

Speaker | Trainer | Consultant

Speech Topics

Understanding and Increasing Debit Interchange Revenue

Short Description:

Your bank receives Interchange revenue each month from your merchant card network, that could be Visa or Master Card. Your bank also has expenses that offset that revenue.

Join us for a better understanding of decisions your customers make every day that drive what your bank receives in revenue.

We'll walk you through some real-life examples and provide some ideas of how you can improve your net revenue in this area.

Digital Trends for Millennials and Gen Z

Short Description:

An estimated \$30 trillion will transfer from Baby Boomers to the next generations in coming decades. If your bank is not concentrating on recruiting and keeping customers from 18-40 years old, that wealth transfer will pass you right by.

Millennials and Generation-Z are using tools that did not exist five or ten years ago. They are also using tools that do not originate at their primary financial institution.

Are you making the right moves to motivate these customers to choose your bank and **to stay?**

Other speech titles available:

- Do-it-Yourself Core Systems Selections
- Things to Know Before Your Next Core Negotiation
- Is your Technology Plan in Sync with your Strategic Plan?
- Making the Decision to Migrate from an In-House to an Outsourced Platform
- A non-biased Technology Assessment: What is it good for?
- Getting to the Next Level with Technology: What do you need to have to grow revenue?



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Charlie Kelly is a Partner at Remedy Consulting. Remedy advises Banks and Credit Unions on Systems Selections and Contract Negotiation, Vendor Management, Mergers and Acquisitions and Technology Strategy. Charlie hosts a thought leadership podcast for bank executives called BankTalk.

Prior to Remedy, he served as the Vice President of Product Pricing and Contracts at Fiserv, where he was responsible for negotiating client contracts setting product and pricing strategy. Charlie also has over 10 years of experience managing operational teams in banking and mortgage.

Charlie has a bachelor's degree in Marketing from the University of Wisconsin, and an MBA from Marquette University. He serves as a regular speaker at Bank and Credit Union industry events and is published in trade publications.



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