



# PRE-CONFERENCE COURSES

## Scenario Planning with Dr. Troy Hall

In this highly interactive session, Dr. Troy guides participants through a process to create practical scenarios to support your business plan. From completing a P.E.S.T. (Political, Economic, Social, and Technology) analysis to finalizing a scenario with periphery indicators, participants are introduced to a proven method of putting thought to paper that is part of a complete Strategic Planning process. Participants will be asked to gather thoughts in advance of the trends in the 4 PEST areas that will impact your credit so discussion can start right away!

## Help Take the Confusion out of the Grant Process

In this interactive and hands-on workshop, some of your credit union peers who have successfully navigated the complexity of grants available to CDFI certified credit unions will share with you some "how to" tips along with resources and best practices. They'll briefly cover how to get CDFI certification if you aren't yet certified, how to navigate the grant writing process and understanding the reporting requirements. Come armed with your questions along with any paperwork you may have started and then put to the side hoping someone could help explain it to you! It will be helpful if you bring a copy of your 2020 year end financials and if you know your approximate loan volume in quantity and in dollars.



I ♥  
CREDIT  
UNIONS