

VACB Update-October 2006

*A monthly newsletter from the
Virginia Association of Community Banks*



WE WISH TO THANK OUR SPONSORS

Our Convention could never be a success without the gracious underwriting of our Associate Members. Thank you to all the firms who have supported us for this Convention!!

Welcoming Reception

LeClair Ryan

Opening Breakfast

Federal Home Loan Bank of Atlanta

Monday Coffee Break

St. Paul Travelers

Golf Tournament

Ferris, Baker Watts, Inc.

Golf Boxed Lunches

Sentry Management

Past Presidents' Reception

BLC

Clarke American

Compass Bank

Federated Investors

Fiserv Solutions

Fulton Bank Correspondent Banking Group

Jack Henry

Larrowe & Company

McKinnon & Company

PWCampbell

Scott & Stringfellow

Continental Breakfast

Fiserv EFT

Sporting Clays Tournament

The Bankers Bank

Bloody Mary Reception

SunTrust Capital Markets

Chairman's Reception

Williams Mullen

Chairman's Banquet

Affinion Benefits Group

ICBA Bancard

Strunk and Associates

Zurich North America Financial Enterprises

After-Dinner Entertainment

Community Bankers' Bank

Fidelity Information Services

Grand Prize Drawing

Yount, Hyde & Barbour

Convention Give Away

Bank Design & Equipment, Inc.

Convention Give Away

Optimum System Products, Inc.

VACB IS SET FOR CONVENTION!

We are busting at the gills! We have about 300 attendees registered for the 29th Annual Convention. This is sure to be one of our best Conventions ever. The staff at VACB has been diligently working on the final details of the meeting and attendees are in for a real treat!

The Grove Park Inn will host our event and it is sure to be a stunning backdrop to our events. As we will be in the mountains in late October, remember to bring a coat or heavy sweater for evening functions.

We look forward to welcoming bankers, associates, and guests for our 29th Annual Convention, with Sam Neese, VACB Chairman for 2006 presiding.

VACB CALENDAR OF EVENTS

| | |
|----------------|--|
| Nov. 2 | Executive Compensation Seminar— <i>Richmond</i> |
| Nov. 2 | Check Fraud Prevention* |
| Nov. 7 | Director's Series-Directors and Planning* |
| Nov. 8 | Understanding Endorsements* |
| Nov. 8 | Directors' College— <i>Abingdon</i> |
| Nov. 9 | Directors' College— <i>Staunton</i> |
| Nov. 14 | Directors' College— <i>Newport News</i> |
| Nov. 14 | IRA Compliance & Reporting* |
| Nov. 16 | Directors' College— <i>Dulles</i> |
| Nov. 28 | How to Open Business Accounts* |
| Nov. 29 | Frauds & Scams in the Lending Process— <i>Charlottesville</i> |
| Dec. 5 | Fourth Quarter Compliance-CENTRAL <i>Richmond</i> |
| Dec. 7 | Fourth Quarter Compliance-SW <i>Abingdon</i> |
| Dec. 7 | Fighting Credit & Debit Card Fraud* |
| Dec. 12 | Check Kiting Detection & Fraud* |
| Dec. 13 | Dealing with Corporate Documents* |

* Denotes Telephone Seminar or Web Cast

TIP OF THE MONTH

Add precision to your words by relying on these ABC's: accuracy, brevity, and clarity. As General Douglas MacArthur said, issuing orders that cannot be misunderstood is even more important than giving orders that can be understood.

-Adapted from "What You Don't Want to Have is a Failure to Communicate," Craig Harrison, www.craigspeaks.com

LEARN HOW TO HANDLE A CRISIS!



Think of how vulnerable your bank can be during a crisis. In the event of a pandemic flu outbreak, workplace violence, internal or external illegal acts – are you prepared to deal with the media and, even more importantly, to reassure your customers and stockholders? Don't wait until it is too late!

Continuity First is pleased to partner with Bill Oglesby Media Consulting to hold daylong seminars to prepare you to talk to the media in the event of a crisis – how to craft the important messages your customers need to know and to deliver them in the most effective way possible.

Hundreds of executives have found this media training invaluable in learning to deal with crises of any kind – from fire or robbery to employee misconduct or pandemic flu. The training is conducted as an entertaining interactive mix of discussion, videotaped examples and the opportunity for actual on-camera interviews!

You will receive a comprehensive media binder, a VHS tape of your interviews and one-on-one instruction from award-winning former journalist Bill Oglesby.

As a VACB member, you are entitled to receive this training at a substantial discount – just \$695 per attendee. This is too important to miss!

Tentative Training Dates

Roanoke – Thursday, November 30, 2006
 Richmond – Thursday, December 7, 2006
 Northern Virginia – Thursday, January 11, 2007

Act now! Classes are limited to 6 per session! Contact Karen Cole at (888) 559-6623 or karen.cole@continuityfirst.com.

ADDITIONS AND PROMOTIONS

Highlands Union Bank in Abingdon has promoted **Sally Stringer** to Vice President.

Select Bank (in organization) to be located in Lynchburg, has named **Wayne L. Carpenter**, CEO and Vice President of the bank.

Eastern Virginia Bankshares in Tappahannock has promoted **Joseph H. James, Jr.** to Executive Vice President and Chief Operations Officer and **William E. Martin** is Commercial Bank Executive.

LEGAL BRIEF BY ANDY NEA

ROUTINE ACCEPTANCE OF LATE PAYMENTS

Routine acceptance of late payments can cause problems. Audiovox Corporation ("Audiovox") supplied good to Factory Directory Outlet ("Factory Direct") backed by a personal guarantee. The sales contract required Factory Direct to pay within 60 days of invoice. On numerous occasions, Factory Direct made payments beyond the 60 day contract terms, which payments were accepted without objection. After Factory Direct went out of business, Audiovox brought suit against the guarantor. The court held that the conduct of the buyer and the seller "effectively made the payments non-delinquent." The court held that the contract had been modified by conduct. *Audiovox Corporation v. Schandler*, 205-OH – 2231, 57 UCC Rep Serv 2d 447.