients' in their ability to improve their performance given future rate expectations.

Mike Manley, Fixed Income Trader

Mike Manley has primary responsibility for analyzing and comparing fixed-income investment securities. Mr. Manley works with the financial advisors to assist in providing specific securities that meet criteria for ALM First clients. Previously, Mr. Manley worked for a large corporate credit union as an investment credit analyst where he analyzed securities for a \$4 billion investment portfolio consisting of high-grade corporate, asset-backed and mortgage-backed debt.

Lisa K. McDaniel, CFA, Financial Advisor

Lisa K. McDaniel has more than 15 years of experience in fixed-income analysis and investment portfolio management. At ALM First, she reviews the asset/liability structure of client credit unions and develops and executes investment strategies. Previously, Ms. McDaniel was a vice president with a large financial institution, where she managed institutional taxable fixed-income accounts and collective funds consisting of government, corporate and mortgage-backed securities.

David Montgomery, Director of Analytics & Development

David Montgomery joined ALM First Financial Advisors, LLC, in 2004. His responsibilities include overseeing the firm's analytics and development functions. Prior to joining ALM First, Mr. Montgomery was a senior product consultant with IPS-Sendero, where his responsibilities included client support, training and consulting. Previously, he had nine years of experience with a large community bank in Houston, Texas, where he was vice president for planning and analysis.

Stacey Wilkerson, Financial Advisor

Stacey Wilkerson joined ALM First in 2005. As a financial advisor, Ms. Wilkerson, reviews clients' asset/liability portfolio structures along with designing and executing an investment strategy to maximize value while maintaining appropriate risk levels. Ms. Wilkerson has also been instrumental in the development and implementation of the firm's online services including: ALM First On-Demand and the Liquidity Forecast Model. Prior to joining ALM First, Ms. Wilkerson was a product manager at EDS for seven years.

General Information:

Location: The Gaylord Texan Resort and Convention Center is just minutes away from the Dallas/Fort Worth International Airport. The resort is surrounded by rolling pastureland overlooking beautiful Lake Grapevine. The magnificent Gaylord Texan pays tribute to everything Texas as only Texas can: on a grand scale. Overnight lodging is available at a cost of \$239 (single or double occupancy) plus 12% tax, and \$15 daily resort fee. Breakfast, lunch and dinner will be included in your registration fee. **Contact The Gaylord Texan directly for hotel reservations toll-free at 866.782.7897. Please reference ALM First when making your reservation. Hotel reservations must be made no later than December 21, 2007.** For rest and relaxation, enjoy the luxurious 25,000-square-foot world-class spa and fitness center.

Attire: Dress is business casual for the Financial Institute.

Parking: Standard rates for overnight parking are \$10.00 for self-parking and \$20.00 for valet, plus applicable tax. Guests who are attending the Institute, but not staying at The Gaylord overnight can self-park for \$10.00 and \$12.00 for valet, plus applicable tax.

Transportation: For those attendees arriving at D/FW International Airport proceed to the baggage claim area and look for the blue Super Shuttle phone and request transportation to The Gaylord Texan. Cost is \$14 each way.

Cancellation Policy for Institute Registration: You may cancel your registration until December 21, 2007, without penalty. Cancellations received between December 24th, 2007 and January 7, 2008 will incur a penalty of one-half tuition and lodging. There will be no refunds for cancellations received after January 7, 2008.

Policies: For more information regarding administrative policies such as complaint and refund, please contact our offices at 214/987.0860, xt. 105 – Paula Beamis.

Contact: If you have any questions in regards to the ALM First Financial Institute or you have other special needs, please contact Paula Beamis at (800) 752-4628 x-105 or Lisa McDaniel at (800) 752-4628 x-117.

About ALM First Financial Advisors, LLC (www.almfirst.com): ALM First offers balance sheet risk management, strategic planning and investment execution services to financial institutions nationwide. Since 1995 we've provided fee-based advisory services to clients, offering objective independent advice.



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