



NAC2020 VIRTUAL CONFERENCE

ATMs • ACROSS • AMERICA
OCTOBER 27th - 29th

CASH FOR THE NEXT DECADE!

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



NAC2020-VIRTUAL Educational Agenda (All Times Are CDT)

(Sessions Will Include 10–30 Minutes for Q&As/Prize Drawings/Sponsor Presentations)

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**
- 2. ATM Pandemic Survival Guide** – ATM Operators & Vendors Discuss Practical Advice on How They've Been Coping With the COVID-19 Crisis – Personnel & Insurance Concerns, Contract Issues, Cleaning Protocols & Sanitation Best Practices, New Cash Handling Challenges
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
- 4. Getting & Keeping a Bank Account for Your ATM Business.** – Expert Tips & Techniques on How Best to Position/Present Your ATM Company to Obtain/Maintain ATM Vault Cash/Settlement Bank Accounts
4PM – 5PM

Wednesday, October 28th

- 5. Federal Reserve Cash Update – Latest US Consumer Cash Usage Data** – Atlanta Federal Reserve Payments Risk Expert David Lott Offers Valuable Insights & Answers Questions on Cash Trends, US Coin Shortages & Related Payments Developments Impacting America's Independent Retail ATM Businesses
10AM – 10:45AM
- 6. The War on Cash – How You Can Help the Cause!** Discussion of Recent & Pending Local/State/Federal Legislation Requiring Universal Cash Acceptance at Retail. How to Help NAC & ATM Nation win the Grass Roots Fight Against Those Seeking to Shut Down America's Cash Usage for Their Own Financial Gain
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

9. **US Bitcoin/Cryptocurrency “BTM” Deployment – Latest US Developments & Prevailing Trends.** Hear What the Top US BTM Vendors/Deployers Have to Say About the Current State of the US Crypto Kiosk Marketplace, Regulatory Compliance Issues, Working Business Models, & Impacts from COVID-19
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

11. **Latest Developments in Cardless/Touchless/Biometrics for Retail ATM Transactions in the US** – Emerging Industry Standards to Facilitate State-of-the-Art Software Driven Cardless/Touchless/Biometric ATM Transactions – What is Available Today & On the Horizon for Truly Touchless Retail ATM Solutions
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

13. **Buying & Selling US Retail ATM Routes in 2020/21** – Keys to Positioning Your ATM Company for Growth/Acquisition/Being Acquired. ATM Operators & Industry Experts Share Valuable Insights/Information on Building & Realizing Solid Value for Your ATM Route Business
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

15. **Meeting Your ATM Company’s PPP/EIDL Loan Performance Commitments & Securing Available Loan Forgiveness Opportunities** – Expert Information, Insights & Answers to ATM Operators’ Questions on Government Loan Compliance and Current Outlook for Further Small Business Relief from Washington
4PM – 5PM