

Revised January 31, 2001

2001: A DEBT ODYSSEY

4th Annual Convention
February 14-16, 2001
Paris Las Vegas



DEBT BUYERS'
 **ASSOCIATION-**
*Building the foundation
for industry standards*

Wednesday, February 14, 2001

- 7:30 a.m. **Golf Tournament**, Shuttles Depart - Sponsor: The Debt Marketplace, Inc.
5:00 p.m. **Registration Begins**
6:00 p.m. **Opening Reception** - Sponsor: Max Recovery
8:00 p.m. **Reception Closes**

Thursday, February 15, 2001

- 7:30 a.m. **Continental Breakfast & Exhibits**
Sponsor: Javitch, Block, Eisen & Rathbone, PPL
- 8:00 a.m. **General Business Meeting**
(Election of Officers) Everyone is Welcome
- 8:15 a.m. **Chairs Welcome**
Scott Matte - MKM Acquisitions
& 2000 President, Debt Buyers' Association
- 8:30 a.m. **Keynote Address: *A Debt Odyssey - Past, Present and Future***
John Deets - GE Capital
- 9:15 a.m. **Legislative Update: *Impact of Financial Privacy Act***
Dan Shapiro - Goldberg, Kohn, Bell, Black, Rosenbloom
- 10:00 a.m. **Break & Exhibits** - Sponsor: MKM Acquisitions, LLC
- 10:30 a.m. **Mock Portfolio Auction: *Due Diligence and Bidding***
All conference attendees will be sent a due diligence package to prepare for this mock auction!
Moderators:
Ron Lavin - Arrow Financial Services, LLC
Scott Matte - MKM Acquisitions, LLC
- 12:00 Noon **LUNCH** - Sponsor: U.S. Infotel Corporation
(Location: Champagne 3 & 4)
- 1:30 p.m. **Buyer Perspective Panel: *Improving Portfolio Value***
Robert Hanna – First Select, Inc.
Jefferson Moore – National Asset Recovery Services, Inc.
Stephen Peroutka – Pasadena Receivables, Inc.
Kristin Dougherty - Collect America, Ltd.
Moderator: Scott Matte - MKM Acquisitions, LLC
- 2:15 p.m. **Economic Outlook: 2001**
Dr. William Dunkelburg - Temple University
Professor of Economics at the School of Business and Management

Thursday, February 15, 2001

- 3:00 p.m. **Break & Exhibits**
- 3:30 p.m. **Seller Perspective Panel: *Buyer Due Diligence and Acceptance***
Robert Strub - Citibank
Robert Deter - Discover Financial Services, Inc.
John Ames - Second National Bank of Warren
Moderator: Scott Matte - MKM Acquisitions, LLC
- 4:15 p.m. **Positioning to Sell Your Debt Buying Business**
Thomas Edens - Marion Financial Corporation
- 5:00 p.m. **Exhibitor's Reception**
There will be three drawings for \$100 in casino chips and one final drawing for \$200 in casino chips during the Exhibitor's Reception. You must be present to win to the cash prizes! Exhibitors will also conduct drawings for various prizes they wish to donate.

Friday, February 16, 2001

- 8:00 a.m. **Continental Breakfast and Exhibits**
- 8:30 a.m. **Installation of 2001 Board of Directors**
- 8:50 a.m. **Chair's Welcome -**
Charles "Chic" Natkins - Javich, Block, Eisen & Rathbone, PPL
& 2001 President, Debt Buyers' Association
- 9:00 a.m. **Roundtable Discussions: *Meet the Creditor***
Friday morning sessions will be a combination of small group roundtables. Each session will last 30 minutes. Attendees have the opportunity to meet industry leaders and discuss issues of importance to them. Participants must rotate to another table each 30 minutes. Additional creditors and other industry professionals may be added based on attendance.
Rob Gerber - Bank of America
Melanie Servetas - First Security Bank (Wells Fargo Bank)
Lance Knox - Union Bank of California
Darren Magee - Sprint
Steve Beranek - Fleet Credit Card Services
- 10:30 a.m. **Break & Exhibits**
- 11:00 a.m. **Roundtable Discussions Continue**
- 12:30 p.m. **Convention Closes**

**Debt Buyers' Association
2002 Conference, February 5-8
Paris, Las Vegas**



GENERAL INFORMATION

FEBRUARY 14-16, 2001
PARIS LAS VEGAS
LAS VEGAS, NEVADA

Who Should Attend?

- Buyers and Sellers of Debt Portfolios
- Collection Attorneys
- Collection Agencies
- Collection and Recovery Professionals
- Consumer Lenders
- Investment Bankers
- Investment Consulting Agencies
- Industry Vendors

Comments from Past Attendees:

- "Best conference I have attended in years."*
- "Content and information exceeded my expectations."*
- "One of three conferences I must attend again next year."*
- "I have recommended the DBA Conference to many of my colleagues."*
- "A do not miss event for debt buyers."*

Hotel Reservations

A block of rooms has been reserved at a special rate of \$145 per night, single or double occupancy, plus 9% tax*. Please make your hotel reservations directly with the Paris Las Vegas prior to January 24, 2001. When making your reservations, identify your affiliation with the Debt Buyers' Association. *Taxes are subject to change without notice.

Hotel: Paris Las Vegas Phone: (800) 833-3308

Exhibiting & Sponsorships

If you are interested in exhibiting, please contact the Debt Buyers' Association for exhibitor registration information. Exhibit space is limited to 30, 8 x 10' spaces for this event.

Sponsorships are available for the continental breakfasts, breaks, lunch and receptions. If you are interested in sponsoring one of these events, please contact Dennis Hammond at the Debt Buyers' Association for more details.

Sponsors receive an opportunity for ad placement in the convention binder, a brief public introduction of the sponsor company during the convention, as well as signage displayed at the sponsored function.

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DBA Annual Golf Classic

We will hold our 4th Annual Golf Classic on Wednesday, February 14, at the Painted Desert Golf Club. Door prize sponsors are welcome. Shuttles depart Paris Las Vegas at 6:45 a.m. with a Shotgun Start at 8:30 a.m. Registration fee of \$150.00 includes cart, range balls and more.

(See enclosed Golf Classic flyer for more information.)