

## MONEY TRANSFER SYSTEMS CERTIFICATION COURSE

9:00 am to 5:30 pm

MONEY TRANSFER SYSTEM CERTIFICATION COURSE

08:00 09:00	Attendee Registration
09:00 09:15	<b>WELCOME - INTRODUCTION TO THE COURSE</b>
09:15 10:15	<b>Session 1: INTERNATIONAL PAYMENT &amp; MONEY TRANSFER SYSTEMS – THE BASICS</b> Large & Small Value Payments Systems   Money Transfers: Remittances & International Payments Financial Institutions (FIs), Banks & NBFIs   Money Transfer Operators (MTOs) & Remittance Service Providers (RSPs)
10:15 11:00	<b>Session 2: MONEY TRANSFERS – VOLUMES</b> Trends & Estimates   Top MT Sending & Receiving Countries   Main Remittance Corridors
11:00 11:30	Refreshment Break
11:30 12:15	<b>Session 3: MONEY TRANSFERS – PRICING</b> Fees & Forex   Global Pricing Database   The 5 x 5 Objective   Global Pricing Trends (Regional, Channels)
12:15 13:00	<b>Session 4: MONEY TRANSFER MARKET – ENTITIES INVOLVED</b> Traditional MTOs (Tiers 1, 2 & 3)   Banking Institutions   Newcomers & Disruptors   Challengers & Indirect Competitors   Retailers & Other Service Providers   Is the MT business commoditized?   What are the main Barriers to Entry?
13:00 14:00	Lunch
14:00 14:30	<b>Session 5: MONEY TRANSFER INDUSTRY - BUSINESS MODELS</b> The Sending Side   The Receiving Side
14:30 15:00	<b>Session 6: STATE OF THE INDUSTRY</b> Stock Performances of Public MT Companies   Analyzing W Union   M&As   Analyzing the Digital Disruption   De-Risking
15:00 15:30	Refreshment Break
15:30 16:00	<b>Session 7: CASE ANALYSIS: THE US-MEXICO CORRIDOR</b> A little history   Market Evolution in the US   Market Evolution in Mexico   Competition   What's next?
16:00 16:30	<b>Session 8: PRESENT &amp; FUTURE TRENDS OF THE MONEY TRANSFER INDUSTRY</b> Critical issues faced by the MT Industry   Is there room for disruption?   Future of Fintech   Will the Blockchain disrupt it?
16:30 17:15	<b>Questions and Answers - Open Discussion</b>
17:30 19:30	Welcome Reception

YOUR INSTRUCTORS



**HUGO CUEVAS-MOHR - IMTC & MOHR WORLD CONSULTING**  
Hugo is President and CEO of Mohr World Consulting, a consultancy based in Miami, Florida and the Director of IMTC. He is in the Money Transfer Business for more than 25 years. He built one of the largest payment networks in the nineties and sold his company in 2007. He has been consulting since 2001 and training since 2010.

**SALVADOR VELAZQUEZ - MOHR WORLD CONSULTING**  
Salvador was part of 2 successful start-up projects Cibanco (México) and Dolex Dollar Express (USA). Dolex became the 4th largest public co. in the industry in only 10 years of existence. He left Dolex in 2013 after a successful M&A and he is the managing partner of MWC Americas in Mex.



**Note:** Certificates will be awarded by IMTC to all course participants that pass the test that will be administered online after the course is taken.. The Certificate will be emailed to you when you pass.