

# CAMLI Workshop

Developing High Risk Clients and Products  
into a Competitive Advantage

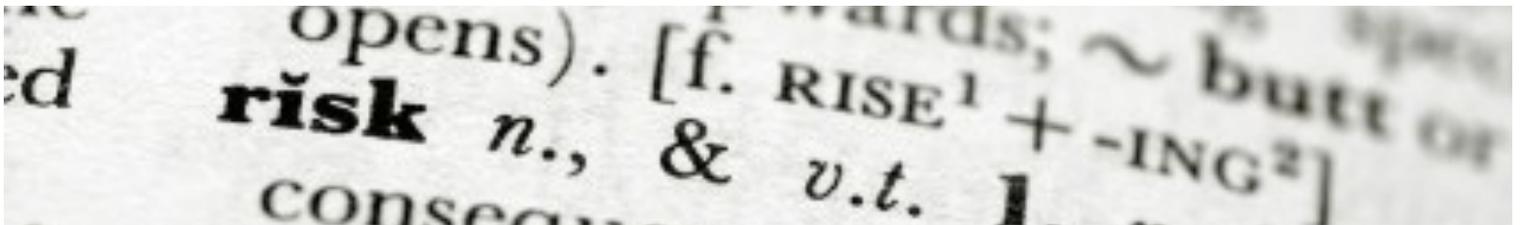


## Developing High Risk Clients and Products into a Competitive Advantage

November 25, 2020, 12:00 - 2:00pm EST

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 on-line 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.



### Presenter - Brion Nazarro

Copacetic Strategies , Lone Tree, Colorado, USA

Brion Nazarro is the Managing Principal at Copacetic Strategies and President of the Association of Certified Commercial Cannabis Experts, ACCCE. He had broad experience as an Internal Director and Chief Compliance Officer with extensive experience in Anti-Money Laundering/Counter Terrorist Financing (AML/CTF), sanctions, international regulatory frameworks, loss prevention, and risk management. Brion has been the Chairman on Compliance Committee, AML Committee, and Risk Committee at multiple financial institutions. He has also worked with Financial Institutions, MSBs, and FinTechs with various charters both in Canada and internationally to implement AML programs. Brion holds a Bachelor's degree in Computer Science and Master of Business Administration concentrated in Finance from the University of Denver. Additionally, Brion has achieved recognition as a Certified Commercial Cannabis Expert (CCCE), Certified Anti-Money Laundering Specialist (CAMS), Certified Regulatory Compliance Manager (CRCM), Certified Fraud Examiner (CFE), and NACD Governance Fellow.

**This event will be presented in a webcast format.** 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.

This workshop is being offered under the auspices of the Canadian Anti-Money Laundering Institute and delegates will receive a Certificate of Participation from CAMLI. This workshop will carry 2 CAMLI Continuing Education Credits.

**Registration Form: CAMLI Webinar - Developing High Risk Clients and Products into a Competitive Advantage**

**November 25,  
2020  
12 to 2:00pm EST**

**Early Bird savings  
of \$25 available  
until October 31st**

Full price \$250 CAMLI members save \$25	GST (BC, AB, SK, MB, QC, NU, NWT, YK) Early Bird	13% HST (ON) Early Bird	15% HST (NB, NS, PEI, NL) Early Bird	GST (BC, AB, SK, MN, QC, NU, NWT, YK)	13% HST (ON)	15% HST (NB, NS, PEI, NL)
Non-Member Pricing	\$236.25	\$254.25	\$258.75	\$262.50	\$282.50	\$287.50
CAMLI Member Pricing	\$210.00	\$226.00	\$230.00	\$236.25	\$254.25	\$258.75
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**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](mailto:contactus@camli.org)



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2. Name on Card: \_\_\_\_\_

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**General Information:**

1. Login information for the webinar will be sent to delegates the week prior to the event. To enable full participation, **please ensure you have a working web camera and speakers.**
2. All sales are final. No refunds will be provided, but delegate substitutions are permitted up to and including November 24, 2020.