

Take advantage of this opportunity to network with other credit union officials and hear how to put together a sound business and marketing plan to support conversion to a community credit union and expansion into an underserved area.

**FREE**  
**Credit Union Workshop**

**Workshop Schedule:**

**September 24, 2004**

**Hilton Philadelphia Airport  
Hotel  
4509 Island Ave.  
Philadelphia, PA 19153  
1-215-365-4150**

**October 1, 2004**

**Four Points Sheraton  
Hotel  
910 Sheraton Drive  
Mars, PA 16046  
(724) 776-6900**

**Space is Limited!**  
**Register Today!**



**NCUA Region II- Capital  
1775 Duke Street, Ste 4206  
Alexandria, VA 22314  
Phone: 703-519-4628  
Fax: (703) 519-4620  
Director@ncua.gov**



**NCUA Region II (Capital)**

**Workshop  
Schedule and  
Registration Form**

**Credit Union Development Workshop**

## WORKSHOP AGENDA

**Continental Breakfast**  
8:00 a.m. to 8:45 a.m.

**Opening Remarks**  
8:45 a.m. to 9:00 a.m.

**Underserved Area  
Expansion  
Community Charter  
Conversion**

*Find out how to develop a business and marketing plan to serve an underserved area or community field of membership*  
9:00 a.m. to 11:45 a.m.

**Break**  
10:00 a.m. to 10:15 a.m.

**Lunch—FREE**  
11:45 a.m. to 12:45 p.m.

**Credit Union Panel  
Discussions**

*Learn how to reach out to new members, particularly those of modest means, once you have expanded your membership base.*

***Underserved Area Expansion***  
12:45 p.m. to 1:45 p.m.

**Break**  
1:45 p.m. to 2:00 p.m.

***Community Charter Conversion***  
2:00 p.m. to 3:00 p.m.

**Closing Remarks**  
3:00 p.m. to 3:15 p.m.

## Registration and Reimbursement Request Form

TO RESERVE YOUR SPACE AND APPLY FOR REIMBURSEMENT, PLEASE MAIL OR FAX THIS FORM TO:

**NCUA- REGION II (Capital)**  
Attention: Diane Rector  
1775 Duke Street, Suite 4206  
Alexandria, VA 22314-3427  
Phone: 703-519-4628 Fax: 703-519-4620

Please use one registration form per participant, make additional copies if needed.

**DEADLINE TO REGISTER FOR THE PHILADELPHIA CONFERENCE IS SEPTEMBER 17, 2004:  
DEADLINE TO REGISTER FOR THE PITTSBURGH CONFERENCE IS SEPTEMBER 24, 2004:**

Name/Title: \_\_\_\_\_  
Credit Union Name: \_\_\_\_\_  
Credit Union Address: \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Charter #: \_\_\_\_\_ CU Phone #: \_\_\_\_\_ Email Address: \_\_\_\_\_  
May we share your contact information with other workshop participants? yes \_\_\_\_\_ no \_\_\_\_\_

Complete the section below if requesting reimbursement of travel expenses

### Estimated Travel Expenses

Auto (roundtrip miles) \_\_\_\_\_ Airfare \$ \_\_\_\_\_ Lodging? yes \_\_\_\_\_ no \_\_\_\_\_

The first ten (10) stipend requests will be honored per workshop.  
Only credit unions with the criteria listed below are eligible to receive stipends.

- \* under \$10 million in assets, or
- \* less than 10 years old, or
- \* low-income designated

**Reimbursement is limited to a maximum of \$150 per credit union. Reimbursement will be processed immediately following the workshop upon receipt of a signed travel voucher and supporting expense documentation. DEADLINE FOR SCHOLARSHIP APPLICATIONS IS SEPTEMBER 10, 2004.**

**Please check the box of the workshop you would like to attend:**

**Hilton Philadelphia Airport Hotel**  
4509 Island Avenue  
Philadelphia, PA 19153  
(215) 365-4150

**Four Points Sheraton Hotel**  
910 Sheraton Drive  
Mars, PA 16046  
(724) 776-6900

**Deadline to register: September 17**

**Deadline to register: September 24**