



Partnering and Leadership Successes

**“New Ideas to Reach New Members”
A PALS Workshop for Credit Unions
October 27, 2004
Hilton Hawaiian Village, Honolulu, Hawaii**



This free workshop is co-hosted by the National Credit Union Administration, in conjunction with the Credit Union National Association and the Hawaii Credit Union League.

Noon *Registration and Networking*

1:00 p.m. *Welcoming Remarks*

- ✦ **Debbie Matz, Board Member, National Credit Union Administration**
- ✦ **Dan Mica, CEO, Credit Union National Association**
- ✦ **Dennis Tanimoto, President, Hawaii Credit Union League**

1:15 p.m. *Ideas to Get New Members in Your Door*

Facilitator: **Dick Ensweiler, Chairman, Credit Union National Association**

- ✦ **Bernard Balsis, CEO, Ka'u Federal Credit Union, Na'alehu, Hawaii**
- ✦ **Tom Dorety, CEO, Suncoast Schools Federal Credit Union, Tampa, Fla.**
- ✦ **Helen Godfrey, CEO, Shreveport Federal Credit Union, Shreveport, La.**
- ✦ **Paul Mercer, President, Ohio Credit Union League, and
Chairman, American Association of Credit Union Leagues**

2:30 p.m. Break

2:45 p.m. *Ideas to Help Members Build Wealth*

Facilitator: **Dennis Tanimoto, President, Hawaii Credit Union League**

- ✦ **Dennis Cutter, CEO, Numerica Credit Union, Spokane, Wash.**
- ✦ **Michael Hale, CEO, Andrews Federal Credit Union, Suitland, Md.**
- ✦ **Bill Raker, CEO, U.S. Federal Credit Union, St. Paul, Minn.**
- ✦ **Pat Wagner, CEO, New World Federal Credit Union, Lafayette, Calif.**

4:00 p.m. *Concluding Remarks*

- ✦ **Debbie Matz, Board Member, National Credit Union Administration**

This workshop is intended to educate credit unions on a wide range of member outreach initiatives. NCUA, as a government agency, cannot imply endorsement of any products offered by the panelists.