

CAML I Workshops

Developing High Risk Clients and Products
into a Competitive Advantage

Two Years In: Managing the Risks Associated with
the Cannabis Sector in Canada



Workshop 1 - Developing High Risk Clients and Products into a Competitive Advantage

September 21, 2020, 8:00am - 11:30am

Risk assessments continuously mature as they are updated, generally breaking risk profiles into smaller and more detailed segments. This granularity tends to increase the expectation of stakeholders and regulators to identify and manage client and product risks proactively. In many cases, financial institutions find that some inherently high-risk clients and products exceed the institution's risk profile, resulting in moves to exit or deny new client or product lines. However, some financial institutions may be overvaluing the inherent risk compared to the possible residual risk and the associated reward of these clients and products. Developing specialties in high-risk segments allows financial institutions to play to their risk management strengths, compete on value proposition rather than price, and reveal highly profitable segments while still managing the institutions risk appetite.

This workshop has been designed to assist participants in developing an approach to identify company-specific opportunities within higher risk customers and products, analyzing approaches to take based on risk management strengths, creating strategies to reasonably test the market viability with limited control development, and implementing oversight practices to demonstrate proper risk management. As was Brion's approach during his Seminar in Victoria in 2019, he will continue to use audience participation to foster ideas and approaches to the various strategies being discussed.

Workshop 2 - Two Years In: Managing the Risks Associated with the Cannabis Sector in Canada

September 23, 2020, 12:30pm - 4:30pm

By the time the Money Laundering in Canada 2020 Conference comes about this September, the legalized cannabis sector will have been in operation for almost two years. Much has been written about the sector; millionaires have been made; and the sector is struggling to meet any levels of success that were forecast for the initial years of operation. The result of these various growing pains has been an increasing concern about the potential risks associated with an industry facing almost monthly evidence of oversight failures and questionable management practices.

Jean-Francois Lefebvre, a well-known AML consultant and former compliance official with FINTRAC, has been studying these impacts; developed a perspective on how these limitations are increasing risk for industries that do business with the sector; and identified various responses to manage these risks. In this half-day seminar, Jean-Francois will bring participants up to speed on how the sector has evolved since legalization; the strengths and weaknesses seen to date from provincial, federal, and international perspectives; the direct impacts on Canada from continuing USA criminalization of cannabis; what specific risks have emerged and how these are and can impact on business relationships between the industry and its service providers; the lessons learned from watching legalization-evolution unfold; and through the presentation of examples, what best practices are emerging to manage and monitor the risks now and going forward.

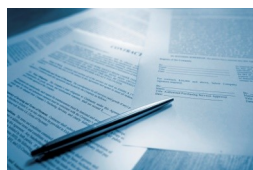
Jean-Francois has designed the presentation of materials to encourage input by the audience into the discussions; and to use, where appropriate, small group exercises to generate discussion around the topics presented.

Workshop 1 Presenter - Brion Nazarro
Copacetic Strategies, Lone Tree, Colorado, USA

Brion Nazarro has led and developed many multinational bank and non-bank financial institution compliance programs. In 2019, he opened his own consulting practice focused on the intersection of financial institutions and commercial cannabis businesses.

Workshop 2 Presenter - Jean-Francois Lefebvre
AML Compliance Expert, Montreal, QC

Jean-François Lefebvre is an Anti-Money Laundering Compliance Expert, a Lawyer, and has been a member of the Quebec Bar Association since 2001. He has been advising Canadian organizations on AML matters for almost 17 years now. Prior to his return to the private sector as a consultant 10 years ago, Mr. Lefebvre worked in the Montreal office of FINTRAC for 7 years. During his time with the federal agency, he has chaired different sectors nationwide, including financial institutions, casinos and life insurance companies. Mr. Lefebvre has frequently lectured on the topic of money laundering in the casinos, financial institutions, securities, life insurance, MSB and accountants sectors.



As is the style of all CAMLI workshops, discussion and the sharing of information across and between the instructor and delegates are paramount. Questions for clarification and understanding are promoted. Such an interactive learning environment will require that CAMLI limits the number of delegates who can register. Consequently, those interested should register early to secure their seat.

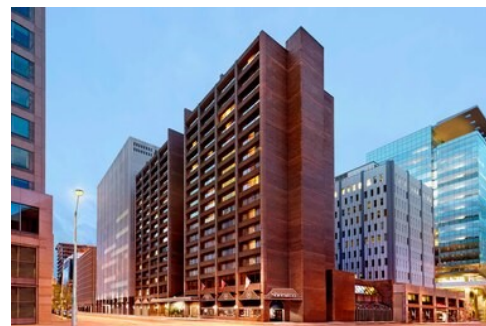
The workshops are being offered under the auspices of the Canadian Anti-Money Laundering Institute and delegates will receive a Certificate of Participation from CAMLI. In addition, each workshop will carry 3 CAMLI Continuing Education Credits.

Workshop Venue Information

Sheraton Ottawa Hotel
150 Albert Street
Ottawa, Ontario, Canada

[Click here](#) for hotel reservations

For 2020, we have arranged with the hotel special room rates for our workshop delegates. Specifically, The Sheraton Ottawa Hotel is offering rates starting at \$239/night for all delegates.



Registration Form: CAMLI 2020 Workshops

September 21 & 23, 2020
Sheraton Hotel Ottawa



	Extra Early Bird (before March 31)	Early Bird (before June 30)	Regular Rate
Non-Member Pricing September 21 & 23	\$625 + HST \$706.25 Total	\$650 + HST \$734.50 Total	\$700 + HST \$791.00 Total
CAMLI Member Pricing September 21 & 23	\$575 + HST \$649.75 Total	\$600 + HST \$678.00 Total	\$650 + HST \$734.50 Total
Non-Member Pricing September 21 or 23 (Circle date)	\$350 + HST \$395.50 Total	\$375 + HST \$423.75 Total	\$400 + HST \$452.00 Total
CAMLI Member Pricing September 21 or 23 (Circle date)	\$325 + HST \$367.25 Total	\$350 + HST \$395.50 Total	\$375 + HST \$423.75 Total

Food Allergies: If Yes (Specify) _____

Name of Company			
Delegate Name			
Email Address			
Phone Number		Fax Number	
Street Address			
City/Town/Province		Postal Code	

How to Register: [ONLINE](#)

BY Mail:

Canadian Anti-Money Laundering Institute
PO Box 427
Merrickville, Ontario, K0G 1N0

BY:

Telephone: 613 283-9659
Fax: 613 526-9384
Email: contactus@camli.org



Payment Methods By:

- Cheque Enclosed Money Order Enclosed
 Credit Card

Amount Paid (including taxes): _____ CAMLI Membership Number (if applicable): _____

1. Card Type: MasterCard VISA American Express Discover [Please Print]

2. Name on Card: _____

3. Number on Card: _____

4. Expiry Date (month/year): _____

Signature: _____

General Information:

- Location of Registration Desk and seminar room at Sheraton Ottawa Hotel will be sent to paid delegates by email in advance of the actual presentation day.
- Full refunds, less an administrative fee of \$200.00, will be made for cancellations received in writing by June 30, 2020. No refunds will be given after that date; however, delegate substitutions are permitted.
- Casual business attire is recommended for the seminar.