

LIVE Session One: 9:00 – 10:00 am ET **Cannabis Basics for Financial Institutions**

Kicking off the afternoon of LIVE sessions and Panel Q&A is a critical cannabis review for all financial services professionals. This cannabis banking webinar addresses the current state of this vibrant and innovative industry from a range of experienced views, with a focus on practical considerations, key insights, and the future of banking in cannabis.

The training concludes with an open Q&A session for attendees to interact with the instructors.

Topics include:

- Requirements: FinCEN, BSA, AML, etc.
- Canna basics- MJ vs. hemp vs. CBD (including products and types)
- Regulation of the hemp and cannabis industries
- Update on FDA regulation of cannabis
- Opportunities, Obstacles & Outlook
- Understanding the USDA and State-regulated hemp industry
- Considerations for cannabis banking vendors and software

LIVE Session Two: 10:15 – 11:15 am ET **BSA Perspective into Banking Hemp, CBD, Marijuana and Medical Marijuana**

The terms cannabis, marijuana, and hemp are often used interchangeably but are significantly different and matter when there is interest in banking businesses that provide these services.

When deciding to bank these types of merchants:

- How do you know the difference?
- What is required to bank medical marijuana merchants?
- How do you risk rate and approve the customer?
- What are red flag issues you should know prior to approving the customer?
- How do you monitor and what information needs to be documented in your risk assessment, ongoing reviews and your program document?

This cannabis banking webinar is perfect for any financial institution interested in banking these types of customers to find new sources of revenue but are uncertain about the risks, or need clarification on best business practices for banking these merchants.

The training concludes with an open Q&A session for attendees to interact with the instructors.

Topics include:

- Differentiating between Hemp, CBD, Marijuana and Medical Marijuana Merchants
- How to effectively risk rate at account opening
- Recommendations for performing ongoing monitoring and identifying suspicious activity
- Employee Training
- Tolerance thresholds
- Red Flags
- Closing Accounts
- Analyzing cash flow

LIVE Session Three: 11:30 – 12:30 pm ET **Effectively Performing Your Risk Assessment on MRBs and HRBs**

This session will focus on best business practices for completing your risk assessment on banking MRBs and HRBs.

This final training session concluding the full-day cannabis symposium will address establishing your risks in banking MRBs and HRBs, practical issues financial institutions face in determining the extent of the risks, determining if banking this type of client is within your risk tolerance and the areas within the financial institution that will be mostly impacted by the decision to bank this type of customer.

Topics include:

- Setting up a program for banking hemp and cannabis businesses
- Practical issues with MRBs and HRBs
- Reputation risk, concentration risk
- Unexpected Developments
- Bank operations affected
- Loans and equipment collateral
- Staffing assessment
- Analyzing cash flow