Focus on the Future

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Jeffrey D. De Petro, SVP & Chief Administrative Officer
Gazing into the Crystal Ball,
What will the Future Bring, is it a Focus on...

• Consumer Experience
• New Technologies
• New Merchant Models or Verticals
• Additional Services
• Yet Unknown
Consumer Experience

- What does the Cardholder want?
- Ease of Payment / Payment Options
- Rewards and Incentives
- Seamless / Frictionless Payments
New Technologies

- Mobile POS
- Retailer Specific Mobile Apps
- Person to Person Payments
- Biometrics
- Integrated Payments
- Cloud Payments
- Wearable Payment Devices
- Tokenization
New Merchant Models or Verticals

- Sports Betting
- Mastercard Negative Option Rules
- CBD
- Cannabis
Additional Services

- 3rd Party Co. Chargeback Prevention and Management Opportunities with New Card Brand Rules Changes
- Cash Discounting
- Same Day Funding for Credit, Debit and ACH Transactions
Yet Unknown?

What is in the Cards for Next Year?
Thank You

Jeffrey D. De Petro
SVP & Chief Administrative Officer
Esquire Bank
516-535-2002
Jeffrey.DePetro@esqbank.com