



Wednesday November 9, 2022

****** THE RICHMOND HILL COUNTRY CLUB******

(8905 BATHURST STREET)****

COFFEE: 8:30 – 9:00 AM

MEETING BEGINS: 9:00 AM

Transforming Order-to-Cash into a Data-Driven Strategic Advantage

Speaker: Darrin Brown, Regional Manager, SideTrade Automation

Unlock the value of the finance department, empower your teams with data-driven insights and transform your organization into a forward-looking, proactive, and dynamic player that leverages O2C as a strategic advantage. You'll learn how to: Transform finance via people, process, technology & data, Create a cultural shift in the business to focus more on actionable insights, Invest in technology that goes beyond driving efficiency, and Retain talent by enabling employees with technology and data.

Darrin Brown of Sidetrade is an experienced cash management executive who has over 16 years of tenure in various leadership roles at a Fortune 500 company. Darrin has held key roles in Payment Processing, Credit and Collections, Accounts Payable, Procurement and Treasury. For the past 10 years Darrin has been working as an AR Automation Evangelist offering solutions in the B2B Order-to-Cash space.

Master the Marketplace – Rapid Fire Insights for Finding and Keeping Profitable Business

Speaker: Curt Skene, CNC, President and Founder, Career Network Club

Is loyalty dead or has it been murdered? Have customers stopped caring or is there little for them to care about? How can your business continue to thrive in this increasingly confused marketplace? Every corporation asks these questions. This powerful and interactive keynote gives you the answers!

Drawing on his award-winning business development expertise (Microsoft and ExecuTrain) Curt applies his ability as a great storyteller and showman to share his time-honored techniques for market mastery. Curt is an engaging keynote speaker, business coach and gifted storyteller who combines wisdom and wit to excite his audiences on how to master the marketplace. His programs help companies obtain more business, create more opportunity, and have more fun.

Canadian Economic Outlook : What now? What Next?

Speaker: Aaron Goertzen, CFA, Senior Economist & Director, BMO Capital Markets

Aaron contributes to a diverse cross-section of activities within BMO Economics. His coverage of the North American agri-food industry is widely distributed to clients and the media, while his agricultural forecasts appear in each issue of The Goods, the department's commodity price publication. Aaron also contributes to the department's country risk program, reporting on economic and political risk across a wide range of jurisdictions. He also plays a central role developing macroeconomic scenarios for the bank's stress testing and financial reporting activities.

Aaron joined BMO Economics in 2012. Prior to joining BMO, Aaron was an economist at the Department of Finance Canada. He holds an MA in Economics from the University of Toronto and a CFA charter.

NEXT MEETING DATE: February 8, 2023

The Forum is, and continues to be the premier supplier of education relating to timely and relevant Business issues/concerns of Senior Credit and Financial Personnel.