

2010 MSCPA Convention

June 24-27, 2010

The 2010 MSCPA Annual Convention is June 24-27, 2010 at the Sandestin Golf & Beach Resort in Sandestin, Florida as the Society marks the 90th anniversary. President Bob Cunningham invites all MSCPA members to attend.

Activities begin on Thursday, June 24 when exhibitors set up booths in the Baytowne Conference Center. Two four-hour CPE programs are offered to the membership with Dr. Quinton Booker of Jackson State University presenting a four-hour Ethics, Rules & Regulations Seminar Thursday morning and Dr. Stan Clark of the University of Southern Mississippi presenting a four-hour Accounting & Auditing Update Thursday afternoon. A separate brochure with complete details is available on the two four-hour programs at www.ms-cpa.org.

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.

Barry Melancon speaks at 9 a.m. on Friday.....



Melancon

Barry Melancon, President of the AICPA, will provide a professional issues update Friday morning. Barry is the President and Chief Executive Officer of the American Institute of Certified Public Accountants (AICPA), the national professional organization of CPAs with 350,000 members. As head of the largest body of CPAs in the world, Melancon is called upon to represent the Institute with state, national and international organizations and is sought after by key opinion leaders for his expertise.

Under Melancon, the Institute has spearheaded private company financial reporting standards; eXtensible Business Reporting Language (XBRL); the computerized CPA exam; audit quality centers; an Audit Committee Effectiveness Center; and two consumer education programs: *360 Degrees of Financial Literacy*, a national effort to help Americans understand

how financial issues affect them at different life stages, and a related campaign, *Feed the Pig*, created with the Ad Council and designed to help 25 – 34 year olds gain control of their personal finances.

Melancon is a member of the AICPA's delegation to the International Federation of Accountants and founding board member of the Global Accounting Alliance. In 2007 and 2008, he served on the U. S. Department of the Treasury Advisory Committee on the Auditing Profession.

Prior to joining the AICPA, Melancon served for eight years as Executive Director of the Society of Louisiana CPAs. He began his accounting career in 1979 at a small CPA firm in Louisiana and was elected partner in 1984. Melancon holds a bachelor's in accounting and MBA from Nicholls State University, where he served four years as an adjunct professor of accounting.

Jonathan Turner discusses fraud issues at 10:15 a.m.....



Turner

Jonathan Turner has extensive experience conducting civil investigations, concentrating on financial fraud, money laundering and computer crime cases.

During his career, he has helped hundreds of companies and organizations resolve fraud matters, primarily in the healthcare, banking, manufacturing, and service sectors.

He is a Managing Director with Wilson & Turner Incorporated, where he specializes in the prevention and detection of financial fraud and employee crime issues. Prior to co-founding WTI, he served in investigations management positions with regional, national and international investigations firms, with operational responsibility for thousands of investigations. Turner was educated at Tulane University (BA, International Relations) and the University of Leicester (MSc, Security & Risk Management).

He is an expert in the investigation and documentation of financial fraud and computer crime matters. He concentrates on the prevention, detection and resolution of

continued on page 4

In This Issue —

Welcome New Members.....	2
Sandestin Housing Form	3
Turning Prospects Into Clients ..	7
MSCPA Career Center	8
Hardware Tracking.....	9
Does Your Technology Measure Up.....	10

Mail Ballots Available for Officer Election

Members who choose to cast an absentee ballot for the 2010-2011 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 26).

MAJOR EVENTS IN MAY

May 10 & 11: Mississippi Technology Conference

May 17-19: Hattiesburg Cluster

May 19-20: Program for Management Development

May 21: A&A Conference

May 24-26: Tupelo Cluster

May 27: Ridgeland Cluster begins



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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 members include Melody Ann Byrd, Ben R. Hester, Derek Wade Holeman, Jennifer Smith Lott, John Angelo Milazzo, Cal Rackley, Kallie Breanne Stacy, Melissa Ann Swetland, Donna Peninger Taylor, Rickey Reece Williams.

Now completing the membership process are:

Rosemary Franks Jarrell was born in Tupelo and received her Bachelor of Accountancy and Master of Accountancy from the University of Mississippi. She is the Director of Finance for Journal, Inc. in Tupelo.

Jared Hunter King was born in Hattiesburg and received an Associate of Arts degree from Jones County Junior College and a BSBA from the University of Southern Mississippi. He is an In-Charge Accountant with McArthur, Thames, Slay & Dews in Hattiesburg.

Jennifer Rochell Powers was born in Hattiesburg and received her Bachelor of Science degree from Belhaven College. She is the Controller for Jackson Preparatory School in Jackson.

Debbie Lynn Clark McClelland was born in Hattiesburg and received her BSBA with an accounting emphasis from the University of Southern Mississippi. She is a Supervisor with Horne LLP in Gulfport.

Scott Aaron Samuels was born in Jackson and received his Bachelor of Accountancy and Master of Taxation from the University of Mississippi. He is a Tax Supervisor with Horne LLP in Ridgeland.

Ellen Frances Williams was born in Meridian and received her BA and MS in Accounting from the University of Mississippi. She is an Accountant with A. T. Williams, CPA in Philadelphia.

MAJOR EVENTS IN JUNE

June 1-7: Continuation of
Ridgeland Cluster

June 21-23: Gulfport Seminars
(Including 3 days of Technology from K2)

June 24-27: Annual Convention in
Sandestin including one day of
CPE on Thursday: *Ethics* in the
AM and *A&A Update* in the PM

July 1: IRS Practitioners' Meeting
at the MSCPA Center

Our Members in the News

Joseph E. Hines, CPA, CFFA, CFF delivered a presentation on business interruption claims at the Jan. 26 meeting of the Memphis Claims Association. Joey is a partner with Tann, Brown & Russ Co., PLLC in Jackson where he serves as manager of the firm's litigation and forensic accounting services practice.

Committees Meet May 4 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 4 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.

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 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 Sim Mosby will make appointments in early Spring and a confirmation will be sent to the committee member with details on your committee meeting during May. Continuing committee members will receive a notice of details on their committee meeting schedule.



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Wednesday, June 23 - Sunday, June 27, 2010

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2010 CONVENTION

CONTINUED FROM PAGE 1

financial fraud schemes. He prepares fidelity bond and employee crime claims for victim organizations. Working with Fortune 500 and other leading companies, his efforts have led to numerous multi-million dollar recoveries from fraud losses. He has been retained to provide expert testimony regarding fraud, on behalf of governmental, public and private organizations, for matters before U.S. State, Federal & Bankruptcy courts, as well as international courts.

Turner is a Certified Fraud Examiner (CFE), a Certified International Investigator (CII), and is licensed as a private investigator. He maintains active membership in the Association of Certified Fraud Examiners, where he is Chairman of the Board of Regents; the American Bar Association; the American Society of Criminology; and many other professional groups. He serves on the Editorial Boards of *Fraud Magazine* and *The John Liner Review*, and he is an advisor to the Audit Committees of Not-for-Profit Organizations.

Following the morning presentations, members are free to enjoy an afternoon of relaxation or may choose to participate in the golf tournament on the Baytowne Course or aboard the Sweet Jody for an afternoon of fishing. A box lunch will be provided after the last speaker concludes.

The Young CPA Group will sponsor a Game Night Friday night in the Baytowne Conference Center following the reception. This is a new event in the convention schedule.

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 Cunningham. Officers for the 2010-2011 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. CPA Exam Medal Winners will also be recognized.

Andy Taggart and Jere Nash talk politics at 11 a.m. on Saturday:



Taggart



Nash

Originally published in 2006, *Mississippi Politics* quickly became the definitive work on the state's recent political history, campaigns, legislative battles, and litigation, as well as how Mississippi shaped and was shaped by national and regional trends. A central theme of the 2006 edition was the state's gradual transition from a Democratic surety to a Republican stronghold. For the updated edition, authors Jere Nash and Andy Taggart examine the aftermath of the 2007 gubernatorial and 2008 presidential elections—and all the fireworks in between. The new edition adds a chapter covering the last two years and includes analyses of the 2007 and 2008 statewide, legislative, and federal elections; the resignations of Senator Trent Lott and Congressman Chip Pickering; the indictments of Richard Scruggs and other prominent lawyers; President Barack Obama's influence on the state's 2008 voting dynamics; and the election of House Speaker Billy McCoy. **Jere Nash**, a Democrat, is a consultant whose political positions have included executive director of Mississippi First, deputy state auditor, and chief of staff for the Office of the Governor. He has consulted on numerous state and local campaigns. **Andy Taggart**, a Republican, currently operates his own law firm, focusing on business counseling and consulting with emphasis on government and health. He has served as executive director of the Mississippi Republican Party, chief of staff for the Office of the Governor, and president/CEO of the

Mississippi Technology Alliance.

Free Time Saturday Afternoon

Members return from a free afternoon for a reception and dinner on the Grand Lawn. President Cunningham will introduce newly elected officers and the traditional exchange of gavel will be made as President-Elect Sim Mosby 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 2010 meeting.

Special for Spouses: On Friday morning at 9 o'clock, a breakfast buffet 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.

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Tech Bit: **Plane Quiet** by Gregg Marshall, CPMR, CSP

If you fly a lot you'll see more and more people wearing their own headphones, usually active noise cancelling.

My first experience with noise canceling headphones came the first year United flew the new Boeing 777. Upgraded to business class, the headphones were nicer and had a noise cancellation switch. It made a noticeable difference.

Active noise cancellation headphones work using a small microphone to listen to the outside noise then generate a sound pattern that neutralizes that noise as it reaches your ear.

The gold standard for noise cancellation headphones has been the Bose Quiet Comfort 2 at around \$300. I actually think Able Planet's Clear Harmony headphones have better sound because their digital signal processing is more sophisticated.

Of course a \$300 set of headphones you may leave on a plane doesn't fit in everyone's budget. My first pair of active noise cancelling headphones were \$50 from AWAI. They gave me a noticeable improvement, subjectively 80% of what I got from top of the line Bose. I've tried several similarly priced headphones and found them to be roughly comparable.

While trying a pair of Senheiser XX-250 noise canceling headphones that were light and didn't cover the ear, I realized they did a great job if I held them against my ears. But just wearing them let noise leak in around the ear. I understand the new Quiet Comfort 3 have a similar issue.

At the Consumer Electronics Show that year I had a chance to try a pair of Shure E3c in-ear headphones. They weren't active noise cancelling, they are called noise isolation, but they did an amazing job of blocking out the show noise. The pair I have flown with the last two years have worked flawlessly (and they are very small).

Not everyone can wear in-ear headphones, they find them uncomfortable and I'm sure certain ear conditions make in-ear headphones unsuitable. I can. I'm not sure I would ever go back to regular headphones. I find them more comfortable (once you get used to having something stuck in your ear). I can even sleep wearing them, something I could never do with traditional headphone.

The next year at CES I was talking to the Shure people and they shared a paper written by Virginia Tech that showed that noise isolation headphones outperformed

active noise cancellation headphones, a result I find empirically accurate.

I've tried a number of inexpensive in-ear headphones (as low as \$10 from a Chinese vendor at CES that actually were pretty good but I've never seen them in the US retail market). While the sound quality is "ok," and I'm no audiophile, most don't have enough options on their ear buds to get a good seal. The vModa headphones have good sound but "leak." Isolation is the name of the game as far as I'm concerned.

My current favorites are the Etymotic 6i isolation headphones, they came with a selection of ear buds (Available at Amazon). Same noise isolation as my E3c's (lost on an airplane), but they deliver much better sound quality.

Noise canceling/isolation headphones are "the only way to fly." Being on only one flight with the screaming baby 3 rows back will convince you. They are also great when you need to concentrate at the office or some other noisy environment.

Gregg Marshall, CPMR, CSP, is a speaker, author and consultant. He can be reached by e-mail at gmarshall@repconnection.com, or visit his website at <http://www.repconnection.com>.

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Turning Prospects into Clients: **It's Personal** by Lisa Benson

You've heard it before, building your business means building relationships. That's especially true in the accounting field where a company or individual chooses an accounting firm primarily based on personal relationships. The process of changing your accounting firm can take a considerable amount of time. How you utilize that time with your prospects can mean the difference between signing a new client or losing them to another firm.

You can gather all the leads you want, but if you don't cultivate those leads – with patience and on a personal level, very few of them will ever become customers. Far too often, leads are generated, but business development efforts will stop too soon on those that haven't yet reached the "ripe" stage of the sales cycle. The truth is that when you have built a relationship with a prospect, when they are ready to make a change that lead will have a shorter sales cycle and buy more services.

It is vital to build trust and credibility over time with your potential buyers, as well as nurture your current clients to make sure that your competition doesn't lure them away from you. If you gradually become detached from a prospect, trust will

never be established, and if you detach from a current client, the trust you worked so hard to create will be lost.

So, how do you turn leads into clients?

Understand how prospects decide on an accounting firm. The majority of the process involves logic – how can your firm do a better job than their current one or another firm they're considering? They will certainly look at your experience and background carefully, but your "stats" aren't everything. A company's finances are at the core of its survival, so don't underestimate the role that emotions play in the decision-making process. Your firm's credentials matter, but trust matters even more. And trust comes only through building a relationship with the *individuals* who will choose your firm over another.

Get to know your prospects and clients. While it's important to know your firm's unique selling proposition, it isn't enough. You want to make sure you are taking the time to learn about the prospect's organization and their issues and concerns. Imagine going to a doctor and before you discuss any of your symptoms, the doctor starts prescribing medications. Make sure you diagnose before you start to

prescribe. Spend time before a meeting to learn about the prospect, the company and the industry. Internet research makes this quick and easy.

Put yourself in the shoes of your potential client. What would you need to know in order to buy? Think about what this company or individual needs. What problems or issues are they facing? How could you make life easier for them? What is in it for them to work with you?

Always think about what you can do for your client/prospect. Talking about the prestigious companies you have served is all fine and good, but it doesn't tell prospects how you can help them save money, save time, or increase efficiency. The bottom line is: It's not about you – it's about them. Again, ask yourself what you

continued on page 8

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TURNING PROSPECTS

CONTINUED FROM PAGE 7

would need to know in order to buy, and help your prospect understand the benefits of working with your firm. Make sure they know that you understand their business and want to serve their best interests.

Offer valuable information for free.

This can be done through relevant newsletters, emails, whitepapers, blogs, or webinars that offer useful and engaging tips to your prospects and clients on a regular basis. The key word is *relevant*. Your clients and prospects won't appreciate your giving unless your gifts matter to them. Otherwise, you become like the aunt who always gives the gift no one wants. Keep the sales pitch out of it, and simply offer your firm as an

Honor an Outstanding MSCPA Member For Public Service

The membership is invited to nominate a member for consideration as the 2010 Public Service Award winner.

The winner will be recognized during the Annual Business Meeting Saturday, June 26, 2010 at the Sandestin Golf & Beach Resort. President Bob Cunningham has named members of the 2010 Public Service Award Committee including: Stacy Thomas, Jackson; Juliette Mays, Houston; and Steven Palazzo, Biloxi.

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@ms-cpa.org) for forwarding to the committee.

expert and advisor to your clients and leads.

Meet in Person. Don't try to build relationships via email, social networking, and telephone alone. Request the opportunity to meet with the prospects in person. One face-to-face meeting will do more to establish a relationship with a client or prospect than months of emails and phone calls. Don't you feel more trusting and connected to people you have met in person?

Demonstrate that you're worth the trouble of changing firms. Every interaction you have with a prospect demonstrates what it will be like to work with you in the future. No company or individual will change accounting firms unless they believe it is truly to their advantage. Take time to think about the prospect and their situation. Then let them know how you can help make a difference to them.

Never forget about your current

clients. It is easier to keep existing clients than to go find new ones. So, stay involved with your clients on a regular basis. Make sure you know where they are struggling, and make sure you are proactively communicating how you can help. Stay abreast of the changes and challenges in your existing clients' industries, and show them that you care about the success of their businesses.

It may sound like a never-ending mantra, but that's because it works. Building relationships is how you not only increase your bottom line but how you stay afloat in a tough economy. That is true of every business, but it is even truer of accounting, where a client's trust in you is paramount.

About the Author: As a shareholder at The Growth Partnership, Lisa Benson guides the strategy and operations of the Lead Generation Services Division. Using a sophisticated nurture-marketing model, she and her team of experienced marketing and business development professionals helps accounting firms achieve a delicate balance between short-term results and long-term relationships.

MSCPA Launches New Online Career Center

The MSCPA has launched an interactive job board, the **MSCPA Career Center**. The center offers an easy-to-use and highly targeted resource for online employment connections. A link is on the Society's website.

Both members and non-members can use the **MSCPA Career Center** to reach qualified candidates. Employers can post jobs online, search for qualified candidates based on specific job criteria, and create an online resume agent to email qualified candidates daily. An added benefit is online reporting that provides job activity statistics.

For job seekers, **MSCPA Career Center** is a free service that provides access to employers and jobs. In addition to posting their resumes, job seekers can browse and view available jobs based on their criteria and save those jobs for later review if they choose. Job seekers can also create a search agent to provide email notifications of jobs that match their criteria.

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Hardware Tracking

by Val Steed, CPA, MA, CITP

In this era of heightened data security concerns, the idea of asset tracking seems to also have merit. While tracking down a lost laptop or desk system will not solve all the issues related to data breach laws, it might help minimize the damage. I recommend using data encryption along with hardware tracking to protect your data. This article does not discuss data encryption. Instead, the focus of this article is on hardware or asset tracking, especially laptops.

To learn more about hardware tracking I have been using LoJack for Laptops now for over a year. To date, I have installed the solution on two of my laptops and also on my daughter's laptop which is with her at college. After installing the tracking solution the first time, I was amazed to see how my system would automatically log or ping back to the reporting system at least every other day.

Installations of these solutions are very quick and simple. The tracking process is very good. Features to look for are tracking and logging use, test of tracking, and remote data wipe capabilities. Note,

the solution is not installed on the hard drive. I am not sure where it embeds itself in the system but it is deep, maybe BIOS. LoJack for Laptops would not answer this question for good reason. To test this, I have replaced the hard drive in my laptop and it is still pinging away with no further installation! So thieves can try to replace the hard drive, but the system will still ping back to the tracking system.

The cost will typically range from \$25-\$40 per year per device. Deals are available for multiple year contracts and multiple systems. For those with college students or employees who go into the field, this is an easy decision. For those that are mobile but not really in the public, the cost may be prohibitive. For me, this is a great technology as I am constantly on and off planes and in and out of hotels, etc. I use LoJack for Laptops and combine that with PGP Whole Disk Encryption to also protect the data from unauthorized access. Laptops are a big target for data theft when used in public areas.

In a casual discussion with a police

detective, he mentioned to me that these systems work very well and that if the thief is dumb enough to stay online, they can triangulate the location of the stolen equipment in hours. If the thief only uses the equipment on an intermittent basis, it will take a few days to locate but they eventually do locate the equipment. Also, he mentioned that law enforcement officials love these solutions because when they find your equipment, they often also find many other stolen goods and the thief.

To date, I have not needed to report a laptop stolen, but, I now am confident that if I need to do so, I can get the hardware back quickly. I recommend hardware tracking to anyone. Remember, this is just one element in data and hardware protection. You really need a good encryption solution, as well, for a total solution.

2011 Multi-State CPE & Ski Conference

January 10, 11, & 12, 2011 24 Hours of CPE Vail, Colorado Lion Square Lodge & Conference Center (ski-in, ski-out)

Sponsorship: Sponsored by the Colorado Society of CPAs and the following twenty state CPA Societies: Arkansas Society of CPAs, Connecticut Society of CPAs, Florida Institute of CPAs, Georgia Society of CPAs, Hawaii Society of CPAs, Idaho Society of CPAs, Iowa Society of CPAs, Kansas Society of CPAs, Society of Louisiana CPAs, Minnesota Society of CPAs, Mississippi Society of CPAs, North Dakota Society of CPAs, Ohio Society of CPAs, Oklahoma Society of CPAs, South Carolina Association of CPAs, Texas Society of CPAs, Utah Association of CPAs, Virginia Society of CPAs, West Virginia Society of CPAs, Wisconsin Institute of CPAs.

The 2011 Multi-state CPE & Ski Conference supported by twenty-one state CPA societies is pleased to bring you the very best CPE & Ski Conference at the number one snow ski resort in the United States - Vail, Colorado. The Conference features six 4-hour sessions on a wide variety of today's most popular CPE topics. The instructors rank among the top CPE instructors in the United States. To receive an information packet containing detailed course descriptions, instructor biographies, full color brochures of the facilities, and information about Vail, please call K2 Enterprises at (888) 542-9390. Or you may register by faxing the registration form below to the Colorado Society at (303) 773-6344 or mail the form to the Colorado Society of CPAs, 7979 Tufts Avenue, Suite 500, Denver, CO 80237-2843.

Registration Form (Please indicate the sessions you would like to attend)

www.k2e.com/co/ski.htm

Name:		Company:			
Address:		City, State & Zip:		Phone & Fax:	
<input type="checkbox"/>	Lean, Clean and All Things Google	1/10/11	7:30am - 11:00am	4 hours of CPE	\$80.00
<input type="checkbox"/>	Excel PivotTables	1/10/11	4:10pm - 7:40pm	4 hours of CPE	\$80.00
<input type="checkbox"/>	Federal Tax Update	1/11/11	7:30am - 11:00am	4 hours of CPE	\$80.00
<input type="checkbox"/>	Accounting and Auditing Update	1/11/11	4:10pm - 7:40pm	4 hours of CPE	\$80.00
<input type="checkbox"/>	Tech Update	1/12/11	7:30am - 11:00am	4 hours of CPE	\$80.00
<input type="checkbox"/>	Ten Things You May Have Missed in Excel	1/12/11	4:10pm - 7:40pm	4 hours of CPE	\$80.00

Payment Due at time of Registration: Check One: ☐ 8 hours - \$160 ☐ 12 hours - \$240 ☐ 16 hours - \$320 ☐ 20 hours - \$400 ☐ 24 hours - \$480

Method of Payment: ☐ Check ☐ Visa ☐ MasterCard ☐ Discover Card

Card Number:

Expiration Date:

Cardholder Name:

Signature:

Hotel Accommodations: The Lion Square Lodge (800/525-5788) offers prime ski-in, ski-out accommodations (ranging from hotel rooms to five bedroom condos), superb meeting facilities, and reasonable pricing. Rates depend on your length of stay and the view you choose.

Colorado Society of CPAs Cancellations/Transfers Policy: A. Cancellations made 8 business days or more before the conference - no charge. B. Cancellations made within 3 to 7 business days are subject to a charge equal to 11% of the registration fees. C. Cancellations made within 2 business days are subject to a charge equal to 50% of the registration fees. D. No notice given of cancellation is subject to a charge equal to 110% of the registration fees. E. Transfers will be handled on the same basis as cancellations. I agree to the terms of this cancellation policy.

Signature _____

Does Your Technology Measure Up?

by Thomas G. Stephens, Jr., CPA, CITP

Introduction

It's a fair question, don't you think? With today's economic issues still pressuring organizational budgets, many accountants and other business professionals are examining how technology can improve organizational efficiency and profitability. So, where does your organization stand with respect to implementing practical technology that can have an immediate positive impact on your bottom line? What are some of today's technology best practices for firms and organizations of all sizes? At K2 Enterprises, we see several key areas where organizations can realize an immediate return on investing in technology. Among the more noteworthy are:

- Migrating to Microsoft Office 2007/Office 2010,
 - Managing information more effectively with a document management system, and
 - Implementing a workflow solution.
- Each of these is discussed briefly below.
- Migrating to Microsoft Office 2007/Office 2010

For organizations currently running Microsoft Office 2003 or prior, implementing Office 2007 or Office 2010 (currently scheduled for release on May 12), represents a significant opportunity for end-users to become more efficient when working with everyday tools such as Excel, Word, and Outlook. Yes, the user interface is much different than that in Office 2003 and learning how to work with it effectively is a training issue that you will need to address, but the advantages offered in both Office 2007 and Office 2010 far outweigh the transition issues associated with migrating from Office 2003. Among the features in these versions of Office that improve productivity are enhanced capacities in Excel workbooks; improved charting engines in Excel, Word, and PowerPoint; and easier exchange of information through new XML-based file formats. New features available in Office 2010 include a 64-bit version that can take advantage of additional memory installed with 64-bit operating systems; Office Web Apps, a web-based version of Excel, Word, PowerPoint, and OneNote; and significant improvements to Outlook, including QuickSteps and Conversation View, both of which provide for managing email more efficiently.

Neither Office 2007 nor Office 2010 require Windows Vista or Windows 7, but organizations that implement a 64-bit

version of either of these operating systems in conjunction with a 64-bit version of Office 2010 are likely to notice superior performance, as compared to prior versions of Office.

Managing Information more Effectively with a Document Management System

Leaders in many organizations consider their organizations "paperless" because, at some level, the organization is scanning and storing documents as digital files – usually PDFs. However, scanning paper documents to PDFs and storing them in traditional Windows file folder structures does not represent the paperless office. Rather, managing information from cradle-to-grave through a document management system (DMS) is how the paperless office is defined. This management process includes addressing issues such as document security and integrity, defining and enforcing document retention policies, retrieving documents on demand, and placing documents on litigation hold. Further, it addresses all documents in an organization, including documents from non-traditional sources such as email, voicemail, and faxes.

In addition to supporting "green" initiatives, other benefits associated with using a DMS to manage the paperless office include quicker access to critical information, enhanced security, reduction in square footage used to store paper documents, anytime/anywhere access to documents, and increased capacity for growth without adding overhead.

Implementing a Workflow Solution

Closely associated with the concept of a paperless office is that of more effectively managing workflow within the office. Every organization has workflows; workflows are those processes – either formally or informally defined – by which transactions are effected within the organization. For example, in an accounts payable department, there is a workflow associated with how the organization processes invoices from vendors; likewise, in a public accounting firm, there is a workflow associated with how the firm processes individual income tax returns. As organizations move paperless and paper-based routing slips and other documents cease to exist, how will we know the status of any transaction within the organization? How will we know to whom the transaction should flow once a specific processing step is completed? These are the functions of workflow management solutions – to track

documents and transactions as they move from one participant in the workflow to another.

Properly implemented workflow solutions increase efficiency, improve customer/client service, support paperless processes, and improve internal controls, all of which enhance profitability. Consider the following scenario. Suppose you work in a small public accounting firm with ten people involved in the process of preparing individual income tax returns. Further, suppose that the firm prepares 300 tax returns during the 75-day "busy season." A workflow solution that saves each person just fifteen minutes per day saves the firm \$18,750, assuming an average billing rate of \$100 per hour, per person. Clearly, workflow solutions represent a terrific opportunity to enhance organizational profitability.

Summary

Every organization is different and one or more of the technologies mentioned above may not be appropriate for your organization at this time. However, for many businesses, implementing one or more of the technologies discussed in this article can positively affect efficiency, productivity, and ultimately, profitability. Now is a great time to consider how your organization's technology measures up; if it is not supporting organizational objectives, consider the many great options you have available today to make your investment in technology a real strategic asset.

Plan to attend the Mississippi Technology Conference on May 10th & 11th at the Hilton Jackson to expand your knowledge on these topics and more! To register or for additional information on this conference, visit www.ms-cpa.org.

Mr. Stephens is a shareholder in K2 Enterprises, where he develops and presents technology-related continuing professional education programs to accounting and finance professionals across the United States. You may reach him at tommy@k2e.com.

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.

CONTINUING PROFESSIONAL EDUCATION

MAY 2010

April 26

Monday
Oxford
Oxford Conf. Center

Ethics, Rules and 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:** Dr. Stan Clark, CPA **ACRONYM:** ERR-4

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 10 & 11

Monday-Tuesday
Jackson
Hilton Jackson

MISSISSIPPI TECHNOLOGY CONFERENCE

Discussion Leader: Panel of Discussion Leaders from K2 Enterprises
Cost: Members: \$395 Non-Members: \$545
Course Hours: 8:00 - 4:00

LEVEL: All **CPE Credit:** 16 **General** **VENDOR:** K2 Enterprises **ACRONYM:** MTC
Details for this conference are available at www.ms-cpa.org under the Education tab

May 13

Thursday
Ridgeland **** NEW ****
MSCPA Center

Mississippi Sales and Use Tax Seminar

Discussion Leader: Greg Duke, Mississippi State Tax Commission
Cost: Members: \$125 Non-Members: \$165
Course Hours: 8:30-12:00

LEVEL: All **CPE Credit:** 4 **Tax** **VENDOR:** Miss. State Tax Commission **ACRONYM:** MSTC
Details for this conference are available at www.ms-cpa.org under the Education tab

*** JUST ADDED ***

May 17

Monday
Ridgeland **NEW**
MSCPA Center

Is There a GAP in Your GAAP? Series 1

Discussion Leader: David Dube, CPA, MST
Cost: Members: \$240 Non-Members: \$315
Course Hours: 9:00 – 5:00

LEVEL: Basic **CPE Credit:** 8 **A&A** **VENDOR:** Surgent-McCoy **ACRONYM:** GAP1

COURSE OBJECTIVES AND DESCRIPTION: Unlike A&A and recent GAAP seminars which focus on the most recently issued and current US A&A pronouncements and literature, this course will refresh and update your knowledge of all U.S. GAAP topics. Your need to know even the basics of these topics becomes important -- especially in light of the forthcoming convergence of U.S. accounting principles and standards with international accounting principles and reporting standards (IFRS). Highlights: Comprehensive income; Pensions and post-retirement benefit obligations; Capitalization and imputation of interest; Amortization of definite and indefinite lived assets and goodwill; Foreign currency translations; Marketable securities; Non-monetary transactions; and Commitments and contingencies. This seminar is designed for CPAs in both public practice and industry needing a refresher of various U.S. GAAP-based accounting topics.

NEW

May 17

Monday
Hattiesburg **NEW**
Convention Center

Compilation, Review, and Accounting Service Update

Discussion Leader: Mark Dauberman, CPA (Discussion Leader Update)
Cost: Members: \$125 Non-Members: \$165
Course Hours: 8:30-12

LEVEL: Update **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4COMP

COURSE OBJECTIVES AND DESCRIPTION: If you supervise compilation, review and accounting service engagements, this course will help you comply with the professional standards applicable to this year's engagements. Review the current year's AICPA's Compilation and Review Alert and developments in independence, engagement and representation letters, field work, disclosure, reporting, documentation, changes in services or in accountants, and specialty engagements. **VALUE AID:** AICPA's Compilation and Review Alert.

NEW

May 17

Monday
Hattiesburg
Convention Center

Advanced Issues in Compilation, Review and Accounting Services

Discussion Leader: Mark Dauberman, CPA (Discussion Leader Update)
Cost: Members: \$125 Non-Members: \$165
Course Hours: 1:15-4:45

LEVEL: Advanced **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4CRA

COURSE OBJECTIVES AND DESCRIPTION: This lively course is a great way to brush up on the current standards and issues in managing compilation, review and accounting service practices. The scenarios included cover the whole spectrum of practice management, including accounting engagement administration, engagement performance, reporting and OCBOA issues. Upon completion of this course, participants will be able to: Identify responses to numerous compilation, review and accounting service practice issues that conform with all applicable current professional standards; Highlights include: Discussions of practice issues among experienced practitioners; SSARs pronouncements, interpretations and technical practice aids; Peer review deficiencies; Fraud and independence issues; Quality control and engagement administration; Special engagements; Hands-on practice.

May 17

Monday
Hattiesburg
Convention Center

Audits of 401(k) Plans

Discussion Leader: William F. (Bill) Taylor, CPA
Cost: Members: \$240 Non-Members: \$315
Course Hours: 9-5

LEVEL: Basic **CPE Credit:** 8 **A&A** **VENDOR:** AICPA **ACRONYM:** AFKP-1

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. Highlights: evaluating internal control; special audit considerations; preparing the auditors report; and more.

May 18

Tuesday

Ridgeland **NEW**

MSCPA Center

Analyzing and Interpreting Financial Statements

Discussion Leader: David Dube, CPA, MST

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

Course Hours: 9-5

LEVEL: Basic **CPE Credit:** 8 A&A **VENDOR:** Surgent-McCoy

ACRONYM: FSAI

COURSE OBJECTIVES AND DESCRIPTION: The current global recession that has been ongoing over the past two years has caused all users of financial statements to explore in greater depth their understanding of the financial and operating condition of businesses. This seminar, which will be conducted on a case study basis involving various financial statements and reports issued by a selected Fortune 500 company, will provide participants with a working knowledge of the necessary tools and techniques that are employed by both credit and equity stock analysts. Major Topics: Differing types of financial analysis; Using ratio analysis to understand and interpret financial results; Obtaining peer group information from the various available databases; Searching financial statement footnotes for interpretive information; Impact of international financial reporting standards and interpretations; and Utilizing the results of financial analysis in the financial management process. This seminar is designed for: CPAs in public practice and industry who want an understanding of how financial statements can be better interpreted through the use of analytical financial tools and techniques.

May 18

Tuesday

Hattiesburg

Convention Center

AICPA's Annual Update for Controllers

Discussion Leader: Steven Toups, CPA

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

Course Hours: 9-5

LEVEL: Update **CPE Credit:** 8 General **VENDOR:** AICPA

ACRONYM: SKSB

COURSE OBJECTIVES AND DESCRIPTION: Let us bring you up-to-date on the latest trends in accounting, corporate finance, treasury management and business systems. Learn all about leading-edge topics in managerial accounting and finance in a session that is packed with useful tips and how-to guidance that you can apply immediately. More than half of the material is new every year, and existing topics are updated for new approaches in implementation or application. Owners, controllers, treasurers, financial officers and other financial managers in companies or divisions with less than \$250 million in sales will benefit from this seminar.

May 18

Tuesday

Hattiesburg

Convention Center

Identifying and Communicating Internal Control Deficiencies Under SAS 115

Discussion Leader: Mark Dauberman, CPA (Discussion Leader Update)

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

Course Hours: 8:30-12

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

ACRONYM: CL4ICDAR

COURSE OBJECTIVES AND DESCRIPTION: SAS 115 place significant responsibilities on the auditors of nonpublic companies to communicate internal control deficiencies identified in an audit. SAS 115, combined with the requirements in the recently effective Risk Assessment Standards, will likely increase the quantity and variety of control deficiencies required to be communicated to management and those charged with governance – not just in the initial year of discovery, but in each subsequent year until the deficiency is remediated. Are you ready? Independent auditors and managers and internal auditors in nonpublic companies, nonprofits and government agencies will benefit from this seminar.

May 18

Tuesday

Hattiesburg **NEW**

Convention Center

Write-up, Payroll and Other Accounting Services: Managing the Risks

Discussion Leader: Mark Dauberman, CPA (Discussion Leader Update)

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

Course Hours: 1:15-4:45

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

ACRONYM: CL4BPOA

COURSE OBJECTIVES AND DESCRIPTION: Most sole practitioners and local CPA firms routinely provide write-up, payroll and other accounting services to their clients. Since these engagements involve no technical standards or issued opinions, most CPAs view them as risk-free. 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 (and proven risk-mitigating practices) throughout the entire life-cycle of an accounting services engagement, from client acceptance to engagement performance to withdrawal. **HIGHLIGHTS:** Having critical conversations: engagement scope, firm responsibilities, client responsibilities; Supervision of client employees; Preventing engagement creep; Maintaining quality control over accounting services; Withdrawing from an engagement; plus numerous illustrative examples, interpretative flowcharts, observations and engagement management suggestions.

May 19

Wednesday

Hattiesburg

Convention Center

Analyzing Your Company's Financial Statement

Discussion Leader: Steven Toups, CPA

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

Course Hours: 8:30-12

LEVEL: Basic **CPE Credit:** 4 General **VENDOR:** AICPA

ACRONYM: CL4FSABM

COURSE OBJECTIVES AND DESCRIPTION: More and more, clients will be turning to you for advice on financial performance and results. Are you ready? This course shows how to glean important information from financial statements to properly manage your firm. The course



also shows the financial statements as a set of dynamic instruments to use for accurate, relevant and timely financial decisions. Focus on the economic and financial conditions that caused the statements to change and discover how clients can manage liquidity, debt and profitability. Plus, explore effect ratios, causal ratios, pro forma analysis, sustainable growth and more. **BRING A CALCULATOR**

May 19

Wednesday
Hattiesburg
Convention Center

Ethics, Rules and 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:** Dr. Stan Clark, CPA

ACRONYM: ERR-5

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 19

Wednesday
Hattiesburg **NEW**
Convention Center

Beyond Financial Accounting: Budgeting and Costing Techniques for Maximum Profitability

Discussion Leader: Steven Toups, CPA

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

Course Hours: 1:15 - 4:45

LEVEL: Intermediate **CPE Credit:** 4 **General** **VENDOR:** AICPA

ACRONYM: CL4BLMA

COURSE OBJECTIVES AND DESCRIPTION: The success of any business is grounded in the basics of profitability and cash (liquidity) availability. This course is designed for accounting and finance managers to reinforce these tenets and their connection to the key functions within managerial accounting. Understand the importance, variety and sensitivity of user needs that accounting and finance serves. Learn how to apply practical approaches to managerial accounting and finance. Implementation of these tools and techniques will help improve profitability, liquidity and overall finance and accounting services. **HIGHLIGHTS:** Understanding the changing business environment and its implications for practicing accountants, as well as for clients; Project management and business re-engineering. Industry CPAs responsible for redesigning accounting, reporting, management information systems and for implementing new techniques for cost control, profitability analysis and performance measurement will benefit from this seminar.

May 19

Wednesday
Hattiesburg
Convention Center

Accounting and Auditing Update

Discussion Leader: Stan Clark, CPA, PHD

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

Course Hours: 1:15 - 4:45

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

ACRONYM: CL4AUAA-1

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 19-20

Wednesday-Thursday
Ridgeland
MSCPA Center

PROGRAM FOR MANAGEMENT DEVELOPMENT

Discussion Leader: Panel

Cost: Members: \$245 Non-Members: \$320 (Includes lunch both days)

LEVEL: All **CPE Credit:** 16 **General** **VENDOR:** n/a

ACRONYM: PMD

Details for this conference are available at www.ms-cpa.org

May 21

Friday
Jackson
Hilton Jackson

ACCOUNTING & AUDITING CONFERENCE

Discussion Leader: Paul Ogden, CPA, and Dr. Stan Clark, CPA, PhD

Cost: Members: \$175 Non-Members: \$250

Course Hours: 8:00 – 4:30

LEVEL: All **CPE Credit:** 8 **A&A**

ACRONYM: AAC

Details for this conference are available at www.ms-cpa.org.

May 24

Monday
Ridgeland
MSCPA Center

Advanced Update for Compilation and Review Engagements

Discussion Leader: James Crockett, CPA, DBA

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

Course Hours: 9-5

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

ACRONYM: RPCR-1

COURSE OBJECTIVES AND DESCRIPTION: If you manage a compilation, review and accounting service practice, this course is an absolute must; it enables a partner to ensure that current year engagements conform to all applicable professional standards. A practice-oriented review of the latest developments, cases, and lively discussion among the experienced participants make this class informative and practical. The material covers the entire spectrum of partner concerns: current professional standards, independence rules, engagement and representation letters, field work, disclosure, reporting, documentation, quality control, engagement administration, specialty engagements and peer review.

May 24

Monday
Tupelo
BancorpSo. Conf. Cntr.

Auditing Real-World Frauds: A Practical Case Application Approach

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

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

Course Hours: 9-5

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

ACRONYM: ARWF

COURSE OBJECTIVES AND DESCRIPTION: Many auditors struggle with the link between audit design and fraud detection under SAS No. 99. This interactive course utilizes hands-on case studies based on real-world frauds to help participants carry out their financial statement fraud responsibilities. Auditors and corporate accounting and finance professionals will find this course relevant and timely. The course includes an overview of the auditor's responsibilities related to financial statement fraud under SAS No. 99 and clearly links these to the auditor's risk assessment process under the Risk Assessment Standards. In addition, the course includes information relevant to management's responsibility for fraud and internal controls under the COSO framework, PCAOB standards and other "best practices." Cases address personnel fraud, revenue recognition, various financial statement manipulations, theft of capital assets, purchasing fraud and other common areas of interest.

May 24

Monday

Tupelo

BancorpSo. Conf. Cntr.

Leadership Essentials for the CPA - Adapted from Football's Leading Coaches**Discussion Leader:** Jack Park, CPA, CSP**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Basic **CPE Credit:** 8 General **VENDOR:** Financial Insights **ACRONYM:** LEFC

COURSE OBJECTIVES AND DESCRIPTION: There are multiple common threads between championship football teams and high performance organizations. Many of the high-impact strategies of America's most successful football coaches can be adapted to improve an organization's performance. Successes on the gridiron and in the boardroom are often enhanced by similar tactics. Coaches who have risen to master status and CPAs who consistently add value for their clients and organizations, have at least three things in common. They developed skills and abilities in these categories: Think and Perform Strategically; Actively Lead and Manage Operations; and Effectively Develop Resources. Vince Lombardi transformed the lowly Green Bay Packers into world champions in just three seasons. Lombardi's leadership model for crafting high performance organizations has become legendary. Bill Walsh led the San Francisco 49ers to three Super Bowl championships during the 1980's. This CPE program will focus less on "what" coaches like Lombardi and Walsh accomplished, and more on "how" they and other master coaches led their people to extraordinary levels of success. For details, go to: <http://www.jackpark.com>.

May 25

Tuesday

Ridgeland

MSCPA Center

Construction Contractors: Accounting, Auditing and Tax**Discussion Leader:** Andrew C. (Andy) Copeland, CPA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Basic **CPE Credit:** 8 (6-A&A, 1-Tax, 1-General) **VENDOR:** AICPA **ACRONYM:** CAAT

COURSE OBJECTIVES AND DESCRIPTION: Master the fundamentals of the construction industry! Give your clients efficient, high-quality audit and review services and apply GAAP accounting methods applicable to construction contractors. Understand the intricacies of contractor tax regulations. Topics covered include accounting for long-term construction contracts, applying the audit risk model to a construction contractor and contractor tax accounting. It includes AICPA publications and the content is designed to meet the needs of practitioners and industry professionals. Upon completion of this course, participants will be able to: Provide efficient, high-quality audit and review services to construction clients; Identify key tax rules and how to apply them; **HIGHLIGHTS** - Accounting for long-term construction contracts; Applying the audit risk model to a construction contractor; Tax rules for contractors; Nature of the construction industry; Detailed analytical review procedures; Internal control and substantive procedures; and more.

May 25

Tuesday

Tupelo

BancorpSo. Conf. Cntr.

ABC's of Cost Accounting for Improved Performance**Discussion Leader:** Jack Park, CPA, CSP**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Basic **CPE Credit:** 8 A&A **VENDOR:** Financial Insights **ACRONYM:** ABC

COURSE OBJECTIVES AND DESCRIPTION: Many businesses continue to agonize over their inability to calculate and understand their true cost of operations. In today's intensely competitive world, traditional cost accounting systems simply do not do the job. This seminar's primary focus will be: strategic cost management, activity-based costing, target costing, Operational / Non-Financial performance measures, and profitability through productivity. Go to www.jackpark.com for full details on this seminar.

May 25

Tuesday

Tupelo

BancorpSo. Conf. Cntr.

S Corporations: Strategies from Formation to Termination**Discussion Leader:** Peter Towle, CPA, JD, LL.M.**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** Basic **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4SCORP-1

COURSE OBJECTIVES AND DESCRIPTION: Once again, this is the darling for many businesses; find out why during this information-packed session. Practical real-life examples give you ideas to apply immediately for your S Corporation clients. Review the advantages of the S Corporation tax rules. Minimize your client's tax bill with the latest business and tax strategies that make S Corporations so popular. Decide if an S Corporation is your client's entity of choice. Upon completion of this course, participants will be able to: Comply with federal and state S Corporation laws and regulations; Apply special elections and tax treatments in S Corporations; Select tax planning ideas to utilize in S Corporations; Understand the complex rules of S Corporation distributions. Highlights include: How to elect S Corporation status; how and when to terminate; Avoiding built-in gains, excess net passive income and business credit recapture; Tax considerations in the distribution of S Corporation earnings and profits; Pass through rules – selecting the most advantageous allocation method.

May 25

Tuesday

Tupelo

BancorpSo. Conf. Cntr.

NEW**Estate Planning Strategies: Minimizing Taxes and Maximizing Wealth****Discussion Leader:** Peter Towle, CPA, JD, LL.M.**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 1:15 - 4:45**LEVEL:** Basic **CPE Credit:** 4 Tax **VENDOR:** AICPA**NEW****ACRONYM:** CL4EPE

COURSE OBJECTIVES AND DESCRIPTION: What is the estate tax? What is the gift tax? How are they inter-related? Explore the use of wills, trusts and life insurance as vehicles to reduce the estate tax. Whether your client is accumulating wealth or planning for its distribution upon death, advise them on the most tax-efficient way to structure their affairs to minimize taxation on the transfer of their wealth to intended beneficiaries. Upon completion of this course, participants will be able to: Understand the structure of the estate and gift tax; Minimize transfer taxes by incorporating exemptions and credits; Advise clients on filing requirements for Forms 706 and 709. Highlights include: The unified tax nature of the estate and gift tax rates; Basic valuation concepts for calculating the value of estates and gifts; Deductions and credits allowable in calculating estate and gift taxes; Basic planning techniques to minimize transfer taxes – introduction to wills and trusts.

May 26

Wednesday

Tupelo

BancorpSo. Conf. Cntr.

Audits of 401(k) Plans**Discussion Leader:** William F. (Bill) Taylor, CPA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Basic **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** AFKP-2

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. Highlights: evaluating internal control; special audit considerations; preparing the auditors report; and more.

May 26

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-2

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 26

Wednesday

Tupelo

BancorpSo. Conf. Cntr.

Ethics, Rules and Regulations**Discussion Leader:** Stan Clark, CPA PHD**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 1:15 - 4:45**LEVEL:** All **CPE Credit:** 4 Ethics **VENDOR:** Dr. Stan Clark, CPA**ACRONYM:** ERR-6

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 26

Wednesday

Jackson

Eubank and Betts

AICPA's Advanced Course: Overview of the AICPA Peer Review Program Standards**Discussion Leader:** Gloria Roberts, CPA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** **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 26

Wednesday

Ridgeland

NEW

MSCPA Center

Internal Control Deficiencies: Assessment & Reporting Under SAS 115**Discussion Leader:** Glenn Helms, PHD, CPA, CISA, CIA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** ICDAR**NEW**

COURSE OBJECTIVES AND DESCRIPTION: SAS 115 places significant responsibilities on the auditors of nonpublic companies to communicate internal control deficiencies identified in an audit. SAS 115, combined with the requirements in the recently effective Risk Assessment Standards, will likely increase the quantity and variety of control deficiencies required to be communicated to management and those charged with governance – not just in the initial year of discovery, but in each subsequent year until the deficiency is remediated. Focus on compliance with the standards' requirements by examining each stage of the decision-making framework and review numerous illustrations and practice exercises. The course can help managers of nonpublic companies decide whether a control deficiency exists and how to correct it.

May 27

Thursday

Ridgeland

MSCPA Center

Audit Workpapers: Documenting and Reviewing Field Work**Discussion Leader:** Glenn Helms, PHD, CPA, CISA, CIA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** ATDR

COURSE OBJECTIVES AND DESCRIPTION: Workpapers are the building blocks for an audit. If it's not in the workpapers, the manager and partner might not know about it or consider its ramifications. A badly prepared workpaper is a time-waster for managers and partners, so training in proper workpaper preparation is critical. Make this course part of the firm's quality control system. Learn the basics of workpaper preparation – form and content – to make sure everything significant is properly documented. Its many case examples show field work supervisors what factors to consider and steps to follow when reviewing working papers. It alerts them to typical deficiencies and explains how to minimize potential liability by making certain that the firm's reports are fully and accurately supported by documentation. **HIGHLIGHTS:** What all workpapers should contain; How to document different types of procedures; Common shortcomings of workpapers; Opportunities to analyze and critique illustrative workpapers; Suggestions for improving efficiency through savvy workpaper techniques; The “nuts and bolts” of reviewing; Checklists for the review of audit documentation; Reviewing internal control and substantive procedures.

May 27

Thursday

Jackson

NEW

Eubank and Betts

Upcoming Peer Review: Is Your Firm Ready?**Discussion Leader:** Gloria Roberts, CPA**Cost:** Members: \$240 Non-Members: \$315**Course Hours:** 9-5**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA**ACRONYM:** SNPR**NEW**

COURSE OBJECTIVES AND DESCRIPTION: What does it take to have an effective quality control system that leads you to a clean, unmodified peer review report? Find out how to prepare for your next review and what can be done on a daily basis to create a strong quality control environment for your firm. Identify the most common, significant deficiencies that peer reviews uncover and what you can do to prevent them from occurring in your firm. You will consider the process for selecting the appropriate peer reviewer and the right review year-end for your firm. If you have specialized engagements, such as governmental units, not-for-profit organizations, construction contractors or employee benefit plans, you will learn additional issues that come into play. Upon completion of this course, participants will be able to: Create a firm environment that focuses on quality control; Understand the basic steps for monitoring and inspections; Establish quality control system based on the Quality Control Standards; Recognize significant recurring engagement deficiencies and how to prevent them; and Prepare for the next peer review – decisions to make and gathering the right information.

May 28

Friday

Ridgeland

MSCPA Center

Forensic Accounting : Uncovering Schemes and Scams**Discussion Leader:** Glenn Helms, PHD, CPA, CISA, CIA**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** Intermediate **CPE Credit:** 4 A&A **VENDOR:** AICPA**ACRONYM:** CL4FAFR

COURSE OBJECTIVES AND DESCRIPTION: Super-charge your forensic accounting techniques with this course! You are now called upon to detect fraudulent financial reporting and to redesign internal controls to prevent misappropriation of assets. Identify common forensic techniques to recognize fraud schemes and scams and sharpen your forensic skills through the use of analytical tools. Learn to follow cash flows, uncover accounting schemes and much more. Upon completion of this course, participants will be able to: Develop approaches to detect under- or over-valued assets; Ferret out hidden assets and overstated damage claims; Highlights include - identifying inconsistent or unusual items or practices; financing arrangements; fictitious sales, receivables, and fixed assets; related party transactions; conflicts of interest; sham transactions; premature revenue recognition; cost and expense shifting; Common fraud scams: Ponzi, asset flips, lapping, kiting, short shipments, ghosts, intellectual property theft and computer crime.

May 28

Friday

Ridgeland

NEW

MSCPA Center

Analytical Procedures: Practical Guidance for Small Business Engagements**Discussion Leader:** Glenn Helms, PHD, CPA, CISA, CIA**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 1:15 - 4:45**LEVEL:** Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA**ACRONYM:** CL4APRO**NEW**

COURSE OBJECTIVES AND DESCRIPTION: Improving skills in applying analytical procedures will keep you on the cutting edge of the profession. Gain practical guidance in the application of analytical procedures throughout the audit process, with special attention to small business audit engagements. Learn to overcome practice problems in the application of analytical procedures and to document efficiently. **HIGHLIGHTS --** How to use analytical procedures to evaluate a company as a going concern and the requirements of SAS 59; Requirements for use of analytical procedures in accordance with SAS 56; How analytical procedures fit into the assessment of the risk of fraud. **BRING A CALCULATOR.**

**June 1**

Tuesday

Ridgeland

NEW

MSCPA Center

Solving the Choice of Entity Riddle: Key Tax and Business Implications**Discussion Leader:** Robert M. (Bob) Gilwee, Jr., CPA**Cost:** Members: \$125 Non-Members: \$165**Course Hours:** 8:30-12**LEVEL:** Intermediate **CPE Credit:** 4 Tax **VENDOR:** AICPA**ACRONYM:** CL4CEKI**NEW**

COURSE OBJECTIVES AND DESCRIPTION: Choice of entity issues are relevant throughout the life of a business. When starting a new business, a crucial first decision is choosing the correct form of entity to accomplish the company's goals. This course targets the ever-increasing tax advantages and disadvantages of general and limited partnerships, C and S Corporations, LLCs and LLPs, as well as individual proprietorships. Hone in on key issues surrounding the factors that drive the optimal form of organization for a business. Explore plenty of case studies from real-life client situations. **HIGHLIGHTS:** Advantages and pitfalls of placing assets likely to appreciate into specific entity forms; Retirement and fringe benefit opportunities; Using multiple forms to accomplish business goals while protecting specific

assets; Controlled-entity sales to reduce the risk of "dealer" status for future real property development; Selecting the right entity to avoid gain when assets are transferred with liabilities in excess of tax basis; Using an entity to allocate income and loss disproportionately to ownership capital; Using an entity to allow an owner to receive a tax-free distribution of property.

June 1

Tuesday

Ridgeland

MSCPA Center

S Corporations: Strategies from Formation to Termination

Discussion Leader: Robert M. (Bob) Gilwee, Jr., CPA

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

Course Hours: 1:15 - 4:45

LEVEL: Basic **CPE Credit:** 4 Tax **VENDOR:** AICPA

ACRONYM: CL4SCORP-2

COURSE OBJECTIVES AND DESCRIPTION: Once again, this is the darling for many businesses; find out why during this information-packed session. Practical real-life examples give you ideas to apply immediately for your S Corporation clients. Review the advantages of the S Corporation tax rules. Minimize your client's tax bill with the latest business and tax strategies that make S Corporations so popular. Decide if an S Corporation is your client's entity of choice. Upon completion of this course, participants will be able to: Comply with federal and state S Corporation laws and regulations; Apply special elections and tax treatments in S Corporations; Select tax planning ideas to utilize in S Corporations; Understand the complex rules of S Corporation distributions. Highlights include: How to elect S Corporation status; how and when to terminate; Avoiding built-in gains, excess net passive income and business credit recapture; Tax considerations in the distribution of S Corporation earnings and profits; Pass through rules – selecting the most advantageous allocation method.

June 2

Wednesday

Ridgeland

NEW

MSCPA Center

The CPA's Role in Buying or Selling a Business

Discussion Leader: Robert M. (Bob) Gilwee, Jr., CPA

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

Course Hours: 8:30-12

LEVEL: Intermediate **CPE Credit:** 4 Tax **VENDOR:** AICPA

ACRONYM: CL4BASB

COURSE OBJECTIVES AND DESCRIPTION: Become the key adviser to your client or employer who's buying or selling a business. Your advice will impact your client for years to come! Lead the team of advisers with a keen overview of the transaction in addition to specific tax and accounting technical advice. Buying and selling a business involves more than calculating a transaction gain or loss – it must be valued, due diligence must be conducted, and various stakeholders will be impacted. Upon completion of this course, participants will be able to: Understand deal factors and become acquainted with the team of advisers involved with the transaction; Familiarize oneself with due diligence procedures and transaction documentation; understand the basics of alternative valuation methodologies; Identify key buyer groups and the impact of a sale on them; Structure compensation alternatives for buyers and sellers.

June 2

Wednesday

Ridgeland

NEW

MSCPA Center

Practical Tax Tips and Techniques for Closely-Held Businesses

Discussion Leader: Robert M. (Bob) Gilwee, Jr., CPA

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

Course Hours: 1:15 - 4:45

LEVEL: Intermediate **CPE Credit:** 4 Tax **VENDOR:** AICPA

ACRONYM: CL4CHBT

COURSE OBJECTIVES AND DESCRIPTION: Walk away with practical tax strategies for challenges facing your closely held business clients, and employ business strategies to minimize the tax burden on the business and the owners. The tips and strategies are uniquely laid out to allow you to easily and quickly identify and hone in on tax strategies that fit your client's situation. Upon completion of this course, participants will be able to: Recognize developing tax issues that are impacted by business operations; Explore strategies relating to depreciation, choice of entity, basis considerations, financing alternatives, compensation and accounting methods; Implement strategies to reduce the taxes paid by the business; Recognize and plan for the impact of the business taxes upon the owners of the business.

June 3

Thursday

Ridgeland

MSCPA Center

Controller's Update: Latest Trends for Today's Financial Manager

Discussion Leader: Anthony C. (Tony) Larusso, 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 and business systems. Learn about leading-edge topics in managerial accounting and finance in a session that is packed with tips and how-to guidance for immediate use. More than half of the material is new every year, and existing topics are updated for new approaches in implementation or application. Put these hot, new tips to work in your company now.

June 3

Thursday

Ridgeland

MSCPA Center

Financial Forecasting: Planning for Success

Discussion Leader: Anthony C. (Tony) Larusso, MBA, CMA

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

Course Hours: 1:15 - 4:45

LEVEL: Basic **CPE Credit:** 4 General **VENDOR:** AICPA

ACRONYM: CL4FFMD

COURSE OBJECTIVES AND DESCRIPTION: The secret to success is in the planning! With CPAs constantly being asked to plan the company's future, forecasting is an area to demonstrate your special value. This course provides the basic tools necessary to project the balance sheet and statements of income and cash flows. Learn to determine maximum sustainable growth, predict external funds needed, identify the evidence of growth mismanagement and more. **BRING A CALCULATOR**



June 4

Friday

Ridgeland

NEW

MSCPA Center

Essential Skills for the Survival and Growth of Your Organization

Discussion Leader: Anthony C. (Tony) Larusso, MBA, CMA

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

Course Hours: 8:30-12

LEVEL: Intermediate **CPE Credit:** 4 General **VENDOR:** AICPA

ACRONYM: CL4SGYC

COURSE OBJECTIVES AND DESCRIPTION: Existing skills are becoming obsolete at an accelerating rate. Many management systems were designed to meet the needs of a more stable industrial environment that experienced only incremental changes. Obviously, these are ill-equipped for today. Gone are days when the financial staff were primarily viewed as the gatekeepers of the organization – responsible for counting/calculating results and providing a series of reports. The rate of change in the responsibilities of the finance group has, and will continue, to accelerate faster than available resources. This will require non-traditional skills such as establishing an innovative environment, managing financial and cultural issues, as well as leading efforts to continuously improve the organization's competitive position. A series of specific methods and techniques designed to have an immediate and long-term impact on the bottom line are identified and discussed. Owners, controllers, treasurers, financial officers and other financial managers in companies or divisions with less than \$250 million in sales will benefit from this seminar.

June 4

Friday
Ridgeland
MSCPA Center

Financial Management: Tools and Techniques to Enhance Profitability

Discussion Leader: Anthony C. (Tony) Larusso, MBA, CMA

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

Course Hours: 1:15 - 4:45

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 company success. Use the tool kit provided 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 how to use proven financial tools and techniques to assess the impact of daily 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. Highlights include: Guidelines for determining activity levels needed to achieve target profits; Approaches for analyzing relevant costs and benefits of alternative courses of action; Methods for determining product or service cost structures that yield desired profit levels; Techniques for utilizing available scarce resources most efficiently and effectively; plus "How To" checklists for reducing costs and improving profits.

BRING A CALCULATOR

June 7

Monday
Ridgeland
MSCPA Center

Frequent Frauds Found in Governments

Discussion Leader: James Crockett, CPA, DBA

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

Course Hours: 8:30-12

LEVEL: Intermediate **CPE Credit:** 4 A&A YB **VENDOR:** AICPA

ACRONYM: CL4FGOV-1

COURSE OBJECTIVES AND DESCRIPTION: What are some of the common frauds that occur in governmental organizations and how could they have been avoided? Through an informative case study approach, this course illustrates common frauds that make headlines and damage the reputations of governments. Rather than speaking generically about fraud, this course analyzes several common frauds that occur in the governmental sector. Upon completion of this course, participants will be able to: Recognize several common frauds committed in the government sector and improve their fraud prevention and detection skills. Highlights will include: Manipulation of financial reporting; Personnel frauds; Overriding purchasing controls; Bribes and kickbacks; and Misappropriation of assets.

June 7

Monday
Ridgeland
Holmes Comm. College

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-3

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.

June 7

Monday
Ridgeland
Holmes Comm. College

Ethics, Rules and Regulations

Discussion Leader: Stan Clark, CPA PHD

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

Course Hours: 1:15 - 4:45

LEVEL: All **CPE Credit:** 4 Ethics **VENDOR:** Dr. Stan Clark, CPA

ACRONYM: ERR-7

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.

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**, 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 within the EDUCATION tab on the web site! It is with the Catalog and Calendar section. 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.)*

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 Southampton 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	Rec'd Area
() Apr 26	Ethics, Rules and Regulations	Oxford	Oxford Conf. Center		125	165	4	Ethics
() May 10-11	MISSISSIPPI TECHNOLOGY CONFERENCE	Jackson	Hilton Jackson		395	545	16	General
() May 13	Mississippi Sales and Use Tax Seminar – *** JUST ADDED ***	Ridgeland	MSCPA Center		125	165	4	Tax
() May 17	Is there a Gap in Your GAAP? Series 1	Ridgeland	MSCPA Center		240	315	8	A&A
() May 18	Analyzing and Interpreting Financial Statements	Ridgeland	MSCPA Center		240	315	8	A&A
() May 17	Compilation, Review, and Accounting Service Update	Hattiesburg	Convention Center		125	165	4	A&A
() May 17	Audits of 401(k) Plans	Hattiesburg	Convention Center	*	240	315	8	A&A
() May 17	Advanced Issues in Compilation, Review and Accounting Services	Hattiesburg	Convention Center		125	165	4	A&A
() May 18	AICPA's Annual Update for Controllers	Hattiesburg	Convention Center	*	240	315	8	General
() May 18	Identifying & Communicating Internal Control Deficiencies ... SAS 115	Hattiesburg	Convention Center		125	165	4	A&A
() May 18	Write-up, Payroll and Other Accounting Services: Managing the Risks	Hattiesburg	Convention Center		125	165	4	A&A
() May 19	Analyzing Your Company's Financial Statement	Hattiesburg	Convention Center		125	165	4	General
() May 19	Ethics, Rules and Regulations	Hattiesburg	Convention Center		125	165	4	Ethics
() May 19	Accounting and Auditing Update	Hattiesburg	Convention Center		125	165	4	A&A
() May 19	Beyond Financial Accounting: Budgeting and Costing Techniques	Hattiesburg	Convention Center		125	165	4	General
() May 19-20	PROGRAM FOR MANAGEMENT DEVELOPMENT	Ridgeland	MSCPA Center		245	320	16	General
() May 21	ACCOUNTING & AUDITING CONFERENCE	Jackson	Hilton Jackson		175	250	8	A&A
() May 24	Advanced Update for Compilation and Review Engagements	Ridgeland	MSCPA Center	*	240	315	8	A&A
() May 25	Construction Contractors: Accounting, Auditing and Tax	Ridgeland	MSCPA Center	*	240	315	8	Mix
() May 24	Auditing Real-World Frauds: A Practical Case Application Approach	Tupelo	BancorpSo. Conf. Cntr.	*	240	315	8	A&A
() May 24	Leadership Essentials - Adapted from Football's Leading Coaches	Tupelo	BancorpSo. Conf. Cntr.		240	315	8	General
() May 25	ABC's of Cost Accounting for Improved Performance	Tupelo	BancorpSo. Conf. Cntr.		240	315	8	A&A
() May 25	S Corporations: Strategies from Formation to Termination	Tupelo	BancorpSo. Conf. Cntr.		125	165	4	Tax
() May 25	Estate Planning Strategies: Minimizing Taxes and Maximizing Wealth	Tupelo	BancorpSo. Conf. Cntr.		125	165	4	Tax
() May 26	Accounting and Auditing Update	Tupelo	BancorpSo. Conf. Cntr.		125	165	4	A&A
() May 26	Audits of 401(k) Plans	Tupelo	BancorpSo. Conf. Cntr.	*	240	315	8	A&A
() May 26	Ethics, Rules and Regulations	Tupelo	BancorpSo. Conf. Cntr.		125	165	4	Ethics
() May 26	Internal Control Deficiencies: Assessment & Reporting Under SAS 115	Ridgeland	MSCPA Center	*	240	315	8	A&A
() May 26	AICPA's Overview of the AICPA Peer Review Program Standards	Jackson	Eubank and Betts	*	240	315	8	A&A
() May 27	Upcoming Peer Review: Is Your Firm Ready?	Jackson	Eubank and Betts	*	240	315	8	A&A
() May 27	Audit Workpapers: Documenting and Reviewing Field Work	Ridgeland	MSCPA Center	*	240	315	8	A&A
() May 28	Forensic Accounting: Uncovering Schemes and Scams	Ridgeland	MSCPA Center		125	165	4	A&A
() May 28	Analytical Procedures: Guidance / Small Business Engagements	Ridgeland	MSCPA Center		125	165	4	A&A
() June 1	Solving the Choice of Entity Riddle: Key Tax and Business Implications	Ridgeland	MSCPA Center		125	165	4	Tax
() June 1	S Corporations: Strategies from Formation to Termination	Ridgeland	MSCPA Center		125	165	4	Tax
() June 2	The CPA's Role in Buying or Selling a Business	Ridgeland	MSCPA Center		125	165	4	Tax
() June 2	Practical Tax Tips and Techniques for Closely-Held Businesses	Ridgeland	MSCPA Center		125	165	4	Tax
() June 3	Controller's Update: Latest Trends for Today's Financial Manager	Ridgeland	MSCPA Center		125	165	4	General
() June 3	Financial Forecasting: Planning for Success	Ridgeland	MSCPA Center		125	165	4	General
() June 4	Essential Skills for the Survival and Growth of Your Organization	Ridgeland	MSCPA Center		125	165	4	General
() June 4	Financial Management: Tools and Techniques to Enhance Profitability	Ridgeland	MSCPA Center		125	165	4	General
() June 7	Frequent Frauds Found in Governments	Ridgeland	MSCPA Center		125	165	4	A&A + YB
() June 7	Accounting and Auditing Update	Ridgeland	Holmes Comm. College		125	165	4	A&A
() June 7	Ethics, Rules and Regulations	Ridgeland	Holmes Comm. College		125	165	4	Ethics

* 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 _____		



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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 audit supervisor 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.

Professional Staff: May & Company, LLP, in Vicksburg, a recipient of the Mississippi Business Journal's **2010 Best Place to Work in Mississippi**, 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 out of town 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.

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