



**January 26<sup>th</sup>, 2021**

## **Negotiation Skills Panel**

***A Developing Professionals Event***

**FREE**

by RMA Puget Sound Chapter

**Register**

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**Tuesday, January 26th, 2021 | 10:30 - 11:30 AM PDT | on Zoom**

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The RMA Puget Sound Developing Professionals Group invites you to hear from a few of the region's top professionals when it comes to negotiation, whether that be mergers & acquisitions, placing employees in top executive roles, or pitching for your next big raise! Our panelists will discuss tips and tricks to help you learn how to hone your negotiation skills, no matter the situation.

The Risk Management Association's (RMA) Puget Sound Developing Professionals Group is dedicated to providing the area's up and coming leaders in banking and other financial industries with networking and educational opportunities that help advance their careers.

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**Event Sponsor:**



**Chapter Sponsor:**





## Our Panelists:



**Alan Chaffee**  
*Turning Point Capital*

Alan Chaffee is the CEO and Founder of Turning Point. He has 25 years of extensive experience in financial accounting, business consulting, company valuations, and corporate re-structuring. He has focused his last two decades helping companies from a diversity of industries—media to manufacturing and in-between—use financial information to drive operational improvements, manage cash flow, and increase profitability. As Turning Point's CEO, Alan has performed CFO duties for over 100 middle market companies, revenues ranging from \$2M to \$150M annually.

Under Alan's guidance, Turning Point has, in seven quick years, grown to become the Northwest's leading CFO consulting practice, providing solutions-based advice, designing and implementing the financial processes that help companies make the most of their financial information.



**Scott Hardman**  
*Alexander Hutton, Inc*

Scott is a managing director at Alexander Hutton, Oaklins' member firm in Seattle. He focuses on manufacturing (in particular in aerospace), technology and healthcare transactions, and leads Oaklins' healthcare practitioners and clinics team.

Previously, Scott established the international division of a financial consulting firm, where he consulted with banks and businesses across the United States and in 28 countries on questions related to finance, valuation and management. From 1989 to 1994, he served as chairman and CEO of a Seattle-based diversified manufacturing company serving the aerospace and marine industries. While there, he conducted acquisitions, divestitures and private placements.



**Kevin Meabon**  
*Columbia Bank*

Kevin Meabon is senior vice president and team leader for Columbia Bank's commercial banking team as well as the team leader for the Native American financial services group. In this role, Kevin focuses his energies on building relationships, providing real value and helping each client overcome any challenges. With Columbia's growing Native American financial services group, Kevin helps drive economic activity and social improvement in the lives of Northwest Native Americans.

A commercial banking veteran for 16 years, Kevin has built one of the largest and most complex portfolios for the bank. In 2018, Kevin was honored as a 40 Under 40 award winner by the Puget Sound Business Journal.

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**Register**