

2009 MSCPA Convention

June 25-28, 2009

The 2009 MSCPA Annual Convention is June 25-28, 2009 at the Sandestin Golf & Beach Resort in Sandestin, Florida and President Jan Lewis invites all MSCPA members to attend. This is the 24th consecutive convention for MSCPA members at the Sandestin Resort.

Activities begin on Thursday, June 25 as exhibitors set up booths in the Baytowne Conference Center and two four-hour CPE programs are offered to the membership. Dr. Quinton Booker of Jackson State University will present a four-hour Ethics, Rules & Regulations Seminar Thursday morning. Dr. Steve Grice of the University of Alabama at Birmingham presents a four-hour Accounting & Auditing Update Thursday afternoon. A separate brochure with complete details is available on the two four-hour programs.

The convention registration desk opens at 1 p.m. Thursday on the second level of the Baytowne Conference Center. The welcome reception starts at 7 p.m. in the Azalea Ballroom officially opening the meeting and members will be greeted by the current MSCPA officers.

James Metzler speaks at 9 a.m. on Friday...



James Metzler, Vice-President/Small CPA Firm Interests for the AICPA, will discuss current issues in the profession. In his role, he leads AICPA initiatives aimed at serving the needs of small practitioners, including the activities of the Private Companies Practice Section and the Institute's specialized accreditations. He spearheads projects that enable firms to offer high-quality services to clients and maintain thriving practices. He also serves as an advocate for small firms on standard-setting and legislative matters and as liaison between the AICPA and its member firms. Jim has spent more than 30 years working with small firms. Prior to joining the AICPA, he was a co-founder of ConvergenceCoaching, LLC, a national consulting firm dedicated to helping CPA and information technology firms prosper by assisting them to develop and implement success plans.

Before that, he spent 32 years in public accounting, 24 of them as a partner with Gaines Metzler Kriner & Company, LLP, a

local firm in Buffalo, New York. He was also founder and chairman of GEMKO Information Group, Inc., a successful consulting organization.

He is the author of *How to Build a Million Dollar Technology Consulting Practice*, published by Aspen Publishing, and a frequent lecturer for the AICPA, IBM, Microsoft and global CPA professional associations. Jim is a past member of the AICPA Council, the governing body of the accounting profession, and is recent past Chair of the Executive Committee of the AICPA Information Technology Section and AICPA Member Innovation Advisory Panel. Jim also served on the AICPA Performance Measures Task Force and the 2003 AICPA Practitioners Symposium Planning Committee. Additionally, he has served as an editorial advisor for the *Journal of Accountancy*, *Accounting Today* and the *CPA Technology Advisor*. Jim is among the founding members of the Information Technology Alliance.

Ron Klein focuses on legal liability issues at 10:15 a.m...



Ron Klein, J.D., CFE is vice president-claims counsel with CAMICO Mutual Insurance Company (www.camico.com). He is responsible for advising the claims department, especially on high exposure claims, and is the chief claims strategist. He has been with CAMICO since its inception in 1986, managed the claims department for 20 years, and has seen over 4,000 professional liability claims during his tenure.

Educated as an accountant and attorney, Klein holds a Bachelor of Science in Business Administration from Washington University in St. Louis, and a Juris Doctor from Southwestern University in Los Angeles. He is a member of the California Society of CPAs' committee on professional liability and is a frequent speaker for CAMICO as well as the California CPA Education Foundation. Klein is also the co-author of *CPA's Guide to Effective Engagement Letters, 7th Edition*, the definitive work on engagement letters for CPAs, published by CCH.

Following the morning presentations, members are free to enjoy an afternoon

Continued on page 4

In Memoriam

Robert C. Erkhart

Lucedale

Died Feb. 28, 2009

Committees Meet May 5 at MSCPA

MSCPA Committees will hold their Spring organizational meetings during morning (9-11 a.m.) or afternoon (1-3 p.m.) sessions on Tuesday, May 5 at the MSCPA Building in Ridgeland.

Committees on a morning schedule starting at 9 o'clock include Accounting & Auditing, Awards, Education & Scholarships, Business Valuation, Continuing Professional Education, Firm Administration & Development, Governmental Accounting & Auditing, and Health Care Services.

The afternoon committee schedule starts at 1 p.m. and includes Industry, Insurance Trust, Legislation, Long Range Planning, Non-Profits, and Taxation.

Committees will plan their program of work for the new year. Minutes will be reviewed by the Board of Governors at the July meeting.

In This Issue —

Welcome New Members.....	2
Sandestin Housing Form	3
Committee Chairmen	4
Nominations Report	4
Data Security	6
Incentive Plans	9
May CPE.....	11-17
Mail Ballots.....	18



*Published
by the
Mississippi Society of
Certified Public Accountants*

306 Southampton Row
The Commons
Highland Colony Parkway
Ridgeland, MS 39157
PHONE: (601) 856-4244
FAX: (601) 856-8255
E-MAIL ADDRESS:
mail@ms-cpa.org

OFFICERS

President

Jan Lewis, Jackson

Vice President/President-Elect

Bob Cunningham, Jackson

Secretary

Bill Taylor, Water Valley

Treasurer

Stacy Thomas, Jackson

Immediate Past-President

Linda B. Keng, Jackson

Executive Director

Jack O. Coppenbarger

The CPA Newsletter is the official publication of the Mississippi Society of Certified Public Accountants. The Newsletter invites articles of interest to the profession and gives credit to the author; however, it reserves the right to edit articles for correct spelling, wording and punctuation.

Opinions expressed are not necessarily the official policy of the MSCPA. Advertising is accepted in good faith that the product/services are of value stated.

Welcome New Members

New MSCPA members include Jillian Leigh Compton, Michael Paul Edwards, Michele Barras Little, Emily McCoy McNeil, Jonathan Matthew Pear, Christina Carol Street, Richard Lee Watts, Jr., Ashley Nicole Wicks, and Jessica Leigh Williams.

Now completing the membership process are:

Susan Alyse Albritton was born in Alexandria, Louisiana and received her Bachelor of Science in Accounting and MBA from Mississippi College. She is an Assurance Associate with Horne LLP in Jackson.

Alice Bursey Johnson was born in Texarkana, Texas and received her MBA from the University of Texas at Arlington. She is a Vice President at Kentucky State University in Frankfort.

Henry Moore was born in Madison and received his BS from Jackson State University. He is a Retired member of the MSCPA.

Thomas Marion Peyton, Jr., was born in Baton Rouge and received his BS in Accounting from LSU. He is self employed in Hattiesburg.

Jessica Renae Short was born in Hinds County and received her BBA and MAcc from Millsaps College. She is the Grants & Contracts Manager with the Mississippi Technology Alliance in Jackson.

Brooks Alan Taylor was born in Jackson and received his Bachelor of Accountancy and Master of Public Accountancy from Mississippi State University. He is a Financial Accounting Analyst with Telapex, Inc., in Ridgeland.

MAJOR EVENTS ON THE 2009 MSCPA CALENDAR

(Dates are tentative for some Fall Conferences)

Mississippi Technology Conference	May 11-12
A&A Conference	May 15
Gulfport CPE Block	May 18-20
<i>Includes TWO days of Technology CPE from K2 Enterprises</i>	
Trusted Advisor Workshop (NEW)	May 19
Program for Mgmt. Development	May 20-21
Summer Cluster - Tupelo	May 27-29
Summer Cluster - Ridgeland	May 27-June 5
Hattiesburg CPE Block	June 22-24
Annual Convention	June 25-28
Governmental A&A Conference	August 20-21
Health Care Services Seminar	September 17
Industry Conference	October 20
Business Valuation & Litigation	November 6
Mississippi Tax Institute	November 12-13
Not-for-Profit Conference	TBA
Educators Symposium	TBA



HOUSING REQUEST FORM

Book online: <http://www.Sandestin.com/21R4QW.aspx>

Sandestin® Group Reservations

Call 800.320.8115 or Fax: 850.267.8221

Wednesday, June 24 - Sunday, June 28, 2009

GROUP CODE: 21R4QW

Name _____ Number in Party: Adults _____ Children _____

Company Name _____ Business Phone _____

Address _____ E-Mail _____

City _____ State _____ Zip _____

Sharing With _____

Arrival Day/Date _____ Departure Day/Date _____

Please select method of payment:

Credit Card # _____ Exp. Date _____ Signature _____

Authorization # _____ (located on the reverse side of card) Check # _____

Your cut-off date for reservations is **May 24, 2009**, after which rooms will be sold on a space-available basis.

ACCOMMODATIONS AND RATES

Please circle your choice of accommodations. A deposit of one night's room rate is required to secure rooms. Room rates quoted **DO NOT** include 13% taxes and fees. Any other type of accommodation besides what is in your block will vary in cost depending on location.

<u>ACCOMMODATION</u>	<u>DAILY RATE</u>	<u>ACCOMMODATION</u>	<u>DAILY RATE</u>
BEACHSIDE STUDIO	\$291.00	RESORT CLASSIC 3 BDRM	\$331.00
BEACHSIDE 1 BDRM	\$328.00	BAYSIDE INN RV STND ROOM	\$146.00
BEACHSIDE 2 BDRM	\$460.00	BAYSIDE INN BV STND ROOM	\$156.00
BEACHSIDE 3 BDRM	\$660.00	BAYSIDE INN SUITE	\$197.00
WESTWINDS 1 BDRM	\$374.00	VILLAGE STUDIO	\$179.00
WESTWINDS 2 BDRM	\$484.00	VILLAGE 1 BDRM	\$247.00
WESTWINDS 3 BDRM	\$693.00	VILLAGE 2 BDRM	\$315.00
TIVOLI 2 BDRM	\$352.00	VILLAGE 3 BDRM	\$395.00
TIVOLI/PINE RIDGE 3 BDRM	\$420.00	GRAND SANDESTIN STUDIO	\$197.00
TIVOLI 3 BDRM LOFT	\$482.00	GRAND SANDESTIN 1 BDRM	\$271.00
DOCKSIDE 2 BDRM	\$272.00	GRAND SANDESTIN 2 BDRM	\$338.00
DOCKSIDE 3 BDRM	\$356.00	GRAND SANDESTIN 3 BDRM	\$427.00
BEACHWALK 2 BDRM	\$272.00	LUAU STUDIO	\$229.00
BEACHWALK 3 BDRM	\$356.00	LUAU 1 BDRM	\$269.00
RESORT CLASSIC 2 BDRM	\$255.00	LUAU 2 BDRM	\$359.00

The Grand Sandestin® consists of accommodations in the Grand, Lasata, Bahia, and Elation
Village Parking Fees - \$12.00 per night for Valet; \$6.00 per night for Self-Park

Deposit is refundable in the event of individual room cancellation, provided notice is received by Sandestin® 14 days prior to scheduled arrival date.

BOOK ONLINE AT www.Sandestin.com and enter group code 21R4QW

Sandestin.

CONVENTION

CONTINUED FROM PAGE 1

participating in the golf tournament or aboard the Sweet Jody for an afternoon of fishing. A box lunch will be provided after the last speaker concludes.

Annual Business Meeting Starts at 9 a.m. on Saturday...

The Annual Business Meeting will be called into session at 9 a.m. on Saturday by President Lewis. Officers for the 2009-2010 fiscal year will be elected and reports from the Secretary, Treasurer, Insurance Trust Chairman, Legislation, and the Mississippi State Board of Public Accountancy will be presented. Members who have won the Outstanding Educator and Public Service Awards will also be honored.

John Norris discusses the economy at 11 a.m. in his presentation: "The U.S. Economy: Please Tell Me The Future is Better Than the Past."



John Norris oversees the Wealth Management and investment services for Oakworth Capital Bank, Birmingham, Alabama. He has over 17 years experience in the money management industry. Prior

to joining Oakworth, Mr. Norris was Chief Economist, Chairman of the Investment Strategy Committee, and a Senior Fund Manager for Regions Financial Corporation's Morgan Asset Management (MAM) subsidiary. Prior to joining MAM, Mr. Norris served as Chief Investment Officer for The Trust Company of Sterne,

Agee & Leach, Inc. He started his professional career in 1991 with Mercantile-Safe Deposit & Trust Company in Baltimore, Maryland, as an institutional fixed income portfolio manager. Mr. Norris frequently appears in various national and local media as an expert on the economy and the markets, and is currently a guest columnist to the Montgomery Advertiser's Sunday business section. He was named to the Birmingham Business Journal's (BBJ) "Who's Who in Banking & Finance" for 2004, the BBJ's "Top 40 Under 40" for 2007, and Global Register's "Who's Who in Executives & Professionals" for 2006-2007. He received his B.A. in 1990 from Wake Forest University, and his M.B.A. in 1994 from the University of Baltimore.

Free Time Saturday Afternoon

Members return from a free afternoon for a reception and dinner in the Conference Center. President Lewis will introduce newly elected officers and the traditional exchange of gavel will be made as President-Elect Bob Cunningham nears the beginning of his term.

Prayer Breakfast Closes Convention Sunday morning.....

The traditional Sunday morning Prayer Breakfast, very popular with members and well attended, will close the 2009 meeting.

Special for Spouses: On Friday morning at 9 o'clock, a breakfast will be served for Spouses. This will be held on the Second Level of the Baytown Conference Center. And on Saturday starting at 9 a.m., bingo will be held in the conference center with prizes made possible by the MSCPA Chapters.

President-Elect Bob Cunningham Names Chairmen for 2009-2010 Committees

President-Elect Bob Cunningham of Jackson has selected Committee Chairmen to serve in the 2009-2010 fiscal year. Committees meet Tuesday, May 5 according to a morning/afternoon schedule at the MSCPA Building in Ridgeland to plan their program of work for the new year.

Committee Chairmen

Accounting & Auditing	Jennifer Hilliard, Jackson
Advisory to State Board	Gary Walker, Ridgeland
Awards, Education & Scholarships.....	Karen Moody, Jackson
Business Valuation & Litigation Support.....	Elbert Bivins, Jackson
Continuing Professional Education	William Taylor, Oxford
Firm Administration & Development.....	Sim Mosby, Natchez
Governmental Accounting & Auditing	Leslie Shivers, Ridgeland
Health Care Services	David Williams, Jackson
Industry	David Crawford, Jackson
Insurance Trust	Jimmy Childres, Jackson
Legislation	Paul Breazeale, Jackson
Long Range Planning	Ed Jones, Pascagoula
Non-Profits	Charles Lindsay, Ridgeland
Peer Review	Charles R. Prince, Magee
Professional Conduct	Vance Randall, Jackson
Taxation	Bob Box, Jackson

Volunteer for Committee Service

MSCPA members are encouraged to volunteer for committee service and the process is very easy.

Current committee rosters are carried on the Society's website at www.ms-cpa.org. Click on "The Association" tab at the top left of the main page and then follow the link to Committee Rosters. Review the committee titles and send an email to mail@ms-cpa.org listing up to three committee preferences.

President-Elect Bob Cunningham will make appointments in April and a notice of appointment will be emailed to the member with details on your committee meeting.

Report of the Nominations Committee

The MSCPA Nominations Committee reports the candidates for officers/director for 2009-2010. The election is scheduled for Saturday, June 27, 2009 during the Annual Business Meeting at the Sandestin Golf & Beach Resort, Destin, Florida. Absentee ballots for members who will be unable to attend the Business Meeting will be available later this Spring.

President

Bob Cunningham, Jackson

Vice-President/President-Elect

Larry Lefoldt, Ridgeland
Sim Mosby, Natchez

Secretary

Donna Bruce, Jackson
Susan Riley, Hattiesburg

Treasurer

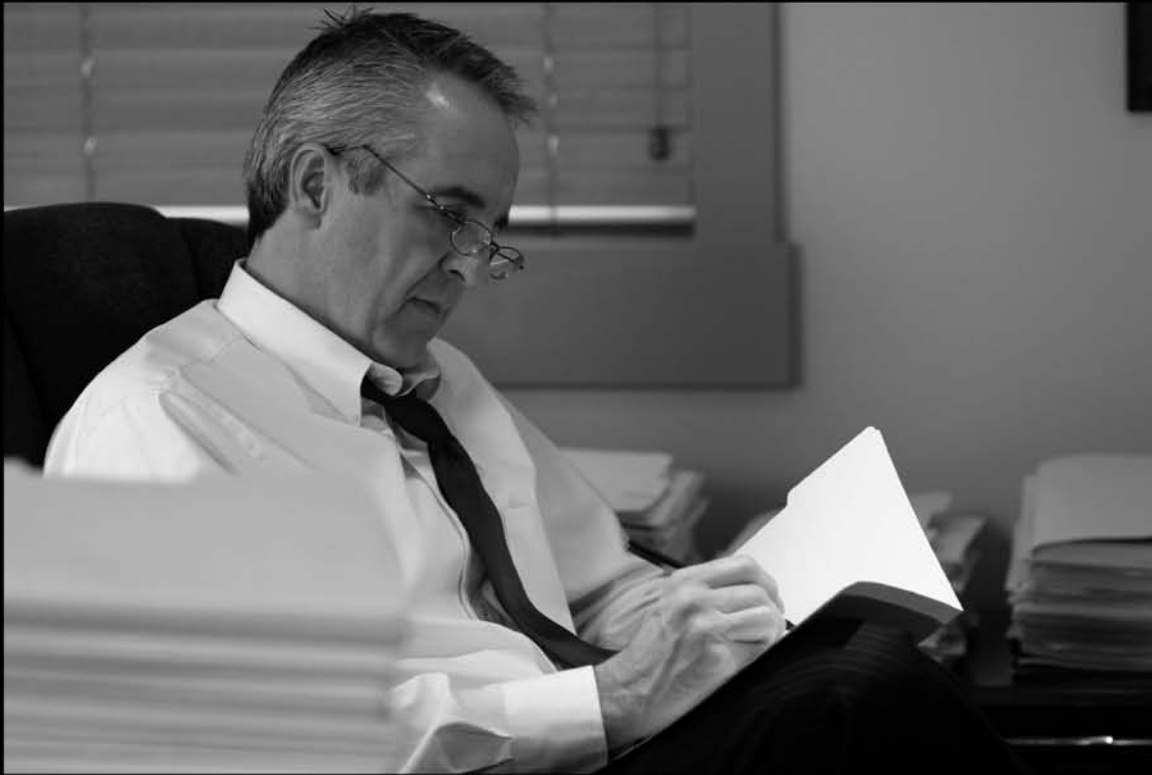
Lee Adams, Jackson
Jeff Warren, Greenwood

At-Large Board Member

Ron Applewhite, Jackson
Vance Randall, Jackson

Members of the Nominations Committee include: Linda Keng, Chairman; Jerry Levens, Tony Chance, Jennifer Armstrong and Martha Dieckman.

Your work isn't done just because the last client has left
and the staff has gone home for the day.



With your busy schedule, the demands on your time are too great to worry about insurance. That's why the portfolio of programs endorsed by the MSCPA has been tailor made to meet your needs.

You concentrate on your accounting practice; we'll take care of the insurance.

- **Major Medical Insurance** – Offering lower priced, tax-advantaged Health Savings Account (H S A) programs and co-pay plans
- **Professional Liability Insurance** – underwritten by CAMICO, the MSCPA-endorsed program is designed exclusively for the accounting profession
- **Business Office Package**
- **Workers Compensation**
- **Life and AD&D; Short and Long Term Disability; and Business Office Overhead**

For additional information contact

David Ellis

1-888-503-5547 Toll Free

Data Security: Are You Meeting Your Responsibilities?

By Brian Tankersley, CPA, CITP

Accountants have always been known for their discretion and ability to keep confidential information secure. Many federal and state laws require businesses to secure confidential data, make customers aware of their written privacy practices, and notify those clients immediately in the event of a privacy breach. Many private organizations impose additional requirements such as the merchant requirements issued by the Payment Card Industry Association (a trade group representing credit card processors and issuers) or PCI. Once common practices such as e-mailing payroll information without using encryption can now create duties to notify thousands of potential victims (with the potential for civil, and in some cases, criminal liabilities). Despite our profession's relatively good record in this area (as compared to others), CPAs should constantly review workflows and procedures for potential information security breaches.

New Federal Information Security Requirements

A major issue for tax preparers in 2009 is the implementation of Revenue Procedure 2008-35, which was issued by the IRS on July 21, 2008 and took effect January 1, 2009. The release updates

regulations under IRC §7216 governing unauthorized disclosure of taxpayer information, mandates new required disclosures to many clients, and restricts how some personally identifiable information can be used for purposes other than return preparation such as financial planning, refund anticipation loan transactions, and offshore return preparation. While early versions of this statute prohibited disclosure of social security numbers to any party outside the United States, the IRS revised its position on this requirement, and now requires a system of "adequate data protection" such as the AICPA/CICA privacy framework, as well as numerous client disclosures about the practice.

Secure Client Communications and Web Portals

One major technology area which needs to be addressed by all CPAs is the adoption of secure methods of sending and receiving information from clients. Since e-mail is in many ways no more secure of a medium of communication than a postcard, CPAs should be careful to not transmit confidential information such as social security numbers via e-mail. Most states have statutes which require protection of personally identifiable information such as social security numbers, and

many have statutes which mandate disclosure to the consumer if the security of this information is breached. Many tax software and document management applications interface directly into secure client portal hosting solutions so incoming documents can be easily incorporated into the document management system and existing documents can be shared with clients as needed. Specialized file transfer products, such as ShareFile, allow an encrypted transfer via an Internet site, and links can be included on your web site.

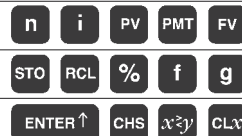
New Nevada and Massachusetts statutes require all transmissions of confidential personal information to be protected with encryption mechanisms such as portals or encrypted files. These two state statutes have been identified by some as a pattern for the next wave of state privacy legislation. While secure portals have been used by many healthcare and financial services providers for some time, CPAs should review the security of their client communication methods and consider updating all staff on firm policies and procedures to maintain the security of confidential information. One resource is the AICPA's International Privacy

Continued on page 7

Customized Asset Management

If you or your clients have \$500,000 or more in your personal investment account and/or your retirement plan, we invite your inquiry as to our track record, background, and fee structure. Call us at 601-982-4123 or 1-800-844-4123 or visit our website at www.medleybrown.com

Fee Only Financial Advisors



P.O. Box 16725, Jackson, MS 39236-6725
795 Woodlands Parkway, Suite 104, Ridgeland, MS 39157
601-982-4123 • 1-800-844-4123 * Fax 601-366-0013
www.medleybrown.com

MEDLEY & BROWN
FINANCIAL ADVISORS

DATA SECURITY

CONTINUED FROM PAGE 6

Framework (which is the basis for Generally Accepted Privacy Principles).

Hosted Applications

Many software providers now offer subscription-based "hosted" versions of their applications, where the program is installed, updated, and all information is stored in a secure remote data center operated by the software provider. While many of these services were developed to facilitate outsourced preparation of tax returns, these services eliminate the need to install and maintain some, if not all software on a firm's local computers.

When combined with hosted document management applications and web portal solutions, these applications can allow preparers to work securely and exchange documents securely from almost anywhere they can obtain a high

speed internet connection. If strong passwords and other data safeguards are used, hosted applications have the potential to offer organizations the ability to work from anywhere securely.

Electronic File Archiving

Most business people use e-mail as a replacement for information which would have been communicated by previous generations in a typed memo or letter. Just as we retain copies of letters and memoranda in our files, e-mail and other electronic files should be considered when implementing document retention procedures. Changes to the Federal Rules of Civil Procedure took effect in 2006 which require parties to litigation to provide e-mail and other documents in native formats when requested. Under these rules, Microsoft Word documents could be requested in a *.doc file format, E-mail could be requested in a Microsoft Outlook Message Store file (a *.pst file), Adobe Acrobat files could be requested as PDF files, etc.

Failure to store paper and digital information in a systematic and rational manner for subsequent retrieval can cause parties to spend hundreds or thousands of hours to accumulate and identify documents required for a complete response to a subpoena. Inaccurate or incomplete responses to court requests can result in sanctions and other adverse findings which can literally cause companies to lose in court simply because records were not retained as required by laws and/or regulations.

Although many professionals have already considered and included these digital files in their document management policies, others have document retention policies which were written before personal computers were widely available. Organizations such as the SANS Institute, the Association for Image and Information Management, provide guidance on these policies, but the requirement to develop, implement, and execute an

Continued on page 8

BARNES, MCGEE, and ASSOCIATES, P.A.

Attorneys at Law



- Estate Planning & Probate
- Tax Litigation & Controversy
- Mergers, Acquisitions & Business Sales
- Estate & Trust Litigation

BarnesMcGee is a specialized law firm concentrating in tax matters. Over the years, we have represented thousands of businesses and individual taxpayers. Our highly experienced tax attorneys are well equipped to handle a host of difficult tax issues. The next time you have a client dealing with troubling tax issues, consider adding us to your team...we get results.

- Harris H. ("Trip") Barnes, III, J.D., LL.M.
- James G. ("Jimmy") McGee, M.B.A., J.D., LL.M.
- Krista S. Andy, J.D., LL.M.

- David R. Lynch, M.A., J.D., LL.M.
- S. Gray Edmondson, J.D., LL.M.
- Ronald A. Worley, J.D., LL.M., Of Counsel
- Jane G. Collins, J.D., LL.M., Of Counsel

www.BarnesMcGee.com

GULFPORT
(228) 868-0197

OXFORD
(662) 236-6265

JACKSON
(601) 981-6336

DATA SECURITY

CONTINUED FROM PAGE 7

effective document management strategy falls the management of every organization. If your business is a party to current or future litigation, time spent reviewing and revising information management policies and procedures may prevent significant expenses in the future.

Members can learn more about these topics and more at the Mississippi Technology Conference, sponsored by MSCPA. This year's conference will be held at the Hilton Jackson on May 11-12, 2009.

Brian Tankersley, CPA.CITP is an associate with K2 Enterprises based in Knoxville, Tennessee, and editor of CPATechBlog.com.

Professional Office Furniture

From Downtown Jackson
CPA Office

For complete details and
pictures, visit:

www.str-furniture.com

SWEET DREAMS FOR ROAD WARRIORS



You know the drill. A business trip takes you on the road. You sacrifice comfort and style for convenience and economy...

Not any more. **The Inn at Ole Miss, Hotel and Conference Center**, offers luxury accommodations, unparalleled amenities, is convenient for the North Mississippi traveler and has competitive rates.

Why not treat yourself to a road trip you'll want to remember.

For reservations call 888-486-7666.

Legendary Hospitality.

Uncompromising Comfort.



The Inn

— AT OLE MISS —

HOTEL & CONFERENCE CENTER

Alumni Drive • Oxford, MS • www.TheInnAtOleMiss.com

Creating Incentive Plans That Don't Work

By Troy Waugh, CPA, MBA

An area our consulting team witnesses many times each year is helping firms design or re-design incentive compensation plans. In this article, I will address just one major flaw we often discover in existing plans.

Ask any experienced business developer, "Where is the easiest place to get business from, clients or prospects?" Almost 100% will agree the most productive source is existing clients. If you ask them about the percentage of new business developed with existing clients each year, in relation to the compliance fees, you will probably hear from 5-10 percent. Since the easiest source of new business is from existing clients, why aren't we obtaining a larger share of the client's professional fees than the paltry numbers we are hearing?

ONE REASON IS THAT MOST INCENTIVE PLANS DO NOT INCLUDE NEW BUSINESS FROM EXISTING CLIENTS.

We've seen it play out many times for firms who announce to their employees the new incentive plan that rewards people for attracting new clients. Right away, many people are turned off. They realize that attracting a new client is extremely difficult if not impossible, so why try? These employees give the partners a nod and go on about their business of serving the current clients of the firm. At the end of the year at bonus time, very little gets paid out and the partners become discouraged.

Why not consider a more effective way and build incentive into your compensation plan for expansions of existing clients,

especially for younger staff members who develop the opportunities?

Have you experienced the following situation? You've launched an incentive plan that rewards new client development. A young, enthusiastic employee brings in a new client that is quite small for your firm. You know the client will never be an "A" or "B" client for your firm. This presents you with a dilemma: Will you accept the clients, knowing that neither you nor the client fit each other? Or, will you turn down the client and risk discouraging the team member? Neither choice is a good one for you. Or even worse, the client is happy and tells his friends about you and they bring all their \$200 tax prep clients your way.

Continued on page 10

Your Clients Expect You To Know Everything.



JAMES A. KOERBER
CPA/ABV, CVA, CFE, CFF



BRIAN SCHMITTLING
CPA/ABV, CVA, CFE, CFF

- Business Valuation Services
- Calculation of Damages
- Forensic Accounting
- Lost Profits Analysis
- Personal Injury/Wrongful Death
- Shareholder Disputes
- Healthcare Valuations
- Intangible Asset Valuations

THE KOERBER COMPANY, PA

Valuation & Litigation Services

103 Madison Plaza • Hattiesburg, MS 39402 • Toll Free 888.655.8282 • www.koerbercompany.com

INCENTIVE

CONTINUED FROM PAGE 9

THE WAY TO AVOID THIS DILEMMA IS TO BUILD AN INCENTIVE PLAN FOR EVERYONE ON YOUR TEAM, WITH LESS THAN FOUR TO FIVE YEARS OF EXPERIENCE, BASED SOLELY ON NEW BUSINESS FROM EXISTING CLIENTS.

This plan will not only get much better results for you, but it will emphasize that the most

important client you can serve is the one you already have.

Partners frequently say to me, "I want them to be paid for things in which they are contributing, not for things in which they had no part in generating" and also "Cross-serving our clients is part of our employee's job, and I don't think we should pay extra for this." Both are good points. The way to avoid the first concern is to set up a simple tracking system whereby the employee must register his or her intended sales approach before the client meeting occurs. The response to the second concern would be "yes, it is part of their job, but it's not happening to the degree we'd like," then you've solved the issue.

In my experience, incentive plans for younger employees should be directed at serving and superpleasing the existing clients of the firm. When good clients are super-pleased, they also communicate their pleasure to the marketplace. When younger employees form relationships with your clients' assistant bookkeepers, assistant controllers and other executives, some of those clients' employees will later change jobs and may take you with them.

REMINDER

The cut-off dates for reserving rooms in the MSCPA Convention block at Sandestin is May 24. After that date, rooms will be on a space-available basis. See the room reservation form on page 3 of this Newsletter.

AICPA Honors Bill Taylor

The AICPA has recognized the 2008 Outstanding Discussion Leaders across the country including Mississippi's Bill Taylor of Water Valley. Bill serves as the CPE Chairman for the MSCPA and is also the Secretary this year. He is the Community Bank President for Renasant Bank in Water Valley.

The list of honorees also includes Elizabeth Gantier, Glenn Helms and Kurt Oestricher who will be presenting classes for the MSCPA this year. The AICPA continues "to offer one of the finest teaching faculties of any vendor in Continuing Professional education and we are very proud to have everyone as part of our team," according to Chris Fleck, Senior Marketing Manager-CPE Group Study, of the AICPA.

Honor an Outstanding MSCPA Member For Public Service

The membership is invited to nominate a member for consideration as the 2009 Public Service Award winner.

The winner will be recognized during the Annual Business Meeting Saturday, June 27, 2009 at the Sandestin Golf & Beach Resort. President Jan Lewis has named members of the 2009 Public Service Award Committee including: Cindy Anderson, Jackson; Bill Kelly, Hattiesburg; and Ben Sayle, Greenville.

Qualifying activities for the award include service clubs, church work, children's programs, economic development and public service. Submit a nominee's name to one of the committee members or to the MSCPA office (mail@mscpa.org) for forwarding to the committee.



- INVESTMENT MANAGEMENT
- 401K ADVISORY SERVICES
- FINANCIAL PLANNING



BARRY C. SMITH



CLARK SMITH, CIMA



DANNY WILLIAMS, CFP



ROGER C. DAVIS

800 Woodlands Parkway, Suite 201 | Ridgeland, MS 39157 | 601-957-6006 | 866-957-6006 | Fax: 601-957-6986 | woodridge-capital.com

DISCIPLINED • SEASONED • RESPONSIVE

CONTINUING PROFESSIONAL EDUCATION

MAY - 2009

May 4

Monday
Ridgeland **NEW**
MSCPA Center

Kess on Tax Legislation 2009: American Recovery and Reinvestment Act of 2009

Discussion Leader: John Murphy, III, CPA
Cost: Members: \$125 Non-Members: \$165 **JUST ADDED TO SCHEDULE !!** **NEW**
Course Hours: 8:30 – 12
LEVEL: Update **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4TA09

COURSE OBJECTIVES AND DESCRIPTION: AICPA and CCH have joined forces with top tax experts Sidney Kess, J.D., CPA, and Barbara Weltman, J.D., who take a straightforward yet comprehensive look at 2009 tax legislation and related developments. The course offers tax professionals clear-cut guidance on the new law, including planning opportunities, pitfalls to avoid, and ways practitioners can capitalize on the law with their clients. Helpful Planning Pointers and Observations - plus alerts to changes affecting 2008 income tax returns - are integrated throughout the course to assist you in both grasping and applying the new law. Sample client letters will help practitioners inform their clients of the new law.

May 6

Wednesday
Ridgeland **NEW**
MSCPA Center

AICPA's Advanced Course: Overview of the AICPA Peer Review

Program Standards
Discussion Leader: Gloria Roberts, CPA **NEW**
Cost: Members: \$240 Non-Members: \$315
Course Hours: 9-5
LEVEL: Advanced **CPE Credit:** 8 A&A **VENDOR:** AICPA **ACRONYM:** ADPRT

COURSE OBJECTIVES AND DESCRIPTION: This one-day, advanced course is designed for experienced reviewers who want to heighten their peer-review skills. It is an excellent follow-up to the AICPA's training course, *How to Conduct a Review Under the AICPA Practice-Monitoring Programs*, and includes an up-to-the-minute analysis of the AICPA Peer Review Program Standards effective January 1, 2009. Enhance your ability to conclude and report peer-review findings for system, engagement and report reviews while learning about changes to the peer review standards and the risk-based approach to planning a peer review.

May 7-8

Thursday-Friday
Ridgeland
MSCPA Center

How to Conduct a Review Under the AICPA Practice-Monitoring Program

Discussion Leader: Gloria Roberts, CPA
Cost: Members: \$350 Non-Members: \$500
Course Hours: 9-5
LEVEL: Basic **CPE Credit:** 16 A&A **VENDOR:** AICPA **ACRONYM:** HCRPM

COURSE OBJECTIVES AND DESCRIPTION: Make the transition from auditor to peer reviewer and successfully conduct a peer review with the help of this mandatory training course. It features realistic case studies of system peer review circumstances and several examples of engagement selections in an engagement or a report peer review. Learn to effectively plan a peer review, develop an understanding of a firm's system of quality control, document procedures used in testing a firm's system (including reviewing selected engagements), prepare the peer review report, provide recommendations and assist a firm in its response to a peer review. For engagement and report peer reviews, select the necessary accounting engagements, review of the engagements and report the results of the peer review. The administrative and committee roles in the peer review program are introduced.

May 11 & 12

Monday-Tuesday
Jackson
Hilton

MISSISSIPPI TECHNOLOGY CONFERENCE

Discussion Leader: Panel
Cost: Members: \$395 Non-Members: \$545
Course Hours: 8:00 - 4:00
LEVEL: All **CPE Credit:** 16 General **VENDOR:** K2 Enterprises **ACRONYM:** MTC
Please see www.ms-cpa.org for the complete conference brochure and registration details.

May 15

Friday
Jackson
Hilton

ACCOUNTING AND AUDITING CONFERENCE

Discussion Leader: Panel
Cost: Members: \$175 Non-Members: \$250
Course Hours: 8:15 – 4:30
LEVEL: All **CPE Credit:** 8 A&A **VENDOR:** Panel **ACRONYM:** AAC
Please see www.ms-cpa.org for the complete conference brochure and registration details.

May 18

Monday
Ridgeland
MSCPA Center

Audits of 401K Plans

Discussion Leader: Bill Taylor, CPA **(Recipient of AICPA Outstanding Discussion Leader Award)**
Cost: Members: \$240 Non-Members: \$315
Course Hours: 9-5
LEVEL: Basic **CPE Credit:** 8 A&A **VENDOR:** AICPA **ACRONYM:** AFKP

COURSE OBJECTIVES AND DESCRIPTION: 401(k) plans have become a popular option for employee benefit plans so it is imperative that you have the skills necessary to audit these plans effectively. Every aspect of how to audit a 401(k) plan and prepare financial statements that satisfy ERISA and SEC requirements are covered in this course. Tap into ways to plan and conduct 401(k) audits more efficiently and effectively and understand the differences between 401(k) audits and other employee benefit plans audits. Upon completion of this course, participants will be able to: Understand the requirements for 401(k) audits as distinguished from audits of other types of employee benefit plans; Plan and conduct 401(k) audits, including those with voice response recordkeeping systems; and Recognize new developments affecting 401(k) audits.

May 18

Monday

Gulfport

Courtyard by Marriott

Ethics, Rules & Regulations**Discussion Leader:** Stan Clark, CPA, PHD**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** All **CPE Credit:** 4 Ethics **VENDOR:** Stan Clark**ACRONYM:** ERR

COURSE OBJECTIVES AND DESCRIPTION: This seminar is designed specifically for CPAs licensed in Mississippi who are subject to the amended Rules and Regulations as adopted by the Mississippi State Board of Public Accountancy. Completion of this course will meet the State Board's requirement for three hours of "ethics" and one hour of "Mississippi Rules and Regulations" through June 30, 2010.

May 18

Monday

Gulfport

Courtyard by Marriott

Accounting and Auditing Update**Discussion Leader:** Stan Clark, CPA, PHD**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 1-4:30**LEVEL:** Update **CPE Credit:** 4 A&A **VENDOR:** AICPA**ACRONYM:** CL4AUAA

COURSE OBJECTIVES AND DESCRIPTION: Keep abreast of the fast-paced changes in accounting and auditing. This course covers the most relevant pronouncements, exposure drafts and consensus reports recently issued in the accounting, auditing, compilation and review arenas. This training will help you identify and apply recently issued FASB statements, interpretations and technical bulletins. Learn how to assess the effect of current auditing standards and standards on accounting and review services from coverage of the latest issues at the AICPA, EITF and FASB.

May 19

Tuesday

Gulfport

Courtyard by Marriott

Technology for CPAs: Don't Get Left Behind**Discussion Leader:** Bob Spencer, PHD**Cost:** Members: \$255 Non-Members: \$330 **CORRECTED PRICE****Course Hours:** 8:30-4:30**LEVEL:** All **CPE Credit:** 8 General **VENDOR:** K2 Enterprises**ACRONYM:** TEC

COURSE OBJECTIVES AND DESCRIPTION: Technology continues to accelerate rapidly, and CPAs need to keep pace. This course is designed for those who are not information technology (IT) experts, but who need an update of their base knowledge level to serve their companies and/or clients more efficiently and effectively. In this fast-paced, update-style course, you will survey today's IT environment, learning about computer hardware, software, operating systems, specific CPA firm solutions, and peripheral devices as well as obtain an update on technology such as PDFs, etc. More importantly, you will be exposed to significant trends in information technology and how to take advantage of the opportunities presented by these trends. Examples include wireless connectivity, paperless office technologies, and remote connectivity strategies. Also included are security and privacy issues related to IT; controlling SPAM, viruses, and spyware; and how to improve the overall performance of your IT investment. Throughout the entire course, significant amounts of time will be used to demonstrate practical applications of the latest technology which provide CPAs in all disciplines with the information they need to harness the power of technology, both now and in the future. Register now for this "don't miss" opportunity to get the skills you need to enhance the value of your IT investment. For details please visit: www.k2e.com/tec.

May 19

Tuesday

Ridgeland

MSCPA Center

AICPA Business Solutions Workshop: Delivering on Your**Trusted Business Advisor Status****Discussion Leader:** Eric Rigby, CPA, PFS

To register for this workshop, please go to our web site -- www.ms-cpa.org -- select the "EDUCATION" tab and then CPE EVENTS AND PUBLICATIONS. This will allow you to access a link to AICPA's CPA2BIZ website. **Registration is not through the MSCPA** for this event – only through AICPA.

This is the same course that was presented in August, 2008. Those attending in August should not attend again but should encourage others in their office or firm to do so.

May 20

Wednesday

Gulfport

Courtyard by Marriott

Accounting Services, Compilations and Reviews: Effective Risk Management**Discussion Leader:** Kurt Oestricher, CPA**(Recipient of AICPA Outstanding Discussion Leader Award)****Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** ASCR

COURSE OBJECTIVES AND DESCRIPTION: Most sole practitioners and local CPA firms routinely provide write-up and other accounting services to their clients, as well as compilations and reviews of financial statements. Since these engagements do not involve technical audit standards and issues, many CPAs view them as low risk. They are not. These services can generate a surprising number of significant malpractice claims: one case resulted in a judgment of one million dollars! This course identifies the risks throughout the entire life-cycle of an engagement, from client acceptance to engagement performance and reporting, even withdrawal. Upon completion of this course, participants will understand the importance of: Having critical conversations regarding engagement scope, firm responsibilities, client responsibilities; Supervision of client employees; Consideration of fraud and illegal acts; Also included: Numerous examples of engagement letters, client acceptance forms, work programs, rep letters and quality control forms. Staff, managers and partners responsible for the planning, execution, and/or review of a private company's accounting services, compilation, and review engagements should attend.

May 20

Wednesday

Gulfport

Courtyard by Marriott

Excel for Accountants -- Tips, Tricks and Advanced Techniques**Discussion Leader:** Bob Spencer, PHD**Cost:** Members: \$255 Non-Members: \$330**Course Hours:** 8:30-4:30**LEVEL:** Intermediate **CPE Credit:** 8 General **VENDOR:** K2 Enterprises**ACRONYM:** EXL

COURSE OBJECTIVES AND DESCRIPTION: Excel is the accountant's tool of choice for analyzing and reporting financial data, yet most accountants have never received any formal Excel training. As a result, many accountants use time consuming and error-prone trial-and-error processes to complete everyday tasks. This highly acclaimed course contains hundreds of tips, tricks, and advanced techniques to improve your productivity and accuracy. Its content is based on over twenty years of experience in delivering Excel training to accountants and on feedback from tens of thousands of accounting and financial professionals just like you. The course has six major areas of topical coverage: productivity tips and tricks, formatting essentials, customizing Excel, formula building essentials, three-dimensional workbooks, and printing essentials. If you are an Excel user, regardless of your level of experience, and you have never taken a formal Excel training course for accountants, you need this course! Participants will have access to sample data files. For details please visit: www.k2e.com/exl

May 20 & 21

Wednesday-Thursday
Ridgeland
MSCPA Center

PROGRAM FOR MANAGEMENT DEVELOPMENT

Discussion Leader: Panel

Cost: Members: \$225 Non-Members: \$300

Course Hours: 8:30-4:30

LEVEL: All **CPE Credit:** 16 General **VENDOR:** PANEL

ACRONYM: PMD

Please go to our web site (www.ms-cpa.org) for details on this popular event.

May 22

Friday
Ridgeland **NEW**
MSCPA Center

Fair Value Accounting: A Critical new Skill for All CPAs

Discussion Leader: Anne Oestriecher, CPA

Cost: Members: \$240 Non-Members: \$315

Course Hours: 9-5

LEVEL: Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA

ACRONYM: FVA

COURSE OBJECTIVES AND DESCRIPTION: Fair value accounting is reshaping traditional financial statements! Gain insights into the conceptual and practical reasons for using fair value as the required (or optional) measurement attribute for a number of new and existing accounting standards. The course covers the conceptual and practical issues which arise when fair value measurement is implemented under existing FASB standards and provides examples of these issues. In addition, the measurement and estimation challenges that confront preparers and auditors in making, and attesting to, fair value measurements are presented and related guidance is provided. Upon completion of this course, participants will be able to: Understand key terminology in SFAS No. 157; Apply the fair value hierarchy to appropriate approaches to measurement; Identify the key aspects of the new fair value option in SFAS No. 159; Identify and evaluate the impact of the key measurement components as they pertain to management's representations and auditors' responsibilities; Apply fair value accounting to certain FASB Statements and Interpretations that require measurements of assets or liabilities at fair value. Also: Conceptual guidance from SFAC No. 7 on using cash flow information and present value techniques in the measurement of fair value.

May 26

Tuesday
Ridgeland
MSCPA Center

Employee Benefit Plans: Audit and Accounting Essentials

Discussion Leader: Bill Felder, CPA

Cost: Members: \$240 Non-Members: \$315

Course Hours: 9-5

LEVEL: Basic **CPE Credit:** 8 A&A **VENDOR:** AICPA

ACRONYM: EBPE

COURSE OBJECTIVES AND DESCRIPTION: Master the fundamentals of auditing employee benefit plans in accordance with AICPA and EBSA standards and avoid the snafus that are all-too-often encountered. Explore the accounting and auditing requirements unique to employee benefit plans. It is designed to give you an understanding of requirements and audit procedures related to defined contribution, defined benefit and health and welfare plans to help you more effectively plan and carry out your audit. Upon completion of this course, participants will be able to: Audit employee benefit plans in accordance with AICPA and EBSA standards; Design specialized audit tests; Plan the scope of an audit; Understand the structure of the more popular employee benefit plans; and Understand accounting requirements unique to employee benefit plans.

May 27

Wednesday

Ridgeland
MSCPA Center

Auditor's Risk Assessment Process: Tackling the New Risk Assessment SASs

Discussion Leader: Glenn Helms, PHD, CPA, CISA, CIA

(Recipient of AICPA Outstanding Discussion Leader Award)

Cost: Members: \$240 Non-Members: \$315

Course Hours: 9-5

LEVEL: Intermediate **CPE Credit:** 8 A&A / YB **VENDOR:** AICPA

ACRONYM: ARAP

COURSE OBJECTIVES AND DESCRIPTION: The risk assessment standards in SAS Nos. 104 through 111 substantially impact the way audits are performed. They represent a major shift in the auditor's risk assessment process for audits of non-public entities. The requirements and guidance will result in more effective audits by enhancing the auditor's application of the audit risk model in practice. Learn the requirements that significantly enhance the quality and depth of the understanding of the entity and its environment, including its internal control system. Gain an understanding of how the new standards differ from existing standards and what you will have to do differently from planning through final field work phases. Learn what procedures are now required to respond to assessed risks. Also learn how the documentation standards in SAS No. 103 and the required communication of internal control related matters in SAS No. 112 fit into the typical audit process. Practitioners who perform audits of non-public entities as well as industry CPAs interested in the requirements of the new risk assessment standards will benefit from this seminar.

May 27

Wednesday
Tupelo
BancorpSo. Conf. Cntr.

Accounting and Auditing Update

Discussion Leader: Stan Clark, CPA, PHD

Cost: Members: \$125 Non-Members: \$165

Course Hours: 8:30-12

LEVEL: Update **CPE Credit:** 4 A&A **VENDOR:** AICPA

ACRONYM: CL4AUAA

COURSE OBJECTIVES AND DESCRIPTION: Keep abreast of the fast-paced changes in accounting and auditing. This course covers the most relevant pronouncements, exposure drafts and consensus reports recently issued in the accounting, auditing, compilation and review

arenas. This training will help you identify and apply recently issued FASB statements, interpretations and technical bulletins. Learn how to assess the effect of current auditing standards and standards on accounting and review services from coverage of the latest issues at the AICPA, EITF and FASB.

May 27

Wednesday

Tupelo

BancorpSo. Conf. Cntr.

Ethics, Rules and Regulations**Discussion Leader:** Stan Clark, CPA, PHD**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 1-4:30**LEVEL:** All **CPE Credit:** 4 Ethics **VENDOR:** Stan Clark**ACRONYM:** ERR

COURSE OBJECTIVES AND DESCRIPTION: This seminar is designed specifically for CPAs licensed in Mississippi who are subject to the amended Rules and Regulations as adopted by the Mississippi State Board of Public Accountancy. Completion of this course will meet the State Board's requirement for three hours of "ethics" and one hour of "Mississippi Rules and Regulations" through June 30, 2010.

May 28

Thursday

Tupelo

BancorpSo. Conf. Cntr.

Accounting Services, Compilations and Reviews: Effective Risk Management**Discussion Leader:** Jim Crockett, CPA, DBA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 8:30-4:30**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** ASCR

COURSE OBJECTIVES AND DESCRIPTION: Please see the description on May 20.

May 28

Thursday

Tupelo

BancorpSo. Conf. Cntr.

Controller's Update: Latest Trends for Today's Financial Manager**Discussion Leader:** Anthony (Tony) LaRusso, BA, MBA, CMA**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** Update **CPE Credit:** 4 General **VENDOR:** AICPA**ACRONYM:** CL4SKSB

COURSE OBJECTIVES AND DESCRIPTION: Let us bring you up-to-date on the latest trends and issues in ethics, accounting, corporate finance, treasury management, technology, and business systems. Learn all about leading-edge topics in managerial accounting and finance in a session that is packed with tips and how-to guidance that you can use immediately. More than half of the material is new every year, and existing topics are updated for new approaches in implementation or application. Put these new hot new tips to work in your company now. Upon completion of this course, participants will be able to: Enhance your understanding of current issues that impact the financial stability of your firm; Deal with major trends in accounting, corporate finance, treasury management, and business risk systems; Utilize new tools for business planning. Owners, controllers, treasurers, financial officers, and other financial managers in companies or divisions with under \$250 million in sales will benefit from this seminar.

May 28

Thursday

Tupelo

BancorpSo. Conf. Cntr.

Analyzing Costs, Productivity & Efficiency: Three Ways to Boost Your Bottom Line**Discussion Leader:** Anthony (Tony) LaRusso, BA, MBA, CMA**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 1-4:30**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** AICPA**ACRONYM:** CL4PYPL

COURSE OBJECTIVES AND DESCRIPTION: This hands-on workshop gives you specific ways to immediately impact an organization's bottom line. These proven techniques for plugging the most overlooked profit leaks come from specific strategies for lowering costs, improving productivity, or gaining efficiencies. You will explore the different methods in depth to show how easy they are to implement, yet make a huge bottom-line impact. Each tool or strategy is one that you can pass onto clients and coworkers. Upon completion of this course, participants will be able to: Develop a clear understanding of the organization's strategy and how it drives costs; Define what is most important and use that to create leadership leverage; Identify costs that do not benefit the customer and remove them permanently; and Understand how to create a company-wide awareness of the impact of costs.

May 28

Thursday

Ridgeland

NEW

MSCPA Center

Internal Control Essentials for Financial Managers, Accountants and Auditors**Discussion Leader:** Glenn Helms, PHD, CPA, CISA, CIA**(Recipient of AICPA Outstanding Discussion Leader Award)****Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Basic **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** ICDAD**NEW**

COURSE OBJECTIVES AND DESCRIPTION: Many managers, supervisors, and accountants in business, government, or non-profits are not able to identify their departmental policies and procedures that function as the primary controls against errors and fraud. On the other hand, auditors performing fieldwork may be confused as to how to interpret and evaluate management's documentation of accounting processes and controls. And neither party may truly understand how their duties differ. This course is designed to give participants a solid understanding of systems and control documentation. After an overview of the latest COSO guidance on the components and principles of effective internal control, this course introduces participants to basic tools used to document an accounting process. Participants then identify the risks of errors and fraud in the accounting system and the presence (or absence) of compensating controls. Finally, participants will practice identifying key controls and control weaknesses. Upon completion of this course, participants will be able to: Interpret basic documentation of a significant accounting process, identify the significant risks of fraud and errors, locate the presence or absence of compensating controls, and identify key controls and control weaknesses.

May 29

Friday

Purchasing, Inventory, & Cash Disbursements: Common Frauds & Internal Controls**Discussion Leader:** Glenn Helms, PHD, CPA, CISA, CIA**(Recipient of AICPA Outstanding Discussion Leader Award)**

Ridgeland

MSCPA Center **NEW****Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA**ACRONYM:** CL4PCD **NEW**

COURSE OBJECTIVES AND DESCRIPTION: Inventory, purchasing, and cash disbursements are common targets for fraud in any entity's environment. While business owners and managers have heard by now that internal controls are very important, they often do not know whether the entity's system is adequate. While accountants instinctively know that internal controls are important and necessary, it is sometimes difficult to effectively communicate this with business owners. This course focuses on common frauds and internal controls over the purchasing (including inventory) and cash disbursements processes. Special attention is given to smaller entities where cost/benefit analysis is extremely important. Upon completion of this course, participants will be able to: Discover common frauds in the purchasing (including inventory) and cash disbursements processes; Design internal controls to mitigate various risks; and Develop an analysis process to ensure efficient and effective risk management.

May 29

Friday

Tupelo

NEW

BancorpSo. Conf. Cntr.

Kess on Tax Legislation 2009: American Recovery and Reinvestment Act of 2009**Discussion Leader:** John Murphy, III, CPA**Cost:** Members: \$125 Non-Members: \$165**JUST ADDED TO SCHEDULE !!****NEW****Course Hours:** 8:30 – 12**LEVEL:** Update**CPE Credit:** 4 Tax**VENDOR:** AICPA**ACRONYM:** CL4TA09

COURSE OBJECTIVES AND DESCRIPTION: AICPA and CCH have joined forces with top tax experts Sidney Kess, J.D., CPA, and Barbara Weltman, J.D., who take a straightforward yet comprehensive look at 2009 tax legislation and related developments. The course offers tax professionals clear-cut guidance on the new law, including planning opportunities, pitfalls to avoid, and ways practitioners can capitalize on the law with their clients. Helpful Planning Pointers and Observations - plus alerts to changes affecting 2008 income tax returns - are integrated throughout the course to assist you in both grasping and applying the new law. Sample client letters will help practitioners inform their clients of the new law.

Note: This seminar is scheduled in Ridgeland May 4, Hattiesburg on June 19, and Gulfport on June 22. See the web site for details.

May 29

Friday

Tupelo

NEW

BancorpSo. Conf. Cntr.

Financial Fraud, Forensics, and the CPA**Discussion Leader:** Donna Ingram, CPA, CFE, Cr.FA**Cost:** Members: \$125 Non-Members: \$165**NEW****Course Hours:** 8:30-12**LEVEL:** Intermediate **CPE Credit:** 4 A&A **VENDOR:** AICPA**ACRONYM:** CL4FFF

COURSE OBJECTIVES AND DESCRIPTION: SAS 99 and the Sarbanes-Oxley Act are now part of everyday life for both financial managers and auditors in small and large companies alike. Efforts to grasp and manage the risks of financial reporting fraud and misappropriation continue to evolve, but much uncertainty remains about what works best. This dynamic program provides specific steps to help auditors and accountants fully meet fraud-handling expectations. The "how to" approach helps participants identify fraud exposures and risks and provides practical ideas on how to handle those exposures. Course materials, developed by a nationally known fraud expert, include examples of what can go wrong and how fraud is reflected in the records. Upon completion of this course, participants will be able to: Build and maintain an anti-fraud environment; Develop the essential Fraud Policy; Create the Fraud Loss Scorecard; Identify and assess key fraud exposure areas; Find Fraud in Three Steps; Examine common fraud indicators, symptoms and red flags; Map fraud risks to prevention and detection internal controls; and develop effective audit program steps. Industry CPAs, public practitioners, and internal auditors will benefit.

May 29

Friday

Tupelo

BancorpSo. Conf. Cntr.

Financial Management: Tools and Techniques to Enhance Profitability**Discussion Leader:** Anthony (Tony) LaRusso, BA, MBA, CMA**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** Intermediate **CPE Credit:** 4 General**VENDOR:** AICPA**ACRONYM:** CL4BLFM

COURSE OBJECTIVES AND DESCRIPTION: Be prepared to advise the company's owner or CEO on the difficult everyday decisions that ensure the success of the company. Use the tool kit provided by this course to enhance profitability. Shift from a reactive to a proactive mode of operation and end the constant firefighting common to many private companies. This course teaches you how to use various proven financial tools and techniques to assess the impact of day-to-day decisions on growing business operations and profitability. It presents and illustrates useful techniques for turning those difficult decisions into routine decisions that will maximize profitability and improve business performance. Upon completion of this course, participants will be able to: Achieve target profit levels by establishing the proper relationship between prices and costs; Improve profitability by establishing and achieving optimal product or service cost structures; Optimize production by utilizing available scarce resources most efficiently and effectively.

May 29

Friday

Tupelo

NEW

BancorpSo. Conf. Cntr.

Outsourcing - Trends, Tools, Techniques and Lessons to Better Your Bottom Line**Discussion Leader:** Anthony (Tony) LaRusso, BA, MBA, CMA**Cost:** Members: \$125 Non-Members: \$165**NEW****Course Hours:** 1-4:30**LEVEL:** Basic **CPE Credit:** 4 General **VENDOR:** AICPA**ACRONYM:** CL4MOA

COURSE OBJECTIVES AND DESCRIPTION: More and more organizations are exploring and/or implementing outsourcing programs, often based on vague observations about what others have done. In such an environment, it is easy to overestimate the savings generated by outsourcing or to underestimate the efforts required for successful implementation and ongoing success. The course examines the potential benefits and pitfalls of outsourcing, both in general terms and for your organization specifically. Learn how to develop a framework

for determining when outsourcing will be successful and profitable. Create a workable strategy for proceeding with an outsourcing decision, and prepare the organization for the potential future use of this strategic alternative.

May 29

Friday

Tupelo

NEW

BancorpSo. Conf. Cntr.

Purchasing, Inventory, and Cash Disbursements: Common Frauds and Internal Controls

Discussion Leader: Donna Ingram, CPA, CFE, Cr.FA

Cost: Members: \$125 Non-Members: \$165

NEW

Course Hours: 1-4:30

LEVEL: Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA

ACRONYM: CL4PCD

COURSE OBJECTIVES AND DESCRIPTION: Inventory, purchasing, and cash disbursements are common targets for fraud in any entity's environment. While business owners and managers have heard by now that internal controls seem to be very important, they often do not know whether the entity's system is adequate. While accountants instinctively know that internal controls are important and necessary, it is sometimes difficult to effectively communicate this with business owners. This course focuses on common frauds and internal controls over the purchasing (including inventory) and cash disbursements processes. Special attention is given to smaller entities where cost/benefit analysis is extremely important. Upon completion of this course, participants will be able to: Discover common frauds in the purchasing (including inventory) and cash disbursements processes; Design internal controls to mitigate various risks; and Develop an analysis process to ensure efficient and effective risk management.

May 29

Friday

Ridgeland

NEW

MSCPA Center

Revenue and Cash Receipts: Common Frauds and Internal Controls

Discussion Leader: Glenn Helms, PHD, CPA, CISA, CIA

Cost: Members: \$125 Non-Members: \$165

NEW

Course Hours: 1-4:30

LEVEL: Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA

ACRONYM: CL4RCR

Now accepted for CMA and CFM continuing education credit.

COURSE OBJECTIVES AND DESCRIPTION: Revenue and cash receipts are two critical areas that require strong controls to prevent intentional fraud or unintentional misstatements. While there is well publicized fraud in these areas in larger companies, it also occurs in smaller businesses and nonprofit entities. A sound system of internal controls is needed to help prevent fraud occurrence. All too often, a "one-size-fits-all" system is put in place without considering the uniqueness of each entity. Upon completion of this course, participants will be able to: Learn common frauds in the revenue and cash receipts processes; Become aware of internal controls to mitigate various risks; and Develop an analysis process to ensure efficient and effective risk management.

Each year, the AICPA recognizes its top ten "Outstanding Discussion Leaders", and this year we are fortunate to have four of those scheduled for live CPE seminars in Mississippi: **Liz Gantnier, Glenn Helms, Kurt Oestrieher,** and our own **Bill Taylor**. Review the schedule for dates when these discussion leaders will be teaching.

Want a quick way to find them? Download the **Excel Worksheet** of the CPE schedule from the web site! This will enable you to search by Discussion Leader Name, City, Vendor, and other categories to find just the seminar(s) you are looking for! *(An enhanced search feature will be available soon with easy-to-use drop-down menus.)*

The American Recovery and Reinvestment Act of 2009

Four sessions of "Kess on Tax Legislation 2009: American Recovery and Reinvestment Act of 2009" have been added to the 2009 CPE Schedule. Details are available on our web site: (www.ms-cpa.org) and in this newsletter.

May 4	Ridgeland
May 29	Tupelo
June 19	Hattiesburg
June 22	Gulfport

MAJOR EVENTS IN MAY

May 11 & 12: Mississippi Technology Conference
 May 15: A&A Conference
 May 18-20: Gulfport Seminars *(Including 2 days of Technology from K2)*
 May 19: AICPA Business Solutions Workshop: Delivering on Your Trusted Business Advisor Status
 May 20-21: Program for Management Development
 May 27-29: Tupelo Cluster
 May 27: Beginning of Ridgeland Cluster

MAJOR EVENTS IN JUNE

June 1-5: Continuation of Ridgeland Cluster
 June 22-24: Hattiesburg Seminars
 June 25-28: Annual Convention in Sandestin

CPE REGISTRATION

Due to space constraints, the previous course descriptions have been condensed. The full descriptions – as provided by the CPE vendors – are available through links on our web site: www.ms-cpa.org under EDUCATION. You may register through the members' portion of the web site or by mailing or faxing the registration portion below with your check or credit card number to: Mississippi Society of CPAs, 306 Southhampton Row, Ridgeland, MS 39157. Fax: (601) 856-8255. Please check each course you wish to attend and encircle each amount included to ensure we enter your payment correctly.

(✓) DATE	COURSE TITLE	CITY	LOCATION	AICPA*	MEM	NON-MEM	Hours / Area
() May 4	Kess . . . American Recovery and Reinvestment Act of 2009	Ridgeland	MSCPA Center		\$125	\$165	4 Tax
() May 6	AICPA's Advanced Course: Overview - AICPA Peer Review	Ridgeland	MSCPA Center	*	240	315	8 A&A
() May 7-8	How to Conduct a Review . . . Practice-Monitoring Program	Ridgeland	MSCPA Center	*	350	500	16 A&A
() May 11-12	MISSISSIPPI TECHNOLOGY CONFERENCE	Jackson	Hilton		395	545	16 General
() May 15	ACCOUNTING AND AUDITING CONFERENCE	Jackson	Hilton		175	250	8 A&A
() May 18	Audits of 401K Plans	Ridgeland	MSCPA Center	*	240	315	8 A&A
() May 18	Ethics, Rules & Regulations	Gulfport	Marriott Courtyard		125	165	4 Ethics
() May 18	Accounting and Auditing Update	Gulfport	Marriott Courtyard		125	165	4 A&A
() May 19	Technology for CPAs: Don't Get Left Behind	Gulfport	Marriott Courtyard		255	330	8 General
() May 20	Accounting Services, Compilations & Reviews, . . .	Gulfport	Marriott Courtyard	*	240	315	8 A&A
() May 20	Excel for Accountants -- Tips, Tricks and Advanced Techniques	Gulfport	Marriott Courtyard		255	330	8 General
() May 20-21	PROGRAM FOR MANAGEMENT DEVELOPMENT	Ridgeland	MSCPA Center		225	300	16 General
() May 22	Fair Value Accounting: A Critical new Skill for All CPAs	Ridgeland	MSCPA Center	*	240	315	8 A&A
() May 26	Employee Benefit Plans: Audit and Accounting Essentials	Ridgeland	MSCPA Center	*	240	315	8 A&A
TUPELO CLUSTER (May 27-29)							
() May 27	Accounting and Auditing Update	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 A&A
() May 27	Ethics, Rules and Regulations	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 Ethics
() May 28	Accounting Services, Compilations & Reviews. . .	Tupelo	BancorpSo. Conf. Cntr.	*	240	315	8 A&A
() May 28	Controller's Update: Latest Trends for Today's Financial Manager	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 General
() May 28	Analyzing Costs, Productivity and Efficiency. . .	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 General
() May 29	Kess . . . American Recovery and Reinvestment Act of 2009	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 Tax
() May 29	Financial Fraud, Forensics, and the CPA	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 A&A
() May 29	Financial Management: Tools & Techniques to Enhance Profitability	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 General
() May 29	Outsourcing - Trends, Tools, Techniques and Lessons . . .	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 General
() May 29	Purchasing, Inventory, & Cash Disbursements . . .	Tupelo	BancorpSo. Conf. Cntr.		125	165	4 A&A
RIDGELAND CLUSTER BEGINS (May 27-June 5)							
() May 27	Auditor's Risk Assessment Process: Tackling the . . . SASs	Ridgeland	MSCPA Center	*	240	315	8 A&A YB
() May 28	Internal Control Essentials for Fin. Mgrs., Accountants and Auditors	Ridgeland	MSCPA Center	*	240	315	8 A&A
() May 29	Purchasing, Inventory, & Cash Disbursements: Common Frauds . . .	Ridgeland	MSCPA Center		125	165	4 A&A
() May 29	Revenue and Cash Receipts: Common Frauds and Internal Controls	Ridgeland	MSCPA Center		125	165	4 A&A

* Denotes AICPA Seminar. AICPA members can deduct \$30 per day from their appropriate fee. This discount must be taken at the time of registration.

The **member rate** for CPE programs is available to all members of the MSCPA. **Non-certified staff may also claim the member rate.** This rate must be applied at the time of registration.

Name _____ Company/Firm _____

Address _____ City, State, Zip _____

Are you a CPA? Yes ___ No ___ MSCPA Member? Yes ___ No ___ AICPA Member? Yes ___ No ___ Member # _____

Phone _____ Fax _____





Email Address (For Confirmations) _____

Amount Due \$ _____ (Did you remember to encircle each amount and to take qualified discounts?)

HAVE YOU MOVED OR CHANGED JOBS?

If so, please fax employment, address & Email updates to MSCPA: 601-856-8255 or email us: mail@ms-cpa.org.

REFUND POLICY: You will receive a full refund if cancellation is received seven days prior to the scheduled date of the course. If you cancel within the seven days, a fifty percent refund will be given. Substitutions are permitted. **No refunds are given for same-day cancellations or no-shows.**

		PLEASE INDICATE METHOD OF PAYMENT <input type="checkbox"/> VISA (13 or 16 digits) <input type="checkbox"/> MasterCard <input type="checkbox"/> Amex <input type="checkbox"/> Discover		
YOUR CARD NUMBER _____ (Have you filled your credit card number completely?)		EXPIRATION DATE _____ MONTH/YEAR		
	SIGNATURE _____			

HOTEL ROOM RATES FOR OVERNIGHT STAYS

We have negotiated special guest room rates at several facilities in the Jackson area including The Hilton Jackson, Hilton Garden Inn in Madison, The Cabot Lodge in Ridgeland (*MS Society of CPA's*), and Homewood Suites on Centre Street in Ridgeland (*MISSISSIPPI SOCIETY OF CPAs* - corporate ID number 0001365307). Others may be added. To receive the discounted rate, you will need to make your reservation EARLY.

THE KOERBER COMPANY, PA

Valuation & Litigation Services



Andrew P. Mozingo

Computer Hacking Forensic Investigator
amozingo@koerbercompany.com

Computer Forensic Services

- Recover deleted files, documents, and emails
- Ensure digital evidence remains in the proper format for litigation
- Track and establish responsibility for unauthorized activities
- Verify, preserve, and analyze digital data
- Identify sources of documentary and digital evidence
- Testify at depositions or trials
- Consult with attorneys, CPAs, and their clients

www.koerbercompany.com • Toll Free: 888.655.8282
103 Madison Plaza • Hattiesburg, Mississippi 39402



Mail Ballots Available for Officer Election

Members who choose to cast an absentee ballot for the 2009-2010 officer slate and the at-large Board of Governors member may now request a ballot from the Society office. Requests should be made in writing to the MSCPA, 306 Southampton Row, Ridgeland, MS 39157 or by email to mail@ms-cpa.org. The Bylaws require that an absentee ballot must be voted and returned to the Society office no later than 15 days prior to the date of the Annual Business Meeting (June 27).

Do We Have Your Email Address?

Visit the Members Section of the Society website (top right main page at www.ms-cpa.org) to review your member information and make updates. Or, email your preferred email address to mail@ms-cpa.org and we'll do the update for you.



a Wolters Kluwer business

The **Mississippi Society of CPA's** is partnering with CCH for **more** Member Benefits for you! We will still offer the Master Tax Guides through our resale program.

Member Order Direct from CCH gives you an easy, quick and economical way to order books from the CCH Online Bookstore. The Master Tax Guide will still be ordered through the Society.

You can order **ANY** of 175 CCH Tax & Accounting titles on the Mississippi Society/CCH Partner Page at a **30% Discount!**

- Accounting & Audit
- Planning
- Practice Management
- Tax Preparation
- Tax Research

Follow this link to the CCH Online Bookstore and select any quantity of books. Just use your **DISCOUNT CODE** at check-out.

Mississippi Society of CPAs
CCH Member Direct Partner Page Address:
<http://tax.cchgroup.com/members/ms-cpa>
Member discount code: Y5687

MSCPA ANNUAL CONVENTION DATES FOR 2009 & 2010

(Definite)

JUNE 25-28, 2009
JUNE 24-27, 2010

**SANDESTIN GOLF
& BEACH RESORT**
DESTIN, FLORIDA

CLASSIFIEDS

EastGroup Properties, a NYSE company, is seeking a Director of Property Accounting. CPA required with public accounting experience strongly preferred. Excellent benefits with strong stable company. Send resume' (no calls) to jobs@eastgroup.net.

Gulf Coast CPA firm of Culumber, Fletcher, Harvey & Associates, P.A. seeks entry level and experienced accountants. Fax resume to 228-863-6952, email to dmharvey@cfhpa.com or mail to 2300 20th St., Gulfport, MS 39501.

Fred T. Neely & Co., CPAs is seeking a senior level audit and tax professional. Competitive salary, excellent opportunity for advancement, great benefits package and no travel. Please send resume to P O Box 894, Greenwood, Ms 38935-0894

Wm. F. Horne & Co., PLLC is seeking a full-time senior tax manager and a senior audit manager for Hattiesburg and Laurel, Mississippi area. Excellent benefits and competitive salary with opportunity for advancement. To apply, email resume to info@wfhorne-co.com or fax to 601-649-5233.

Property Accountant: Parkway Properties has an opportunity for a Property Accountant. Candidates should have good general accounting knowledge with an ability to perform duties with limited level of supervision. Candidates must be efficient with time management and have availability and willingness to volunteer for special projects. Property Accountants are responsible for the accounting and financial statements of 8 to 10 office properties. Responsibilities include preparation of monthly financial statements, day to day communication with properties, analytical review compared to budgets and miscellaneous other projects. Preference will be given to candidates with 2-5 years of experience and an accounting or business degree. Parkway is an Equal Opportunity Employer. To apply, please visit www.pky.com and click Careers.

The Office of the State Auditor seeks experienced audit professionals interested in a rewarding career in the Financial and Compliance Audit Division. We have openings at all levels, statewide, each with opportunities for advancement. We offer excellent benefits including flexible schedule, 30 paid days of leave annually, 10 holidays, excellent salary, retirement plan, deferred compensation plan, health benefits and excellent training opportunities to assist in career advancement. Send your resume to resume@osa.state.ms.us or fax to 601-576-2650. *The Office of the State Auditor does not discriminate on the basis of race, religion, national origin, sex, age, or disability.*

May & Company, LLP in Vicksburg is looking for highly motivated tax and audit professionals. We offer competitive compensation, excellent benefits and opportunities for advancement in a relaxed environment. May & Company is extremely employee friendly with paid overtime or comp time, minimal overnight travel, and

opportunities in tax preparation and auditing. Mail resumes with confidence to Attn: Human Resources, P.O. Box 821568, Vicksburg, MS 39182-1568 or email to info@maycpa.com.

BKD, LLP, one of the 10 largest CPA and advisory firms in the U.S., is looking for experienced audit and tax professionals for its Mississippi offices. Candidates must have CPA or be CPA eligible. For a closer look at BKD, please visit www.bkd.com.

CPA FIRM seeking experienced or entry level auditors that live in the Central to South Delta region of Mississippi. Competitive salary and benefits with limited travel. No overnight trips or weekend work. Reply in confidence to File #401, c/o MSCPA, 306 Southampton Row, Ridgeland, MS 39157.

The firm of **GranthamPoole CPAs**, a recent recipient of the Mississippi Business Journal's prestigious **2006 One of the Best Places to Work in Mississippi** award, is looking for great staff additions. We will be increasing our number of tax professionals this summer. If you love tax preparation and planning and enjoy taking excellent care of clients, we may have a home for you. Full time, seasonal, and part-time staff members are all valued at GranthamPoole. Competitive salary, partner track, great benefits, and excellent opportunity for advancement all make GranthamPoole an outstanding place to work! Send resumes to 6360 I-55 North, Suite 101, Jackson, MS 39211, fax to 601-957-9599 or email dgray@granthampooles.com.

Come join the Wolfe, McDuff, & Oppie team – the firm of choice on the Mississippi Gulf Coast. We have openings at all levels, each with opportunities for advancement. We are looking for ambitious, energetic and self-starting individuals who seek a career in public accounting. You must be comfortable working in a laid-back, flexible environment. We offer competitive salaries, bonus opportunities, great benefits and excellent growth opportunities. Send your resume to recruiting@wmocpas.com or fax to 228-762-4498.

Tann, Brown & Russ Co. PLLC, Jackson, MS seeks experienced audit and tax professionals. We offer competitive compensation, great benefits, no travel, and excellent opportunity for advancement. Send resumes to Allen Holiman, 415 E. Capitol St., Jackson, MS 39201 or email to faholiman@tannbrownruss.com.

Alexander, Van Loon, Sloan, Levens & Favre, PLLC, a Gulf Coast based CPA firm, Finalist for the 2006 Best Places To Work in Mississippi award, is accepting resumes' for the following positions:

Entry Level Accounting Staff, Staff Auditors, Senior Auditors, Senior Tax Professionals, Full Charge Bookkeepers. Competitive salary, great benefits, limited travel and overtime – outstanding place to work! Send resume' to the following address (No Calls): Mail to: Attn: Cindy Moore, 9490 Three Rivers Road, Gulfport, MS 39503; E-mail: cmoore@avlcpsa.com; Fax: (228) 863-1165.

The Koerber Company, PA, located in Hattiesburg, is hiring accountants to work only in the areas of business valuation and litigation

services. Firm will provide training in these areas. Excellent quality of life, benefits, compensation & opportunity for advancement. For more information, visit www.koerbercompany.com. Send resume to jkoerber@koerbercompany.com.

HADDOX REID BURKES & CALHOUN PLLC seeks experienced audit and tax professionals interested in a rewarding career with one of the most established and respected CPA firms in the Jackson area. Excellent benefit package, competitive salary, and opportunity for advancement. Flexible work schedule is an option. Contact Debbie Letteri (dletteri@hrbccpa.com) or mail resume in confidence to P.O. Drawer 22507, Jackson, MS 39225-2507. For more information, visit our website at www.hrbccpa.com.

KPMG LLP seeks experienced audit professionals interested in a rewarding career with one of the largest and most dynamic CPA firms in the world. Competitive compensation, excellent benefits and ample opportunity for advancement are offered. Mail resumes in confidence to 188 E. Capitol Street, Suite 1100, Jackson, MS 39201, e-mail mflynt@kpmg.com, or visit our website at www.kpmg.com.

JACKSON CPA FIRM of Breazeale, Saunders & O'Neil, Ltd. is seeking experienced audit and tax professionals, both full time and part time. Our staff enjoys state-of-the-art technology, intellectually challenging assignments and meaningful opportunities to enhance professional and personal skills. In addition to an excellent compensation package, we offer a family atmosphere with a strong emphasis on client-centered professionalism. Send resume in confidence to P. O. Box 80, Jackson, MS 39205-0080. FAX 601-355-9003.

CALCULATORS PLUS is now handling the Monroe Calculators and supplies. Call Chester Wasser at 601-709-0371 or 888-264-3939 for more information and special CPA pricing.

JIM BURFORD, AGENT FOR ACCOUNTING PRACTICE SALES - WHERE PRACTICE SELLERS AND BUYERS MEET!!! We have a lending source that will lend 100% of purchase price of accounting practices plus operating funds, 10 year loan amortization period, with no down payment, to party that has good credit and at least 2 years of relative experience. An excellent opportunity to open your own office or expand an existing office.

ACCOUNTING PRACTICES FOR SALE:
MS practice Gross \$1,020,000 * Southeastern LA practice Gross \$382,000 * Vicksburg Practice Gross \$86,000 * Ocean Springs Gross \$270,000 * Practice 1 hour south of Tupelo Gross \$85,000 * Lake Charles, LA Gross \$558,000 * Jackson Purchase Area of KY Gross \$758,000.

Thinking of selling? We have qualified buyers waiting and an ever expanding data base of qualified buyers and 100% cash out financing available to close the sale of your practice within 90 days. TO LIST YOUR PRACTICE WITH US OR TO CHECK OUT OUR CURRENT LISTINGS Call me, JIM BURFORD, CPA TOLL FREE (800) 340-7002 or visit our website at www.accountingpracticesales.com or e-mail me at jim@verizon.net



Mississippi Society of
Certified Public Accountants
and its Education Foundation
306 Southampton Row
Ridgeland, MS 39157

PRSRT STD
U.S. POSTAGE
PAID
JACKSON, MS
PERMIT #814



America Counts on CPAs

AICPA business solutions

Trusted Business AdvisorSM Workshop

You don't need to have all the answers. You just need to help your clients put a plan together.



Watch live videoclip
of a previous Workshop.
Go to [www.cpa2biz.com/
TrustedAdvisor](http://www.cpa2biz.com/TrustedAdvisor)

"The AICPA Business Solutions Trusted Advisor Workshop is an excellent way for any CPA to focus on how to more effectively serve his or her clients."

— Sidney Kess, CPA, J.D., LL.M.

Space is limited,
register early
and
Save \$50!

Attend the Trusted Business AdvisorSM Workshop, and become part of a growing group of CPAs who are learning practical tools, techniques and skills for strategic client planning.

Through solution-driven sessions, you'll learn how to translate the issues clients face into opportunities for consulting with them — by hearing first-hand why some clients switch firms and what they're looking for from a CPA.

You'll gain expert insight into how to determine optimum billing rates, cull low margin clients and what technology is most important to invest in. And with hands-on training, you'll learn how to start a strategic dialogue by proactively managing your client relationships. So you can return to the office with a concrete action plan to enhance your practice.

If you don't have these strategic discussions with your clients someone else will.

Who Should Attend

- Sole practitioners
- CPAs and partners in small- to mid sized firms
- Staff looking to take on more

A workshop is coming to Ridgeland in co-sponsorship with the State Society:

Ridgeland, MS

Tuesday, May 19, 2009

Mississippi Society of CPAs

Register by 5/5/09 and SAVE \$50!

Registration information

Online: www.cpa2biz.com/TrustedAdvisor

Phone: 1-888-777-7077

(credit card registration only)

AICPA Member Fee: \$349

Nonmember Fee: \$449

Group Discounts: Groups of 2 or more people from the same firm are eligible to receive a 10% discount on the workshop fees. Call 1-646-233-5078 or if registering online, use coupon code RMD during checkout.



www.cpa2biz.com
888.777.7077