

**FOR IMMEDIATE RELEASE:**

June 14<sup>th</sup>, 2018

**Blue Hill/XyberNET – 2018 CIMRO Conference**

Blue Hill Data Services/XyberNET was a proud sponsor of the 2018 CIMRO Conference on June 10<sup>th</sup> – 12<sup>th</sup> at the Mansion at Forsyth Park in Savannah, Georgia. The focus of this year's conference was on helping financial institutions "Launch or Re-Energize Their Payment Protection Programs."

The program highlights included these topics:

- Implementing a compliant program
- Motivating and training front line staff and management
- Developing a third party provider management system
- The Political Climate and the Changing Consumer Financial Protection Bureau Environment
- Interactive Lender and Ancillary Product panels

Participants were inspired by Timothy Challen's story of how the events of his life led him to start the Kilimanjaro Initiative (KI, at [KIworld.org](http://KIworld.org)) at the United Nations Federal Credit Union. KI's initiative is to assist young women and men in East Africa in becoming constructive agents of change in their communities and to raise awareness on urban safety and development issues and to support youth-based community programs in Kenya and Tanzania. To date, Tim has led more than 500 climbers to the summit of Mount Kilimanjaro, including 100 youth from Africa, America and Europe; collected \$800,000 for community-based development, and raised awareness at various international conferences. This is now a major component of the United Nations Federal Credit Union's corporate social responsibility policy.

Throughout the conference, companies shared their views on new product offerings and how they motivate their stakeholders to offer these products to help protect their customers.

Melody Williams, Director of Training at the Plateau Group, provided some training techniques for training advanced learners.

Regulations and the rapidly changing political environment was a common theme at this year's event. Sarah Ferman and Chrys Lemon both shared similar, optimistic views about the future direction of the Consumer Financial Protection Bureau (CFPB). Both expect continued regulation reductions at the federal level under Mick Mulvaney, the CFPB's interim leader. They see fairer regulations and more predictability in the CFPB's future. Chrys is expecting this will lead to a more business friendly environment at the agency and is seeing many states jumping in and picking up consumer protection issues.

Phil Settineri from Blue Hill Data Services/XyberNET attended this event and participated in a vendor panel discussion. Phil highlighted specific information about the favorite features of the XyberNET Systems, how the flexibility of the system enables clients to configure the systems to handle the new products, and also informed the attendees of how many of the offerings of Blue Hill Data Services have helped other clients.

***“The CIMRO Conference is an event where great ideas are shared and the attendees gain valuable information regarding the products they use to protect consumers,”*** said Phil Settineri, of Blue Hill Data Services/XyberNET. ***“The presenters provided valuable information on the trends and directions of new products focused on protecting the consumer, as well as provided insight to the rapidly changing political and regulatory conditions facing the industry.”***

Motivational speaker Donny Ingram closed out the conference with a brief introduction to his “Engaging for Success” corporate training program, reminding us of the importance of writing down and visualizing our goals, which left all of us feeling re-energized.

### **About CIMRO**

CIMRO is a non-profit, 501 (C)(6) trade organization & is dedicated to providing a forum for the promotion of credit-related products including Credit Insurance, Debt Protection and ancillary products.

CIMRO is an acronym for **C**redit **I**ndustry **M**arketing **R**epresentative **O**rganization. It is a formal gathering of credit protection/insurance and debt cancellation marketing personnel for the purpose of sharing strategies, trends, methodologies and products in order to find solutions to industry challenges. The synergistic value achieved through the group's interaction provides a unique forum where open communication creates new pathways for success.

[www.CIMRO.org](http://www.CIMRO.org)

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### **Blue Hill Data Services: Cost-Effective, Secure, On-Shore Data Center Hosting Solutions**

Blue Hill Data Services helps customers reduce their operating costs and minimize risk by providing **fully managed data center hosting solutions**, and a full array of complementary IT support services. Our highly skilled and experienced staff, **world-class on-shore facilities**, and reliable 24/365 services have supported customers worldwide and from all industries since 1994. We specialize in **Mainframe, Open Systems, and AS/400 iSeries managed hosting services; Applications Services; Colocation Services; Dedicated Disaster Recovery and Business Continuity Solutions**. Our deep technical skills and long standing experience enable us to support our customers' **legacy environments** as well as implement **new technology solutions**. Our differentiation is providing **customized solutions, flexibility with contracts and SLAs, and personalized attention and services**.

Blue Hill/XyberNET is the leading supplier of software, processing, and services to the Financial Insurance Industry. More than half of all premiums for credit life, disability, debt protection and warranty premiums/contracts were processed on XyberNET software.

We are proud our customer retention is 100%.

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