

# Navigating the Future of Partnerships In Banking: Strategies for Success

Bill Dworsky, Deloitte  
*Expert Panel*

THE FINANCIAL BRAND

**FORUM**

# Panel Facilitator



## Bill Dworsky

Deloitte, Senior Manager

Bill works with Retail Banking & Payments clients on maximizing value from their most strategic partnerships, M&A transactions, and transformation initiatives. He also leads Deloitte's M&A Commercial service offering in support of clients working in the front office. He has experience in strategy, negotiations, and delivery across a wide range of partnerships and M&A transactions – from small FinTech relationships to international, multi-billion-dollar mergers.

# Panelist Introductions



**Kyle Elliott, Visa**

*VP, Head of Community Accounts: Great Lakes  
Previously: JPMC, TCF, Great Lakes Bancorp*



**Sara Seguin, Alloy**

*VP, Principal Advisor/Fraud & Identity Risk  
Previously: KeyBank, Citizens Bank*



**Michael Costigan, One**

*VP, Business Development  
Previously: Aspiration, Usermind, Forge*

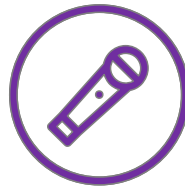
# Goals For Today

- Spark an engaging dialog on the role partnerships can play in banks' growth strategy
- Bring marketplace perspectives on best practices and watchouts across partnership types
- Surface top-of-mind questions from the audience to focus on what matters to the group
- Provide actionable insights on achieving success in future partnerships

# Future of Partnerships in Banking: Panel Conversation



# Future of Partnerships in Banking: Open Forum Q&A With Audience



# Future of Partnerships:

So what should we do about it?

