

2020 NCSBN Annual Meeting- CEO Address Video Transcript

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Event

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Presenters

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^ >PXVLF@ ^ *RRG DIWHUQRRQ DQG ZHOFRPH WR WKLV \HDU
ZRQGHUIXO DQDO\VLV RI WKH SURJMLWV SDKDWHZHU K\$QG QBZH
IRUZDUG 7R GR WKLV , ZLVK WR IRFXV P\ SUHVHQDWLRQ E
VWUHQJWKHQHG WKURXJK D SDUDGLJP VKLIW VXSSRUWHG DQ

5HJXODWRU RUFUDLQRQ GRHV QRW H[L VW LQ D YDFXXP ,QVWHD
HQYLURQPHQW WKDW ZH H[SHULHQFH DQG WKH ZRUN WKDW Z
LPSDFWHG XSRQ WKH HQYLURQSDHQVHDFWFKQ UHFRP, F FO
WKH 6WDWH RI WKH :RUOG 1XUVLQJ 5HSRUW

(DFK RI WKHVH EULQJ FKDOOHQJHV DQG RSSRUWXQLWLHV LQ
ZLOO H[DPLQH WKHVH LQ JUHDWHU GHWDLO WR ZHDYH UZHLW LV
ZLVK WR SURYLGH GLUHFWRU DOLW\ LQ WHUPV RI ZKDW ZH D
\$OWKRXJK , GR QRW ZLVK WR JHW DKHDG RI P\VHOI , GR ZDQ
WKDW QXUVH PEGHODV RGMQDYLQJ LVVXHV WKDW QHHG WR

XUVGD\

DIWHUQRRQ KDV SURYLGHG D SODWIRUP IRU OHDUQLQJ DQG
LGHQWLILFDWLRQ RI VKDUHG QHHGV 6ROXWLRQV KDYH EHHQ

7KLV SHUKDSV V\PEROLJHV WKH PRWKHV VHQFHQRW WKH HFDPXHQV
\HDUV DJR WR OHVVHQ WKH EXUGHQV RI SURWHFWLRQ WKH S
SXEOLF SURWHFWLRQ DFURVV DOO RXU PHPEHUV DQG DVVRF
XQSUFHWHQVHQHQ WKLQNLQJ DERQW L&Z 9LV KHOSIXO WR FR
HYROXWLRQ RI WKH SDQGHPLF DQG RXU LQLWLDO UHVSQVH
FRXQWULHV DQG LQ FHUWDLQ VWDWHV DQ \$OWKSHUDDOLRQ FRHQ
WKDW ZLOO IROORZ DV H[SHULQVH WKH &29,'

:KLOH , FRXOG VSHQG WKH HQWLUH SUHVHQWDWLRQ IRFXVLQ
,QVWHHG , P JRLQJ WR KLJKOLFKFK DOKHRS HV DWKLRQ DOO DLQGI
SDQGHPLF KDV SUHVHQWHG WR WKH UHJXODWRU\ FRPPXQLW\
WDVNV VXFK DV SD\LQJ ELOOV ZHUH D FKDOOHQJH

8QOLNH (XURSH ZKHUH HOHFWURQLF SD\PHQW V\ VWHPV KDYL
FKHFNH UHPDLQHG D FRPPRQ DSSURDFK WR VHWVOLQJ RXU E
SD\PHQW V\ VWHPV ZHUH SXW LQURDHP ZDVH\ DW H\ Q DEGH\ XGLF
SODWIRUPV 7KHVH FDQ EH XVHG IRU WKH HOHFWURQLF WUD
UHQHZDO RU RWKHU VHU\LFH SURYLVLQ

\$ IXOO\ DXWRPDWHG V\ VWHP HQDEOHG UHJXODWRU\ WLPH\ D L
7HFKQRORJ\ LWVHOI SUHVHQWV VHYHUDO SUREOHPV :KLOH V
WKH QHHG WR JR PRELOH ZDV VRPHWKLQJ WKDW KDG WR EH
VKLIW ZDV WKH\ V\ H\ G LW\ Q\ K\ Y\ LUWXDO SULYDWH QHWZRUN FDS

\$GGLWLRQDOO\ DV WLPH ZHQW RQ WKH QHHG IRU YLUWXDO
FUHDWLYHO\ 7KLV HQDEOHG URXWLQH FRPPXQLFDWLRQ ZLW
LQFU\ DWL\ H\ XVH RI WHFKQRORJ\ IRU FRUH ERDUG EXVLQHVV
DOO EHFDPH DQ LPSHUDWLYH :KLOH PDQ\ RI RXU VWDII PDGH
IRXQG ZRUNLQJ LQ LVRODWLRQD V\ H\ W\ K\ R\ Q\ R\ H\ V\ S\ R\ Q\ V\ MEK\ H\ Q\ W\ H\
RUJDQLJLQJ VNLOOV DV D UHDO FKDOOHQJH

/RRNLQJ DW ZKR ZH UHFUXLW DQG KRZ ZH GHYHORS RXU VWD
PHDQWLPH PDQ\ RI RXU RIILFHV VWRU\ R\ H\ P\ S\ W\ N\ Z\ K\ U\ V\ S\ R\ Z\
IXQGDPHQWDO TXHVWLRQV DERXW VDIHW\ VHFUXLW\ DQG FD

,Q DGGLWLRQ WR D KRWW RI RSHUDWLRQDO FKDOOHQJHV UH
LPSRUWDQFH 7KHVH WLP\ X\ H\ M\ Q\ G\ D\ W\ G\ D\ W\ Y\ Q\ H\ D\ H\ W\ R\ EH\ L\ Q\ I\ R\ U\ P\
WR HQVXUH WKDW WKH LPSHUDWLYHV RI GHOLYHULQJ VHU\LF
SURWHFWLQJ WKH SXEOLF ODQ\ HPHUJHQF\ RUGH\ W\ R\ Q\ F\ I\ O\ U\ H\ D\ U\ H\
WKH GHOLYHU\ RI VHU\LFHV UHPRWHO\

7KH WHOHKHDOWK DQG VWDIILQJ LQGXVWULHV DUH DOUHDG\
UHJXODWRUV ZH NQRZ WKDW ZLWKRXW WKH VDIHJXDUGV WK
WKDW\ K\ I\ D\ Y\ H\ D\ O\ L\ F\ H\ Q\ V\ H\ D\ Q\ \Z\ K\ H\ U\ H\ L\ W\ L\ V\ J\ R\ R\ G\ H\ Y\ H\ U\ \Z\ K\ H\ U\ H\
ZKHUH GXH WR WKH ODFN RI MXULVGLFWLRQDO SRZHUV VHU
GHOD\HG LQ WKHLU LQYHVWLJ\ D\ M\ R\ Z\ Q\ V\ R\ H\ \ Z\ L\ V\ Q\ R\ E\ H\ V\ W\ Q\ Y\ H\ Q\ F\ M\ I\ U\ M\

,W ZDV UHIUHVKLQJ KRZHYHU WR VHH PDQ\ RI WKH XQQHFHY
EHLQJ UHPRYHG :H NQRZ WKDW DGYDQFHG SUDFWLFH UHJLV
HIIHFW\ D\ Q\ G\ GHVLUHG E\ WKH SRSXODWLRQ 2UJDQLJHG PHGLF
VHU\LFHV

:H DUH VHH LQJ LQ WKH SRSXODWLRQ DQ LQFUHDVH LQ VXLFL
DQG IRU RWKHUV H[KDXVWLRQ GXH WR ZRUNHQERHWKHWKRLUW
DQG WRHOJ LPSDFW RQ WKH ZD\ WKDW ZH UHJXODWH DQG VHV
WKHVH SRLQWV PD\ VRXQG GUHDGIXO DV UHJXODWRUV ZH V

5HSRUW WKHUH LV SHUKDSV D DFRPVRKXODGPKVZR UNVZKDEWIZQ
WDEOH

,Q WKH FDVH RI UHJXODWRUV ZH QHHG WR IRFXV RQ RXU FR
VROXWLRQV DQG FKDOOHQJHV WKDW DUHEGHHGHDGHWQSDRYHHU
FRPLGHFDGH 7KH FRPSHWHQFLHV QHHGHG E\ SUDFWLWLRQH
\$ VHULHV RI UHVHDUFK TXHVWLRQV QHHG WR EH DVNHG LQY
GLVVHPLQDWHG DQG LPSOHPHQWHG

\$QG ILQDOO\ WKDWTRQVWRIRQVSUHYLRXV PHQWRUV ZRXOG DO
6R ZKDW" +RZ GR ZH NQRZ \RX KDYH PDGH D GLIIHUHQFH" ,F
WKH YHU\ RXWVHW 7KLV LV VLPSO\ D WDVWH RI WKH ZRUN W

7KH FRPLQJ \H DU LV D \H DU WR ILQG DQVZHUV :LWK WKRVH I
EHWWHU SUHSDUHG IRU ~~VXKLOLFH~~ ~~ZWOSDQ~~ ~~DE~~ ~~HEPLVFD~~ ~~QJ~~ ~~SW~~ ~~R~~ ~~M~~ ~~S~~ ~~F~~ ~~W~~
7RJHWKHU DV D FRPPXQLW\ RI UHJXODWRUV DQG DV DFWLYH
JXLGH SROLF\ UHIRUP DQG QRW IDOO IRXO RI WKH DFWLRQV