

A wide-angle photograph of the Nashville skyline at sunset. The sky is a mix of deep purple, magenta, and orange. The city lights are on, and their reflections are visible in the water in the foreground. The text 'SHIELD CLIENT CONNECT' is overlaid in a white box in the top left, and 'NASHVILLE 2026' is below it. 'Opening Remarks' is written in large white letters on the left side. A QR code and 'VIEW AGENDA' link are in the bottom right.

SHIELD CLIENT CONNECT

NASHVILLE 2026

Opening Remarks

[VIEW AGENDA](#)



THEN

A few hundred MRBs

Financial institutions were just beginning to enter cannabis banking.

TOGETHER

We learned the business

Banks, credit unions and Shield built the operating model side by side.

TODAY

8,000+ businesses

Partner institutions now manage mature portfolios with meaningful deposits and revenue.

The customer has more power

Winning now requires a sharper value proposition, better service and sustainable economics.

THEN

Ample deposits

Institution-led pricing

NOW

Greater price pressure

More customer choice

GOAL

Customers win

Financial institutions win

Navigating what comes next

POLICY

Hemp and legislation

Track developments that could benefit the industry and the institutions serving it.

RISK

A changing profile

Political, legal and market shifts are changing the balance of risk and reward.

SCOPE

Beyond cannabis

Apply the lessons learned to adjacent high-risk industries and emerging opportunities.

2x

banker efficiency

Enable institutions to grow without growing cost and complexity at the same rate.

Double the business

with the same team

Redeploy capacity

to higher-value work

Strengthen outcomes

in efficiency and compliance

Peers are often the best teachers

The strongest ideas in the room will not always come from the stage.

COMPARE

Breakout sessions

Compare notes directly with bankers facing the same operational challenges.

SHARE

Solutions in practice

Hear what peers have already tested, refined and made work.

CONNECT

Build the community

Ask candid questions, deepen relationships and learn from shared experience.

A crawl, walk, run approach

1

REFERRAL

Connect customers to trusted regulated FIs and private lenders.

2

PARTICIPATION

Share exposure and expertise through structured partnerships.

3

DIRECT

Build the capacity to originate responsibly when the institution is ready.

Better together

Your feedback shapes our product. Our commitment turns that feedback into better outcomes.

FOCUS

Efficiency and compliance

Keep improving performance, outcomes and confidence in high-risk banking.

SERVICE

People who care

Account services, engineering and operations treat your institution like their own.

PARTNERSHIP

Challenge each other

Give candid feedback and keep pushing one another to be better.