NAC2020-VIRTUAL - EVENT SCHEDULE

(All Times Are Central Daylight Time)

**Tuesday October 27th**

- **Expo Hall Open** 9 am - 5 pm
- **Opening Educational Sessions** 10 am - Noon / 2 - 5 pm
- **Sponsor Presentations/Breakouts** 1 - 2 pm
- **ATM Nation - Bingo & Brews** 7 pm

**Wednesday October 28th**

- **Expo Hall Open** 9 am - 5 pm
- **Opening Educational Sessions** 10 am - Noon / 2 - 5 pm
- **Sponsor Presentations/Breakouts** 1 - 2 pm
- **ATM Nation - Poker & Prizes** 7 pm

**Thursday October 29th**

- **Expo Hall Open** 9 am - 12 pm
- **Educational Sessions** 12 - 5 pm
Tuesday, October 27th

1. **ATM Security Academy V – Keeping Your Retail ATMs/Cash/People Safe and Secure During & After the COVID-19 Pandemic:**
   - **10AM – 12PM**
     - a. **FBI & Secret Service Representatives** Cover the Latest Issues, Trends & How to Work Most Effectively with Law Enforcement – 10AM-11AM
     - b. **ATM Operators/Vendors** Discuss Real World Crime & Safety Issues & How Best to Protect Yourself/Staff/ATMs/Cash in the Field – 11AM-12Noon

   - **2PM – 3PM**

3. **ATM 101 – Starting Up Your Independent ATM Business as a New Retail ATM Operator** – Learn the Basics & Keys to Getting Started on the Right Foot in Your ATM Business. Important Insights into the Workings of the Retail ATM Ecosystem; Essential Vendor & Placement Relationships/Agreements; Proven ATM Business Models; Characteristics of Desirable ATM Locations
   - **3PM – 4PM**

   - **4PM – 5PM**

Wednesday, October 28th

   - **10AM – 10:45AM**

   - **10:45PM – Noon**

7. **Status Update from Interim Class Counsel in Pending Antitrust Class Action Litigation for All US ATM Operators Against VISA/Mastercard** – Learn Where Things Stand in this Landmark Court Case Seeking Vital Structural Reform to the US ATM Marketplace & Monetary Damages for All US ATM ISOs/IADs
   - **1PM – 1:45PM**
8. **Applying Expert Sales Techniques to the US ATM Marketplace** – Internationally Acclaimed Sales Professional, Author and Trainer – Dr. Michael Soon Lee Presents a Unique Sales Training Session for ATM Operators Seeking to Up Their Game, Expand Their Routes & Replace Locations Lost to the Pandemic. Dr. Lee Will Offer Special Insights on Successful Multicultural Sales Strategies for ISOs/IADs

1:45PM – 2:45PM


2:45PM – 4PM

10. **Providing ATM Services in a Cannabis Dispensary Setting – A Changing Landscape.** Sponsoring Banks & ATM Processors Have Recently Started Handling ATM Cannabis/CBD related transactions. Key Insights and Information Will Be Presented for ATM Deployers Considering Entry into this Dynamic Market Segment

4PM – 5PM

**Thursday October 29th**


12PM – 1PM

12. **How to Start Doing Business with FI ATMs – Bank Branding, Outsourcing, Cash Provisioning & Related Opportunities for ATM Deployers** – Learn from Successful ATM Operators & Vendors Serving the FI ATM Channel – What is Working & What You Can Do to Get in On the Action

1PM – 2PM


2PM – 3PM

14. **Why ATM Deployers Must Now Consider Activating DCC on Their Terminals** – Given Current Network Handling of International Card Transactions at US Retail ATMs – DCC is Now More Important Than Ever for Operators to Consider Activating. Get All the Facts/Info Needed to Implement DCC on Your ATM Route

3PM – 4PM


4PM – 5PM