

IN MEMORIAM

JAMES WILLIAM (BILL) THAMES
Magee
Died Feb. 2, 2012

RALPH SCOTT (SCOTTY) WOFFORD
Starkville
Died Feb. 5, 2012

MEMORIAL GIFT

In Memory of
RALPH SCOTT (SCOTTY) WOFFORD
by
JAMES W. DAVIS
Oxford

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Honor an Outstanding MSCPA Member For Public Service

The membership is invited to nominate a member for consideration as the 2012 Public Service Award winner.

The winner will be recognized during the Annual Business Meeting Saturday, June 23, 2012 at the Sandestin Golf & Beach Resort. President Stacy Thomas has named members of the 2012 Public Service Award Committee including: Melanie Morrow, Jackson, Chairman; Chris O'Neal, Greenwood; and Scott Christian, Natchez.

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 for forwarding to the committee.



MSCPA

MISSISSIPPI SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS

VOLUME XLVIII

MARCH 2012

President-Elect **Lee Adams** Names **Chairmen** for 2012-2013 **Committees**

President-Elect Lee Adams has named Committee Chairmen to serve in the 2012-2013 fiscal year.

Accounting & Auditing	Jonathan Hagood, Tupelo
Advisory to the State Board	Gary Walker, Ridgeland
Awards, Education & Scholarships	Karen Moody, Jackson
Business Valuation & Litigation Support	Joey Hines, Jackson
Continuing Professional Education	Gloria Crechale, Flowood
Firm Administration & Development	Beth Burgess, Flowood
Governmental Accounting & Auditing	Tommy Vickers, Jackson
Health Care Services	David Williams, Jackson
Industry	Mollie Murphey, Jackson
Insurance Trust	Lance Mize, Madison
Legislation	Tommy Butler, Ridgeland
Long Range Planning	Ed Jones, Pascagoula
Non-Profits	Charles Lindsay, Ridgeland
Peer Review	Charles R. Prince, Magee
Professional Conduct	Larry Lefoldt, Ridgeland
Taxation	Ted Edwards, Jackson

Volunteer for MSCPA Committee Service

MSCPA Committees meet Thursday, May 10 for Committee Day at the MSCPA Building and members are encouraged to volunteer now for committee service.

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 Lee Adams will make appointments in early Spring and a confirmation will be sent to the committee member with details on your committee meeting on May 10. Continuing committee members will receive a notice of details on their committee meeting schedule.

Committees will meet during morning (9-11 a.m.) or afternoon (1-3 p.m.) sessions May 10.

Committees scheduled to meet in the morning 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.



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by the
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Certified Public Accountants*

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OFFICERS

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Lee Adams, Jackson

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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 Jamie Marie Alford, Jinnie Lynn Coleman, Gregory Salvadore Curro, Harrell Edwin Holloway, Cheryl W. Hopkins, Lee Henry King, Jeannie P. McNinch, Catherine Lester Strong, Nancy Kathryn Stuart, Jessica Sanford Tackett, Matthew Christopher Thiel, Stuart H. Yarbrough, Jr., and Davis Cooper Watts.

Now completing the membership process are:

Nancy Colleen Davis was born in Charlotte, North Carolina and received her degrees in Business Management and Multinational Business Operations from Florida State University. She is a Forensic Accountant with the Federal Bureau of

Investigation in Gulfport.

Zachary Kyle Erwin received his A.A. from Copiah Lincoln Community College and BSBA from the University of Southern Mississippi. He is a Staff Accountant with McArthur, Thames, Slay & Dews in Hattiesburg.

Ashlie Michelle Ferguson was born in Natchez and received her BS in Psychology from Northwestern State University with additional study in accounting at Louisiana State University in Shreveport. She is a Staff Accountant with The Gillon Group in Natchez.

Matthew Don Gregory was born

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NEW MEMBERS

continued from page 2

in Memphis and received his BBA from Mississippi State University. He is a Staff Accountant with Fred T. Neely & Co., PLLC in Greenwood.

Michael C. Hancock was born in Jackson and received his Bachelor of Accountancy and Master of Professional Accountancy from Mississippi State University. He is a Staff Accountant with Watkins, Ward & Stafford, PLLC in Starkville.

Thomas Mercer Harris was born in Silver Spring, Maryland and received his BPA from Mississippi State University. He is President of Home-Land Title in Flowood.

Carolyn Hinton received her BSBA in Accounting from the University of Southern Mississippi and Master of Public Accounting (MPA) from Jackson State University. She is Vice President for Fiscal Affairs at Alcorn State University in Lorman.

Maegan Marie McKinney was born in Hattiesburg and received her Bachelor of Accountancy and Master of Professional Accountancy from Mississippi State University. She is a Staff Accountant with Wright CPA Group, PLLC in Hattiesburg.

Nora Roberts Miller was born in St. Louis, Missouri and received a BA in Business Administration and a BA in Accounting from Mississippi University for Women and an MBA from Mississippi State University. She is the Vice President for Finance & Administration at Mississippi University for Women in Columbus.

Stanley Lewis Robinson was born in Sunflower County, Mississippi and received a BS in Business Administration with an

emphasis in Accounting from Rust College and an MBA from Webster University. He is Executive Director of Finance for Southwest Tennessee Community College in Memphis.

Jennifer M. Usrey was born in Natchez and received Bachelor of Accountancy and Master of Accountancy degrees from the University of Mississippi. She is Senior Tax Manager for Covenant Consulting Group in Northport, Alabama.

Our Members in the News

The Jackson based accounting firm of Eubank Betts Hirn Wood, PLLC announces that the following members have been appointed to CPA Associates International, Inc. committees:

J. Frank Betts, CPA, Managing Member of the firm, was appointed to the Membership, Professional Issues, and Advisory Board - North America Committees. **William L. Eubank, Jr., CPA**, Director-in-Charge of the Tax Practice for the firm, has been appointed to the Medical Professionals Committee. **George W. Hammack, CPA** has been appointed to the Tax Committee.

Betts is a founding member of the firm. His audit, tax and accounting experience allow him to serve the firm's clients in these areas. Eubank is a founding member of the firm and the Director-in-Charge of the Tax Practice. He serves clients in many areas including medical and legal professionals, trusts, estate and gift planning for individuals, small business tax compliance and related planning, partnerships and corporations. Hammack is a member of the firm and serves client needs in the areas of wholesale and retail business, restaurants, professional service firms, real estate and funeral homes. CPA Associates International, Inc. is an association of independent CPA and Chartered Accounting firms that provide clients with professional accounting, auditing, tax and a variety of consulting services.



Rob King, CPA, CVA, CFE has been admitted as a shareholder with The Koerber Company, PA., effective Jan. 1, 2012. Rob obtained a Bachelor of Accountancy degree from the University of Mississippi. In addition to being a CPA, Rob is a Certified Valuation Analyst and a Certified Fraud Examiner. The Koerber Company, PA, is located in Hattiesburg and limits its work to valuation, forensic, and litigation services for attorneys, CPAs, and their clients.

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1989-2012

FUTURE MSCPA Conventions

June 21-24, 2012
Sandestin Golf & Beach Resort

June 20-23, 2013
Sandestin Golf & Beach Resort

The Hidden Risks of Helping Clients with Legal Services

By Ron Klein, J.D., CFE

If you search the Internet for "legal forms," several website links will appear, offering free downloads and software to anyone who wants to incorporate a business, lease real estate, make a will, draft a loan agreement, issue a promissory note, amend a contract, and many other activities.

Given the climate of seemingly free legal offerings, clients will sometimes ask their CPA to assist them with the preparation of forms and documents as they seek to form or liquidate corporations, partnerships, estates, trusts, or any entity that requires organizational documents. At other times clients will ask for help with documents that pertain to mergers, acquisitions, dissolutions, employment, severance, compensation, or stock option plans.

Professionals in the fields of law and accounting have long debated how much assistance a CPA should provide a client in this area. The pertinent laws differ by state and are constantly changing. For example,

a recent court opinion found that CPAs may advise clients as to the appropriate contents of routine, prepared, fill-in-the-blank certificates readily available to the public, provided CPAs inform their clients that assistance of counsel in the drafting of such documents is advisable. (CPAs should also inform clients in writing for documentation purposes.)

Many legal professionals advocate that CPAs and attorneys work together as a team in any complex business situation. That is, attorneys require their clients to have a CPA, and CPAs require their clients to have an attorney.

Effective Legal Defense

By helping clients with legal forms and documents, CPAs can inadvertently expand their liability exposures when they should be trying to limit exposures. Further, an effective legal defense can sometimes be hampered by the CPA helping the client with activity outside the typical CPA functions.

Oftentimes, a plaintiff's objective is to

connect the CPA to a failed transaction, when in fact the CPA may have been only peripherally involved. The CPA will want to demonstrate and prove the limits of his or her involvement in those transactions. In the event of a claim the CPA can then be distanced from the damages. But when the CPA was involved in even simple legal matters, the task of proving the CPA's limited involvement in the transaction, and whatever damages may have stemmed from it, becomes more challenging.

On top of that concern is the issue of not being qualified or trained to spot potential legal problems. Examples include:

- corporate documents that are inadequate in preventing alter-ego claims whereby claimants attempt to pierce the corporate "veil" and hold shareholders responsible for debts and damages; and
- promissory notes that are inadequate and inappropriate when they may

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S. Gray Edmondson
JD, LL.M.



Krista S. Andy
JD, LL.M.



Harris "Trip" H. Barnes, III
JD, LL.M.



Lacey L. Bailey
JD, LL.M.



Brandon C. Dixon
JD, LL.M.

Business Planning

- Corporate Financial Planning
- Mergers
- Sales of Businesses
- Acquisitions

Tax Support

- Civil / Criminal Tax Litigation
- Civil / Criminal Tax Controversy
- Individual Tax Planning
- Business Tax Planning

Estate Planning

- Wills
- Trusts
- Personal Financial Planning
- Estate Litigation

Of Counsel: Ronald A. Worley, JD, LL.M.

Represented over 500 cases
before the IRS and MDOR

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Litigated 40 trials before the
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HOUSING REQUEST FORM

MISSISSIPPI SOCIETY OF CPAS 2012 ANNUAL MEETING

Wednesday, June 20 - Sunday, June 24, 2012

GROUP CODE: 22C2P5

Name _____ Number in Party: Adults _____ Children _____
 Company Name _____ Business Phone _____
 Address _____ E-Mail _____
 City _____ State _____ Zip _____
 Sharing With _____
 Arrival Day/Date _____ Departure Day/Date _____
 Please select method of payment:
 Credit Card # _____ Exp. Date _____ Signature _____
 Authorization # _____ (located on the reverse side of card) Check # _____

Your cut-off date for reservations is **May 20, 2012**, after which rooms will be sold on a space-available basis.

ACCOMMODATIONS AND RATES

A deposit of one night's room rate is required to secure rooms.

All room rates quoted **DO NOT** include fees and taxes.

Please circle your preferred accommodations. All requests are subject to availability at time booking request is received.

Any other type of accommodation besides what is in your block will vary in cost depending on location.

<u>ACCOMMODATION</u>	<u>DAILY RATE</u>	<u>ACCOMMODATION</u>	<u>DAILY RATE</u>
BEACHSIDE STUDIO*	\$296.00	DOCKSIDE 2 BDRM	\$269.00
BEACHSIDE 1 BDRM*	\$332.00	DOCKSIDE 3 BDRM	\$366.00
BEACHSIDE 2 BDRM*	\$466.00	DOCKSIDE 4 BDRM	\$421.00
BEACHSIDE 3 BDRM*	\$669.00	BAYSIDE 2 BDRM	\$220.00
WESTWINDS 1 BDRM*	\$380.00	BAYSIDE INN - GUEST ROOM	\$145.00
WESTWINDS 2 BDRM*	\$491.00	BAYSIDE INN - 1 BDRM SUITE	\$196.00
WESTWINDS 3 BDRM*	\$685.00	VILLAGE - STUDIO	\$178.00
TIVOLI 2 BDRM	\$289.00	VILLAGE 1 BDRM	\$199.00
TIVOLI/PINE RIDGE 3 BDRM	\$385.00	VILLAGE 2 BDRM	\$320.00
TIVOLI 3 BDRM LOFT	\$460.00	VILLAGE 3 BDRM	\$401.00
BEACHWALK 2 BDRM	\$250.00	GRAND SANDESTIN STUDIO	\$189.00
LUAU 1 BDRM	\$183.00	GRAND SANDESTIN 1 BDRM	\$240.00
LUAU 2 BDRM	\$202.00	GRAND SANDESTIN 2 BDRM	\$327.00
		GRAND SANDESTIN 3 BDRM	\$395.00

*A minimum stay of 5 nights is required on Beachfront accommodations.

The Grand Sandestin® consists of accommodations in the Grand, Lasata, Bahia, and Elation

**IF ONE OF THE ABOVE ROOM TYPES ARE UNAVAILABLE ON-LINE, PLEASE CALL OUR
 RESERVATIONS DEPARTMENT AT 800-320-8115 TO CHECK FOR AVAILABILITY.**

HIDDEN RISKS

continued from page 4

be considered subject to securities laws.

CPAs who get involved in what are commonly thought to be legal services might open the door for a plaintiff to allege – likely unfairly – a separate ground for a malpractice claim in some situations, and regulatory consequences may follow.

When working with the impact of laws and regulations, especially those related to taxation, CPAs need to recognize that there are limits to what they can do without crossing the line and inadvertently “practicing law.” Treasury Circular 230 allows CPAs to represent tax clients’ interests before the Internal Revenue Service, which means CPAs may need to: 1) analyze and interpret how tax laws apply to particular client fact patterns; and 2) consult with tax clients regarding the resulting analyses and interpretations.

Many states have adopted Circular 230 as part of their own state regulations. CPAs should consult an attorney, however, when a tax issue involves legal principles that extend beyond tax law, or when any other type of issue or engagement involves legal principles that need to be interpreted for clients.

Guidelines

CPAs may need to stop and consult an attorney when working in the following areas:

- Legal principles extending beyond assisting and advising the client about tax laws; e.g., partnership issues when the CPA is analyzing obligations created by the partnership agreement, agreements with creditors, and any side agreements among the parties.
- Issues requiring interpretations of state or local law extending beyond tax law; e.g., partnerships, real estate, estates and gifts, and business valuation issues, especially when family limited partnerships (FLPs) or family limited liability companies (FLLCs) are used. Also, issues presenting a mix of legal, tax and accounting questions; e.g., entity choices and classifications, as in LLCs and LLPs, and estate and gift taxation. When tax issues become intertwined with legal rights (classic examples include wills and trusts), or when there are unusual or irregular proposed interpretations, or competing interests, the CPA should consider asking the client’s

attorney for an opinion.

- Formation or liquidation of legal entities; e.g., corporations, partnerships, estates and/or trusts, or any entity that requires the drafting of organizational documents.
- Agreements and documents for mergers, acquisitions, dissolutions, liquidations, employment, compensation, stock option plans, or severance.
- Any consulting services involving a legal component; e.g., compensation and benefits planning, and personal financial planning (PFP) when the formation of trusts or other estate planning/asset protection techniques is involved.

Most states in the U.S. have statutes or regulations covering these areas, and some states have interpretations that are stricter than others. Always check the laws of the state in question.

Clients will sometimes pressure the CPA firm to provide legal services in order to avoid a fee from a law firm, but CPAs who yield to such pressure may ultimately find themselves named in a complaint as the first step toward a lawsuit. The fee received by the CPA for some services is just not worth the exposure to potential litigation.

Ron Klein is vice president – risk management counsel at CAMICO. Ron has been with CAMICO for over 25 years and utilizes his extensive knowledge and expertise of CPA professional liability issues to help CAMICO policyholders practice sound risk management.

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Accounting & Auditing Conference

May 13, 2012 — Embassy Suites, Ridgeland

The 2012 Accounting and Auditing Committee, chaired by Jonathan Hagood, CPA, has announced that this year’s Conference will be held May 13 at the Embassy Suites in Ridgeland. Keynote speakers will be Mike Inzina, CPA, CGFM, and Dr. Steve Grice, PhD, CPA. Dr. Grice will provide an “Accounting and Auditing Update”, and Mr. Inzina will discuss “The Pillars of Professional Skepticism”.

Both Dr. Grice and Mr. Inzina are familiar faces to those attending MSCPA events, and both are outstanding professional resources for CPAs in this region. Dr. Grice is currently a member of the accounting faculty at the University of Alabama at Birmingham (UAB). Prior to joining UAB, he served as the Director of the Troy University School of Accountancy. Dr. Grice currently serves as a Scholar-In-Residence for the firm of Carr, Riggs, & Ingram, LLC. Mr. Inzina

lives in Monroe, Louisiana, and has over thirty-one years in public practice experience concentrating on governmental and nonprofit organizations. He holds a BBA in accounting from the University of Louisiana, Monroe.

MSCPA members can register for the conference through our web site, and anyone can register by completing the standard CPE registration form or the monthly form available elsewhere in this newsletter. These should be mailed or faxed to the MSCPA office. The brochure for this year’s conference is available under the Education tab on our web site: www.ms-cpa.org. The registration fee for this year’s conference is \$199 for MSCPA members and \$274 for non-members. This includes all materials, breaks, and lunch. Non-CPA staff can register at the member rate.

MSCPA CAREER CENTER

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For more information on UPS and to receive your special savings, visit savewithups.com/enroll and use promo code WSR164.



New Features on MSCPA Web Site



MEMBER LOGIN

Username:

Password:

Need Your Logon?

Home | The Association | Membership | Find a CPA | Calendar | **Education** | Foundation | Resources | Contact

Education

- 2012 CPE CATALOG
- LINK TO CPE VENDORS
- DIRECTIONS & MAPS TO CPE SITES
- CPE STAFF AT THE MSCPA
- STANDARD CPE REGISTRATION FORM
- CPE EVENTS AND PUBLICATIONS
- IFRS RESOURCES

Course Search

Keyword:

Start Date:

City:

Instructor:

Category:

Vendor:

Level:

CPE Hours:

Acronym:

Have you often wanted to search CPE events by city or by your favorite discussion leader? Now you can! Our web site has been enhanced to let you find just the seminar you want. Search categories include *KEYWORD, START DATE, CPE HOURS, CITY, INSTRUCTOR, VENDOR, LEVEL, CATEGORY OF STUDY, and ACRONYM*. If you are a member of the MSCPA, you can find your desired seminar and register for it at the same time by logging in first and then searching. If you are just kicking tires, you do not need to log in; you can search after accessing the Education page.

A quick reminder: Your “Username” is your last name, and your “Password” is your license number . . . unless you have previously changed that. If you are unsure of your password, call our office and we can provide that for you.

If you are not yet a member, you can still search for courses; but you will need to register by mailing or faxing the CPE registration form to the MSCPA. The form can be downloaded from the web site. (www.ms-cpa.org)

Another enhancement includes a list of hotels providing discounted rates for overnight rooms. This section will be updated as additional facilities are added. Some discounts will be for select dates while others are ongoing. Please check under the Education tab on our web site for details. You will need to contact the hotel directly rather than trying to register online as these are locally-negotiated rates and will not be available when making online reservations.

Education

- 2012 CPE CATALOG
- LINK TO CPE VENDORS
- DIRECTIONS & MAPS TO CPE SITES
- CPE STAFF AT THE MSCPA
- STANDARD CPE REGISTRATION FORM
- CPE EVENTS AND PUBLICATIONS
- IFRS RESOURCES
- WEBINARS
- CPE CATALOG AND CALENDAR
- HOTEL ACCOMMODATIONS

Course Search

Keyword:

Start Date:

City:

Instructor:

Category:

Vendor:

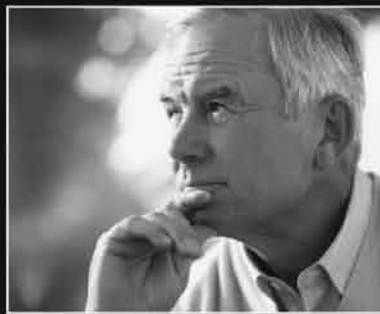
Level:

CPE Hours:

Acronym:

Date	Course	City	Hours	Instructor
4/27/2012	YOUNG CPA SPRING CONFERENCE (YCPA)	Jackson	tbd	Panel
5/9/2012	Mississippi Sales and Use Tax Update (MSUT-12)	Ridgeland	4	Greg Duke, CPA
5/10/2012	COMMITTEE DAY (CMMDAY)	Ridgeland		
5/11/2012	ACCOUNTING & AUDITING CONFERENCE (AAC)	Ridgeland	8	Panel

A time to reflect



A time to reflect gives you the opportunity to celebrate your accomplishments, re-evaluate your goals and appreciate the avenues necessary to attain the long term successes you desire on a personal, professional and financial level.

Whether you're just starting out in your career or a more seasoned professional, the insurance choices you make to protect your family and your practice can have a major impact on the outcome of your achievements.

The insurance professionals at Robert Ellis & Associates can assist you in reflecting and reviewing your insurance needs. Together with the outstanding portfolio of programs endorsed by your MSCPA, we're here to help you safeguard your family and your practice now. For additional information on any of the MSCPA programs, simply call:

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- Benefits up to \$10,000/month

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CONTINUING PROFESSIONAL EDUCATION

MAY 2012

April 27, 2012

Farm Bureau Grill
Trustmark Park, Pearl

YOUNG CPA SPRING CONFERENCE

Check the MSCPA web site (www.ms-cpa.org) for details on this event to be held at Trustmark Park in Pearl – home of the Mississippi Braves.

May 9, 2012

Wednesday
Ridgeland
MSCPA Center

Mississippi Sales and Use Tax Update

Discussion Leader: Greg Duke, CPA

Cost: Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0

Course Hours: 1:00-4:30

LEVEL: Update **CPE Credit:** 4 Tax **VENDOR:** Self-Developed **ACRONYM:** MSUT-12

COURSE OBJECTIVES AND DESCRIPTION: This seminar, led by a representative of the Mississippi Department of Revenue, will include an introduction on *Sales Tax: Levies, Returns and Filing, and Exemptions. *Use Tax. *Casual Sales Tax. *Industry-Specific Sales Tax. *Contractor's Tax. This seminar will be a great opportunity to get the latest Sales and Use Tax information directly from the Department of Revenue.

May 10, 2012

COMMITTEE DAY – Committees will meet at the MSCPA Center. Emails will be sent regarding meeting times.

May 11, 2012

Friday
Ridgeland
Embassy Suites

ACCOUNTING & AUDITING CONFERENCE

Discussion Leader: Panel

Cost: Members: \$199 Non-Members: \$274 AICPA Member Discount: \$0

Course Hours: 8:15-4:30

LEVEL: Update **CPE Credit:** 8 A&A **VENDOR:** N/A **ACRONYM:** AAC

The 2012 Accounting and Auditing conference will include sessions from Mike Inzina and Dr. Steve Grice. Dr. Grice will present an A&A Update, and Mr. Inzina will present "The Pillars of Professional Skepticism? This year's conference brochure is available for downloading from the MSCPA web site.

May 14, 2012

Monday
Hattiesburg
Convention Center

Fraud: Catching the Crooks Who Cook the Books

Discussion Leader: Kenneth R. Greenwood, MBA

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0

Course Hours: 9:00-5:00

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

COURSE OBJECTIVES AND DESCRIPTION: Fraud is a growing problem that costs the U.S. hundreds of billions of dollars each year. The purpose of this course is to help participants understand the nature of fraud, profile who commits it and why, and learn how to prevent it from occurring and detect it when it does occur. Many real live cases of fraud are used to illustrate its concepts and preventative applications. Objectives: * Explain the nature and elements as well as the types of fraud; * Describe the three-step fraud process, including who commits fraud and why; * Understand how to prevent fraud by minimizing pressures and opportunities and maximizing personal integrity; * Describe and explain the various symptoms that alert people to the possible presence of fraud.

May 14, 2012

Monday
Hattiesburg **NEW**
Convention Center

How to Settle an Estate for a Client from A to Z

Discussion Leader: William F. (Bill) Taylor, CPA

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0

Course Hours: 9:00-5:00

LEVEL: Basic **CPE Credit:** 8 Tax **VENDOR:** Surgent-McCoy **ACRONYM:** SEAZ-1

COURSE OBJECTIVES AND DESCRIPTION: Federal estate and gift taxes currently affect few clients, but there are many other issues involved in settling an estate or administering a trust. Clients who are beneficiaries of a trust or estate often turn to their financial advisors to understand the administrative process and its effect on their interests. This course enables the accountant to cut through the jargon to understand the legal concepts, communicate a real-world explanation to clients, and serve, in some instances, as an executor or trustee or as an advisor to them. After taking this course, practitioners will feel more confident about serving in a fiduciary capacity. * Understand how the claims of creditors impact a beneficiary's claims* Understand the key provisions in a will or trust* Understand the duties of an executor or trustee in relation to beneficiaries and other third parties* Identify the trust or will and other documents encountered, and their uses* Understand the stages of an estate administration including collections, costs, payment of debts and taxes, and the distribution to beneficiaries* Be aware of the duties a fiduciary and members of the estate planning team owe to creditors, beneficiaries, and courts.

May 14, 2012

Monday
Ridgeland
MSCPA Center **NEW**

Choice of Entity - Key Issues: S Corp, C Corp, Partnership, LLC & Sole Proprietorship

Discussion Leader: Peter Towle, CPA, JD, LLM

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30

Course Hours: 9:00-5:00

LEVEL: Intermediate **CPE Credit:** 8 Tax **VENDOR:** AICPA **ACRONYM:** CEKI

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. Likewise, it is equally important to know when an entity change is needed as well as the tax consequences of the sale or liquidation of the various forms of doing business. 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. It will help you hone in on the key issues surrounding the myriad of factors that drive the optimal form of organization for a business. The course also includes case studies from real-life situations.

May 15, 2012

Tuesday
Hattiesburg **NEW**
Convention Center

Ethics, Rules and Regulations

Discussion Leader: Donna M. Ingram, CPA, CFE

Cost: Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0

Course Hours: 8:30-12:00

LEVEL: All **CPE Credit:** 4 Ethics **VENDOR:** Self-Developed **ACRONYM:** ERR-1

COURSE OBJECTIVES AND DESCRIPTION: This seminar satisfies the State Board's requirement for three hours of general ethics and one hour of Mississippi Rules and Regulations.

May 15, 2012

Tuesday
Hattiesburg
Convention Center

Financial Fraud, Forensics, and the CPA

Discussion Leader: Donna M. Ingram, CPA, CFE

Cost: Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0

Course Hours: 1:00-4:30

LEVEL: Intermediate **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4FFF

COURSE OBJECTIVES AND DESCRIPTION: SAS 99 and the Sarbanes-Oxley Act are now part of everyday life for financial managers and auditors in small and large companies alike. Efforts to grasp and manage the risks of financial reporting fraud and misappropriation continue to evolve, but much uncertainty remains about what works best. This dynamic program provides specific steps to help auditors and accountants fully meet fraud-handling expectations. The "how to" approach helps participants identify fraud exposures and risks and provides practical ideas on how to handle those exposures. Course materials, developed by a nationally known fraud expert, include examples of what can go wrong and how fraud is reflected in the records.

May 15, 2012

Tuesday
Hattiesburg
Convention Center

MBA in a Day

Discussion Leader: Kenneth R. Greenwood, MBA

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0

Course Hours: 9:00-5:00

LEVEL: Intermediate **CPE Credit:** 8 General **VENDOR:** Surgent-McCoy **ACRONYM:** MBAD

COURSE OBJECTIVES AND DESCRIPTION: The purpose of this course is to help CPAs develop a complete business finance and management background. With this knowledge and these skills, CPAs in industry and public accounting can better manage all aspects of their own businesses while helping their clients make more informed business and financial decisions. Major Topics include: Fundamentals of organizational behavior, decision-making with statistics, finance, marketing principles and concepts, capital budgeting and marginal investment analysis, production management, and learning to be your own economist.

May 15, 2012

Tuesday
Ridgeland **NEW**
MSCPA Center

Closely Held Business Taxation: Smart Strategies to Slash Taxes

Discussion Leader: Peter Towle, CPA,JD, LL.M.

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30

Course Hours: 9:00-5:00

LEVEL: Intermediate **CPE Credit:** 8 Tax **VENDOR:** AICPA **ACRONYM:** CHTX

COURSE OBJECTIVES AND DESCRIPTION: Walk away with dozens of practical solutions to real tax problems and the knowledge needed to implement them. This course covers a variety of no-nonsense tax strategies that every closely held business should consider. Learn to employ specific approaches that maximize opportunities to minimize taxes for businesses and their owners. The tips and strategies presented in the course will allow you to easily and quickly identify and hone in on those tax savings strategies that fit your client's situation.

May 16, 2012

Wednesday
Hattiesburg **NEW**
Convention Center

Protecting You and Your Clients Against Identity Theft, Investment Fraud, and Consumer Fraud

Discussion Leader: Kenneth R. Greenwood, MBA

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0

Course Hours: 9:00-5:00

LEVEL: Basic **CPE Credit:** 8 General **VENDOR:** Surgent-McCoy **ACRONYM:** IDIC

COURSE OBJECTIVES AND DESCRIPTION: When we think of fraud, we typically think of employees stealing money or companies falsifying their financial statements, but the number and variety of these frauds pale in comparison to people-to-people frauds, the most prevalent and fastest-growing type of fraud. This course discusses the ways one individual defrauds another, as well as how to detect schemes and protect yourself against them. Major Topics: Investment frauds, (Ponzi and pyramid schemes), Mortgage and real estate schemes * Commodities-based schemes * Spotting and avoiding investment frauds, Identity theft: * Identity theft techniques, * Avoiding and recovering from identity theft; Consumer fraud: * Nigerian scams * Prize and lottery scams * Work at home and business opportunity scams * Internet auction frauds * Credit card frauds * Spotting and avoiding consumer fraud. Many real live cases of fraud are used to illustrate the concepts and their applications.

May 16, 2012

Wednesday
Hattiesburg
Convention Center

Leadership Secrets of Football's Master Coaches

Discussion Leader: Jack Park, MBA, CSP

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0

Course Hours: 9:00-5:00

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 peak performance organizations. Many of the high-impact strategies of America's most successful football coaches can be adapted by CPAs to improve an organization's performance. Successes on the gridiron and in the boardroom are often enhanced by similar tactics. Coach Vince Lombardi's leadership model for crafting high performance organizations has become legendary. This CPE program will focus less on "what" Lombardi and other master coaches accomplished, and more on "how" they and other master coaches led their people to extraordinary levels of success. For further details, click on the Vendor link under the education tab at www.ms-cpa.org

May 16 & 17, 2012

Wednesday-Thursday
Ridgeland
MSCPA Center

PROGRAM FOR MANAGEMENT DEVELOPMENT

Discussion Leader: Panel

Cost: Members: \$260 Non-Members: \$340 AICPA Member Discount: \$0

Course Hours: 8:30-4:30

LEVEL: All **CPE Credit:** 16 **VENDOR:** N/A **ACRONYM:** PMD

COURSE OBJECTIVES AND DESCRIPTION: Check the MSCPA web site (www.ms-cpa.org) for details on this event.

May 17, 2012

Thursday
Jackson
Eubank and Betts

AICPA Advanced Course: Overview of the AICPA Peer Review Program Standards

Discussion Leader: Gloria Roberts, CPA

Cost: Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30

Course Hours: 9:00-5:00**LEVEL:** Advanced **CPE Credit:** 8 **A&A** **VENDOR:** AICPA **ACRONYM:** ADPRT

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

May 18, 2012

Friday

Ridgeland

MSCPA Center

Audits of 401 (k) Plans**Discussion Leader:** Bill Felder, CPA, CISA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 9:00-5:00**LEVEL:** Basic **CPE Credit:** 8 **A&A** **VENDOR:** AICPA **ACRONYM:** AFKP

COURSE OBJECTIVES AND DESCRIPTION: 401(k) plans have become a popular option for employee benefit plans, so you must have the skills 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 plan 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, more efficiently and effectively * Recognize new developments affecting 401(k) audits.

May 21 & 22, 2012

Monday-Tuesday

Ridgeland

Embassy Suites

MISSISSIPPI TECHNOLOGY CONFERENCE**Discussion Leader:** Panel**Cost:** Members: \$435 Non-Members: \$585 AICPA Member Discount: \$0**Course Hours:** 8:00-4:00**LEVEL:** All **CPE Credit:** 16 General **VENDOR:** K2 Enterprises **ACRONYM:** MTC

COURSE OBJECTIVES AND DESCRIPTION: This Conference is filled with 16 hours of fast-paced presentations designed to maximize your time and enhance your learning. Nationally recognized speakers have extensive expertise in numerous software applications. They will share their knowledge with you in order to help you do your job with efficiency and ease. Participants will receive helpful tips and advanced techniques, along with the tools and skills necessary to keep up with the ever-increasing pace of changes in computer technology. All sessions feature high quality, full-color computer projection systems for clear viewing. This conference is designed for CPAs in public practice or industry who want to take better advantage of technology to improve efficiency and effectiveness. Check the MSCPA web site (www.ms-cpa.org) for details on break-out sessions during this event.

May 21, 2012

Monday

Ridgeland

MSCPA Center

NEW**The Complete Guide to Payroll Taxes and 1099 Issues****Discussion Leader:** Susan Smith, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 9:00-5:00**LEVEL:** Basic **CPE Credit:** 8 Tax **VENDOR:** Surgent-McCoy **ACRONYM:** CGPT

COURSE OBJECTIVES AND DESCRIPTION: Employment taxes are often overlooked as an area where more planning may be effective. Payroll taxes have become an increasing burden for the average business and IRS penalties for noncompliance have risen dramatically in recent years. They have also been subject to employer incentives. The Service has announced that uncovering noncompliance by employers ranks high on its audit list. This course presents a comprehensive overview of federal payroll taxes, Form 1099, and related compliance issues. Topics include: * Payroll tax requirements for wages, employee benefits and reimbursements, nonqualified deferred compensation, stock options, and tips* Fringe benefits issues; * Form 941 issues and problems; * Pension issues and payroll taxes including SIMPLE plans, and §401(k) and pension distributions* Statutory employees, independent contractors, and possible changes to §530 relief * Penalties -- Who is a responsible person? * Special issues -- Using a common paymaster, how to file W-2s after a takeover, merger, or acquisition, and state and local tax withholding * Moving expenses and gross-up calculations* The Electronic Federal Tax Payment System (EFTPS) * Forms I-9, W-9, W-2, 1099, SS-8, and Form 940.

May 22, 2012

Tuesday

Ridgeland

MSCPA Center

NEW**Reading, Understanding, and Structuring LLC and Partnership Agreements from a CPA's Perspective****Discussion Leader:** Susan Smith, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 9:00-5:00**LEVEL:** Advanced **CPE Credit:** 8 Tax **VENDOR:** Surgent-McCoy **ACRONYM:** RUSA

COURSE OBJECTIVES AND DESCRIPTION: Preparation of Form 1065 and Schedules K-1 often require the return preparer to understand the provisions of a partnership or LLC operating agreement. This workshop focuses on the provisions of an agreement or state law that can affect tax reporting and examines sample language used to achieve certain objectives. Accountants should proactively review agreements when a client is engaged, not only to identify any special provisions but also to determine missing provisions that should be brought to the attention of the principals to avoid tax issues down the road. This course provides critical information to tax practitioners who prepare partnership and LLC tax returns.

May 23, 2012

Wednesday

Tupelo

BancorpSouth Conf. Cntr.

Practical Tips and Techniques for Dealing with the IRS**Discussion Leader:** Barnes, Harris H. "Trip" Barnes, III, JD**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** Basic **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4DIRS

COURSE OBJECTIVES AND DESCRIPTION: Are you prepared to face the IRS all the way from preparing a client's return through the audit and collection processes? Gain practical insights on everything needed to choose or reject a tactic when dealing with the IRS. Represent your client with confidence and evaluate your client's options. Topics include: * Audits of returns: selection, negotiation, appeals * Latest laws, regulations, rulings and cases * Tax penalties: imposition, mitigation, avoidance * Taxpayer Advocate Program * Delinquent taxpayer's options * Offers in compromise and installment agreements * Abatements * IRS collection program.

May 23, 2012

Wednesday

Tupelo

BancorpSouth Conf. Cntr.

Ethics, Rules & Regulations**Discussion Leader:** James Crockett, CPA, DBA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** All **CPE Credit:** 4 **Ethics** **VENDOR:** Self-Developed **ACRONYM:** ERR-2

COURSE OBJECTIVES AND DESCRIPTION: This seminar satisfies the State Board's requirement for three hours of general ethics and one hour of Mississippi Rules and Regulations.

May 23, 2012

Wednesday

Tupelo

BancorpSouth Conf. Cntr.

Accounting and Auditing Update**Discussion Leader:** James Crockett, CPA, DBA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Update **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4AUAA1

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 23, 2012

Wednesday

Tupelo

BancorpSouth Conf. Cntr.

Estates and Trusts: Mastering Complex Income Tax Issues**Discussion Leader:** Barnes, Harris H. "Trip" Barnes, III, JD**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Basic **CPE Credit:** 4 **Tax** **VENDOR:** AICPA **ACRONYM:** CL4ITET

COURSE OBJECTIVES AND DESCRIPTION: Get a nuts-and-bolts introduction to the complicated interplay of fiduciary and income tax rules for accounting for the income and expenses of estates and trusts. Get invaluable practice from case studies and understand the provisions of Subchapter J covering estates, trusts, beneficiaries and descendants. Examine grantor trusts and planning for children under 14. You will also cover tax computations, tax-saving tips and much more.

May 23, 2012

Wednesday

Ridgeland

MSCPA Center

NEW**Financial Reporting - Turn Information Into Action****Discussion Leader:** John Levy, MBA, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 9:00-5:00**LEVEL:** Intermediate **CPE Credit:** 8 **A&A Other** **VENDOR:** Executive Education **ACRONYM:** FR**NEW**

COURSE OBJECTIVES AND DESCRIPTION: Financial managers at all levels produce volumes of reports every year. Unfortunately, not all of these reports generate an equivalent degree of action! It is a fundamental fact of life: information does not equate to action. Financial professionals must learn how to plan, process and present effective reports and presentations. This seminar will provide answers for accountants who wish to become better catalysts for action. Learn directly from professionals who know how to generate actionable responses to their reports. If you wish to have a greater impact on your organization and your career, you cannot afford to miss this critically important and interactive program.

May 24, 2012

Thursday

Tupelo

BancorpSouth Conf. Cntr.

Advanced Update for Compilation, Review, and Accounting Services**Discussion Leader:** James Crockett, CPA, DBA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 9:00-5:00**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. Topics include: * What the engagement team really needs to know to correctly plan, review and report this year's engagements * Fraud -- where the firm's responsibility begins and ends * Hands-on practice in case studies applying recent SSARs pronouncements, interpretations and technical practice aids * The most common deficiencies found by peer reviewers * Proposed standards and other developments on the horizon that may affect compilation, review or accounting service practices.

May 24, 2012

Thursday

Tupelo

BancorpSouth Conf. Cntr.

Innovative Tax Planning for Individuals and Sole Proprietors**Discussion Leader:** Barry K. Jones, JD, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 9:00-5:00**LEVEL:** Intermediate **CPE Credit:** 8 **Tax** **VENDOR:** AICPA **ACRONYM:** TPOI-1

COURSE OBJECTIVES AND DESCRIPTION: Get the latest techniques for building and conserving wealth through proactive tax-planning and investment strategies. Completely updated for tax law changes, this course will bring you up-to-date on ways to save taxes with strategies for retirement savers, investors, homeowners and real estate investors, college savers, small business owners and just about anyone who pays taxes. Topics include: * All about Roth IRAs, * Personal residence transactions * Taking advantage of new-and-improved refundable AMT credit * Tax-saving ideas for self-employed clients - including ways to reduce SE and FICA taxes, strategies for husband-wife businesses, depreciation breaks and lots more * Tax angles for vacation homes, timeshares, and co-ownership arrangements * Planning for divorcing clients * Planning for college * How college savers can beat Kiddie tax rules * Deducting 529 plan losses * Tax planning for employer stock options.

May 24, 2012

Thursday

Ridgeland

Only Financial Officer - Skills for Smaller Company Financial Managers**Discussion Leader:** John Levy, MBA, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0

MSCPA Center

Course Hours: 9:00-5:00**LEVEL:** Intermediate **CPE Credit:** 8 A&A(2) General Ethics (2) Other (4) **VENDOR:** Executive Education**ACRONYM:** OFO

COURSE OBJECTIVES AND DESCRIPTION: The title "Chief Financial Officer" is not an accurate description of what many financial managers do because the word "chief" implies that the company has more than one. This seminar covers four major topics of importance to the financial manager who must do it all. "Only Financial Officer" has been designed to give financial managers in small to medium-sized companies the high-level skills needed to act as a member of top management. Topics included: Resolve Ethical Conflicts; Do More With Less; Strategic Cost Management; and Protect Your Company From Fraud.

May 25, 2012

Friday

Tupelo

BancorpSouth Conf.Cntr.

Purchasing, Inventory and Cash Disbursements: Common Frauds and Internal Controls**Discussion Leader:** Donna M. Ingram, CPA, CFE**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4PCD

COURSE OBJECTIVES AND DESCRIPTION: Purchasing and cash disbursements are common targets for fraud in any entity's environment. While business owners and managers are aware that internal controls seem to be very important, they often don't know whether the entity's system is adequate. While accountants instinctively know that internal controls are important and necessary, it is sometimes difficult to effectively communicate this with business owners. Focus on common frauds and internal controls over the purchasing and cash disbursements processes. None in on smaller businesses and nonprofit entities where cost/benefit analysis is extremely important and fraud is more likely to occur. Learn how to efficiently analyze controls to ensure you're getting the "biggest bang for your buck" when considering a control to implement and/or test.

May 25, 2012

Friday

Tupelo

BancorpSouth Conf.Cntr.

NEW**The Most Common Financial Statement and Asset Fraud Schemes: How to Detect and Prevent Them****Discussion Leader:** Donna M. Ingram, CPA, CFE**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4TMC1**NEW**

COURSE OBJECTIVES AND DESCRIPTION: Many costly fraudulent schemes have occurred repeatedly throughout the past several decades. Why do these material fraud schemes continue to succeed? Is this due to failures of properly designed internal controls? Could the internal controls be adequate but not complied with? This course provides descriptions of how the most common types of financial statement and misappropriation of assets fraud schemes are detected. Cost-effective internal controls that can be implemented to prevent these schemes are provided. Classic and contemporary real-world fraud cases are reviewed in detail to reinforce how these schemes are perpetrated - both due to internal control failures and other factors. Red flags that might be indicative of these fraud schemes are addressed.

May 25, 2012

Friday

Tupelo

BancorpSouth Conf. Cntr.

Construction Contractors: Accounting, Auditing and Tax**Discussion Leader:** Andrew C. (Andy) Copeland, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 9:00-5:00**LEVEL:** Basic **CPE Credit:** 8 A&A General **VENDOR:** AICPA **ACRONYM:** CAAT-1

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 include: * 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 * How to work with surety and bonding companies.

May 25, 2012

Friday

Ridgeland

MSCPA Center

NEW**Estate and Life Planning Issues for the Middle-Income Client****Discussion Leader:** William F. (Bill) Taylor, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 9:00-5:00**LEVEL:** Basic **CPE Credit:** 8 Tax **VENDOR:** Surgent-McCoy **ACRONYM:** PMIC**NEW**

COURSE OBJECTIVES AND DESCRIPTION: Clients think that estate planning only applies to the very rich. In truth, there are many issues of critical concern for which the middle-income client needs to plan. This course is a must-attend for all CPAs who work with middle-income clients. Major Topics included: * More than 20 documents that should be reviewed that are neither a will nor trust* Identifying inheritance and death tax states, applicable rates, and tactics that may be used to minimize them* Reducing the impact of ancillary administration* Provisions you need in a will* When a trust is needed for children* Durable powers of attorney for financial matters and for health care* Asset protection strategies: upsides and downsides* Management of insurance: umbrella liability, disability, and life* Sample documents that can facilitate loans to children* Dealing with marriage and divorce* Titling assets effectively* Avoiding the loss of capital and passive losses at death* Elder care planning.

May 29, 2012

Tuesday

Ridgeland

MSCPA Center

Construction Contractors: Accounting, Auditing and Tax**Discussion Leader:** Andrew C. (Andy) Copeland, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 9:00-5:00**LEVEL:** Basic **CPE Credit:** 8 A&A General **VENDOR:** AICPA **ACRONYM:** CAAT-2

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 include: * 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 * How to work with surety and bonding companies.

May 30, 2012

Wednesday

Ridgeland

NEW**Forensic Accounting Investigative Practices****Discussion Leader:** Glenn Helms, PhD, CPA, CISA, CIA, CFF, CITP**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**NEW**

MSCPA Center

Course Hours: 9:00-5:00**LEVEL:** Intermediate **CPE Credit:** 8 **A&A** **VENDOR:** AICPA **ACRONYM:** FAIP

COURSE OBJECTIVES AND DESCRIPTION: This course builds upon the knowledge gained in the AICPA courses on Common Frauds and Internal Controls for Revenue, Purchasing and Cash Receipts, and The Top Ten Fraud Schemes: How to Detect and Prevent Them, which address how numerous fraud schemes are perpetrated and how they can be prevented and detected. Forensic Accounting Investigation Methodologies builds upon the foundation provided by these two courses and provides an in-depth description of the methods used by forensic and/or investigative accountants to conduct financial fraud investigations. Topics such as public record research, evidence gathering and preservation (including electronic evidence), interviews and interrogations, and traditional and emerging analytical procedures are addressed. Relevant material from technical specialists' forensic accounting publications are incorporated into the course, including citations from the AICPA book, The Guide to Investigating Business Fraud. Cases are provided to reinforce the material.

May 31, 2012

Thursday

Ridgeland **NEW**

MSCPA Center

COSO Internal Control: One Size Does Fit All**Discussion Leader:** Glenn Helms, PhD, CPA, CISA, CIA, CFF, CITP**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**NEW****Course Hours:** 8:30-12:00**LEVEL:** Basic **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4ICDAD

COURSE OBJECTIVES AND DESCRIPTION: Many managers, supervisors and accountants in business, government or nonprofits are not able to identify their departmental policies and procedures that function as the primary controls against errors and fraud. Alternately, auditors performing field work may be confused about how to interpret and evaluate management's documentation of accounting processes and controls. Neither party may truly understand how their duties differ. This course gives participants a solid understanding of systems and control documentation. After an overview of the latest COSO guidance on the components and principles of effective internal control, this course introduces participants to basic tools used to document an accounting process. Participants then identify the risks of errors and fraud in the accounting system and the presence (or absence) of compensating controls. Finally, participants will practice identifying key controls and control weaknesses.

May 31, 2012

Thursday

Ridgeland **NEW**

MSCPA Center

The Art of Fraud: Recent Findings, Red Flags, and Corruption Schemes**Discussion Leader:** Glenn Helms, PhD, CPA, CISA, CIA, CFF, CITP**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**NEW****Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4TAOF

COURSE OBJECTIVES AND DESCRIPTION: How are fraud schemes perpetrated? Who does it? How much is stolen? What controls can be installed to prevent and detect these schemes? These and other questions are answered by a review of landmark fraud studies - including those conducted by the Committee of Sponsoring Organizations (COSO), the Association of Certified Fraud Examiners (ACFE), large CPA firms, and others. A list of the Top Ten Fraud Schemes, based upon these studies, is provided. Fraud red flags for non-traditional schemes are addressed. The categories of non-traditional fraud schemes include corruption, Ponzi, and Asset Flip schemes. These non-traditional fraud schemes are not usually addressed in traditional accounting fraud courses. However, numerous entities have incurred significant financial losses as a result of these schemes and issues concerning these schemes need to be addressed to prevent financial losses. These schemes methodologies, related red flags and internal controls to prevent and detect these schemes are addressed in detail. Real-world cases are provided to reinforce concepts.

June 1, 2012

Friday

Ridgeland **NEW**

MSCPA Center

IT: Risks and Controls in Traditional and Emerging Environments**Discussion Leader:** Glenn Helms, PhD, CPA, CISA, CIA, CFF, CITP**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**NEW****Course Hours:** 9:00-5:00**LEVEL:** Intermediate **CPE Credit:** 8 **A&A** **VENDOR:** AICPA **ACRONYM:** ITRC

COURSE OBJECTIVES AND DESCRIPTION: Accounting transactions and other types of processing are conducted in a variety of IT environments. These IT environments could be traditional, such as Local Area Networks, and/or emerging, such as cloud and mobile computing. There are internal controls and risks that are common to all IT environments in both large and small entities. There are also IT internal controls and risks that are unique to less complex, more complex, traditional, and emerging technologies. This course will cover these topics and others including trust services associated with the internet and cloud computing, testing procedures, management controls, electronic evidence, COSO IT controls, and the most recently ranked top IT technologies.

June 4, 2012

Monday

Ridgeland

MSCPA Center

Revenue and Cash Receipts: Common Frauds and Internal Controls**Discussion Leader:** Donna M. Ingram, CPA, CFE**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** Basic **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4RCR

COURSE OBJECTIVES AND DESCRIPTION: Revenue and cash receipts are two critical areas that require strong controls to prevent intentional fraud or unintentional misstatements. While there is well-publicized fraud in these areas in larger companies, it also occurs in smaller businesses and nonprofit entities. A sound system of internal controls is needed to help prevent fraud occurrence. All too often, a "one-size-fits-all" system is put in place without considering the uniqueness of each entity. It is crucial that an internal control system is tailored so that the areas of greatest risk receive the most attention.

June 4, 2012

Monday

Ridgeland

MSCPA Center **NEW****The Most Common Financial Statement and Asset Fraud Schemes: How to Detect and Prevent Them****Discussion Leader:** Donna M. Ingram, CPA, CFE**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**NEW****Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4TMC2

COURSE OBJECTIVES AND DESCRIPTION: Many costly fraudulent schemes have occurred repeatedly throughout the past several decades. Why do these material fraud schemes continue to succeed? Is this due to failures of properly designed internal controls? Could the internal controls be adequate but not complied with? This course provides descriptions of how the most common types of financial statement and misappropriation of assets fraud schemes are detected. Cost-effective internal controls that can be implemented to prevent these schemes are provided. Classic and contemporary real-world fraud cases are reviewed in detail to reinforce how these schemes are perpetrated - both due to internal control failures and other factors. Red flags that might be indicative of these fraud schemes are addressed.

June 5, 2012

Tuesday

Ridgeland

MSCPA Center

Ethics, Rules & Regulations**Discussion Leader:** Stanley Clark, CPA, Ph.D.**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** All **CPE Credit:** 4 **Ethics** **VENDOR:** Self-Developed **ACRONYM:** ERR-3

COURSE OBJECTIVES AND DESCRIPTION: This seminar satisfies the State Board's requirement for three hours of general ethics and one hour of Mississippi Rules and Regulations.

June 5, 2012

Tuesday

Ridgeland

MSCPA Center

Accounting and Auditing Update**Discussion Leader:** Stanley Clark, CPA, Ph.D.**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Update **CPE Credit:** 4 **A&A** **VENDOR:** AICPA **ACRONYM:** CL4AUAA2

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 6, 2012

Wednesday

Ridgeland

MSCPA Center

Health Care Reform Act: Critical Tax and Insurance Ramifications For You, Your Business and Your Clients**Discussion Leader:** William F. (Bill) Taylor, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** Basic **CPE Credit:** 4 **Tax** **VENDOR:** AICPA **ACRONYM:** CL4HCRA

COURSE OBJECTIVES AND DESCRIPTION: Dramatic and significant tax and health insurance changes are coming to America! The nearly \$1 trillion, 10 year cost of the Patient Protection and Affordable Care and Reconciliation Acts of 2010 will change the way health insurance is delivered and how we will pay for it. Be informed of these changes and get tips for strategies to best deal with them.

June 6, 2012

Wednesday

Ridgeland

MSCPA Center

Estate Planning Strategies: Minimizing Taxes and Maximizing Wealth**Discussion Leader:** William F. (Bill) Taylor, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Basic **CPE Credit:** 4 **Tax** **VENDOR:** AICPA **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. Topics 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.

June 7, 2012

Thursday

Ridgeland

MSCPA Center

NEW**Case Studies for the Financial Manager: Real-World Lessons Learned****Discussion Leader:** Anthony LaRusso, BA, MBA, CMA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** Intermediate **CPE Credit:** 4 **General** **VENDOR:** AICPA **ACRONYM:** CL4CSFM

COURSE OBJECTIVES AND DESCRIPTION: This innovative new program presents a refreshing way of teaching financial subjects through a problem-solving case study format. While most other programs primarily use lecture, this program relies totally on solving problems through case studies. Some of the financial problems tackled will include financial and operating leverage, increasing department efficiency, planning and the proper use of metrics. During the program, finance professionals will have an opportunity to face real and simulated problems and then work in small groups to come up with the best solutions. These will be practical problems that are found in an organizational setting every day, and the participants will have the opportunity to hear several different approaches to solutions. Objectives: See different approaches to financial leverage; develop a planning system that works for your company; see new ways to increase financial department efficiency.

June 7, 2012

Thursday

Ridgeland

MSCPA Center

NEW**Real-World Solutions to Tricky Issues Facing Today's Financial Professional****Discussion Leader:** Anthony LaRusso, BA, MBA, CMA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 **General** **VENDOR:** AICPA **ACRONYM:** CL4TIFP

COURSE OBJECTIVES AND DESCRIPTION: This innovative new program presents a radically refreshing way to teach people-management subjects totally in a case study format. While most other programs use some case studies along with lecture, this course uses only case studies to discuss various important skills for the finance professional. The program presents real-life and simulated problems exploring the various ways for effective solution. Some of the important cases will discuss things like surviving corporate politics, being a change-maker within the organization, conflict management, and how to increase morale among employees. During the program, finance professionals should come prepared to solve similar problems to those they encounter on the job every day. The difference is that during this class they will have the opportunity to hear several opinions on the best way to solve the problem.

June 8, 2012

Friday

Ridgeland

MSCPA Center

NEW**Expand Your Value-Adding Skills: Uncovering the CPAs Worth to the Organization****Discussion Leader:** Anthony LaRusso, BA, MBA, CMA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 8:30-12:00**LEVEL:** Intermediate **CPE Credit:** 4 **General** **VENDOR:** AICPA **ACRONYM:** CL4ERI

COURSE OBJECTIVES AND DESCRIPTION: The primary duty of a CPA is to protect the assets of their organization. This requires an increasing understanding of the key functions of the business, the overall environment, and analytical techniques. When a firm fails, it is usually due to several identified problems. However, these problems often result from a small number of poor practices that infect the entire organization. They can include such items as reliance on inappropriate or inaccurate data/measurements, lack of understanding of long-term costs, the absence of a functioning asset allocation process and/or plan, inaction, an inability to identify and thus manage risk, etc. In numerous instances an organization will repeat a bad practice across the enterprise. Too often, such activities are not detected until significant damage has been done. This course identifies practices, techniques and analytical tools, and relates them specifically to key tasks/functions of CPAs and other financial professionals. These activities include: general analysis, decision making, cost management, selected accounting practices, budgeting, forecasting, measuring and reporting. In addition, the course provides insights on managing through a business cycle and redefines some ideas about risk management.

June 8, 2012

Friday

Ridgeland

MSCPA Center

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

Discussion Leader: Anthony LaRusso, BA, MBA, CMA

Cost: Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0

Course Hours: 1:00-4:30

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.

MAJOR EVENTS IN MAY AND JUNE

Young CPA Conference

April 27 - Farm Bureau Grill at Trustmark Park, Pearl

Accounting & Auditing Conference

May 11 - Embassy Suites, Ridgeland

Hattiesburg Cluster

May 14 - 16 - Convention Center

Program for Management Development

May 16 & 17 - MSCPA Center, Ridgeland

Mississippi Technology Conference

May 21-22 - Embassy Suites, Ridgeland

Tupelo Cluster

May 23 - 25 - BancorpSouth Conf. Center

Ridgeland Cluster

May 30 - June 8 - MSCPA

MSCPA Annual Convention

June 21-24, Destin, Florida

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 circle each amount included to ensure we enter your payment correctly.

(✓)	DATE	COURSE TITLE	CITY	LOCATION	AICPA* \$ MEM	NON-\$MEM	CPE Hours	Rec'd Area	
()	April 27	YOUNG CPA CONFERENCE	Pearl	The Grill, Trustmark Park	100	100	TBA	TBA	
()	May 9	Mississippi Sales and Use Tax Update	Ridgeland	MSCPA Center	140	180	4	Tax	
()	May 10	COMMITTEE DAY	Ridgeland	MSCPA Center					
()	May 11	ACCOUNTING & AUDITING CONFERENCE	Ridgeland	Embassy Suites	199	274	8	A&A	
()	May 14	Fraud: Catching the Crooks Who Cook the Books	Hattiesburg	Convention Center	255	330	8	A&A	
()	May 14	Choice of Entity - Key Issues: S Corp, C Corp, Ptnrshp., LLC & Sole Prop.	Ridgeland	MSCPA Center	*	255	330	Tax	
()	May 14	How to Settle an Estate for a Client from A to Z	Hattiesburg	Convention Center	255	330	8	Tax	
()	May 15	Ethics, Rules and Regulations	Hattiesburg	Convention Center	140	180	4	Ethics	
()	May 15	Financial Fraud, Forensics, and the CPA	Hattiesburg	Convention Center	140	180	4	A&A	
()	May 15	Closely Held Business Taxation: Smart Strategies to Slash Taxes	Ridgeland	MSCPA Center	*	255	330	Tax	
()	May 15	MBA in a Day	Hattiesburg	Convention Center	255	330	8	General	
()	May 16	Protecting You and Your Clients Against Identity Theft, Investment Fraud. . .	Hattiesburg	Convention Center	255	330	8	General	
()	May 16	Leadership Secrets of Football's Master Coaches	Hattiesburg	Convention Center	255	330	8	General	
()	May 16-17	PROGRAM FOR MANAGEMENT DEVELOPMENT	Ridgeland	MSCPA Center	260	340	16	TBD	
()	May 17	AICPA Adv. Course: Overview of the AICPA Peer Review Program...	Jackson	Eubank and Betts	*	255	330	8	A&A
()	May 18	Audits of 401 (k) Plans	Ridgeland	MSCPA Center	*	255	330	8	A&A
()	May 21	The Complete Guide to Payroll Taxes and 1099 Issues	Ridgeland	MSCPA Center	255	330	8	Tax	
()	May 21-22	MISSISSIPPI TECHNOLOGY CONFERENCE	Ridgeland	Embassy Suites	435	585	16	General	
()	May 22	Reading, Understanding, and Structuring LLC and Partnership Agreements	Ridgeland	MSCPA Center	255	330	8	Tax	
()	May 23	Practical Tips and Techniques for Dealing with the IRS	Tupelo	BancorpSouth Conf. Cntr.	140	180	4	Tax	
()	May 23	Ethics, Rules & Regulations	Tupelo	BancorpSouth Conf. Cntr.	140	180	4	Ethics	
()	May 23	Accounting and Auditing Update	Tupelo	BancorpSouth Conf. Cntr.	140	180	4	A&A	
()	May 23	Estates and Trusts: Mastering Complex Income Tax Issues	Tupelo	BancorpSouth Conf. Cntr.	140	180	4	Tax	
()	May 23	Financial Reporting - Turn Information Into Action	Ridgeland	MSCPA Center	255	330	8	A&A	
()	May 24	Only Financial Officer - Skills for Smaller Company Financial Managers	Ridgeland	MSCPA Center	255	330	8	A&A2, Eth2,	
Gen4									
()	May 24	Advanced Update for Compilation, Review, and Accounting Services	Tupelo	BancorpSouth Conf. Cntr.	*	255	330	8	A&A
()	May 24	Innovative Tax Planning for Individuals and Sole Proprietors	Tupelo	BancorpSouth Conf. Cntr.	*	255	330	8	Tax

(✓) DATE	COURSE TITLE	CITY	LOCATION	AICPA*	\$ MEM	NON- \$MEM	CPE Hours	Rec'd Area
() May 25	Purchasing, Inventory & Cash Disbrsmts. Common Frauds . . .	Tupelo	BancorpSouth Conf. Cntr.		140	180	4 A&A	
() May 25	The Most Common Financial Statement and Asset Fraud Schemes	Tupelo	BancorpSouth Conf. Cntr.		140	180	4 A&A	
() May 25	Construction Contractors: Accounting, Auditing and Tax	Tupelo	BancorpSouth Conf. Cntr.	*	255	330	8 A&A 6; Gen.2	
() May 25	Estate and Life Planning Issues for the Middle-Income Client	Ridgeland	MSCPA Center		255	330	8 Tax	
() May 29	Construction Contractors: Accounting, Auditing and Tax	Ridgeland	MSCPA Center	*	255	330	8 A&A 6; Gen.2	
() May 30	Forensic Accounting Investigative Practices	Ridgeland	MSCPA Center	*	255	330	8 A&A	
() May 31	COSO Internal Control: One Size Does Fit All	Ridgeland	MSCPA Center		140	180	4 A&A	
() May 31	The Art of Fraud: Recent Findings, Red Flags, and Corruption Schemes	Ridgeland	MSCPA Center		140	180	4 A&A	
() June 1	IT: Risks and Controls in Traditional and Emerging Environments	Ridgeland	MSCPA Center	*	255	330	8 A&A	
() June 4	Revenue and Cash Receipts: Common Frauds and Internal Controls	Ridgeland	MSCPA Center		140	180	4 A&A	
() June 4	The Most Common Financial Statement and Asset Fraud Schemes	Ridgeland	MSCPA Center		140	180	4 A&A	
() June 5	Ethics, Rules & Regulations	Ridgeland	MSCPA Center		140	180	4 Ethics	
() June 5	Accounting and Auditing Update	Ridgeland	MSCPA Center		140	180	4 A&A	
() June 6	Health Care Reform Act	Ridgeland	MSCPA Center		140	180	4 Tax	
() June 6	Estate Planning Strategies: Minimizing Taxes and Maximizing Wealth	Ridgeland	MSCPA Center		140	180	4 Tax	
() June 7	Case Studies for the Financial Manager: Real-World Lessons Learned	Ridgeland	MSCPA Center		140	180	4 General	
() June 7	Real-World Solutions to Tricky Issues Facing Today's Financial Professional	Ridgeland	MSCPA Center		140	180	4 General	
() June 8	Expand Your Value-Adding Skills: Uncovering the CPAs Worth to the Org.	Ridgeland	MSCPA Center		140	180	4 General	
() June 8	Controller's Update: Latest Trends for Today's Financial Manager	Ridgeland	MSCPA Center		140	180	4 General	

* AICPA members can deduct \$30 per day from the appropriate fee for 8- and 16- hour AICPA seminars only. This discount must be taken when registering.

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, logon to the member portion of the web site in the upper right corner of the home page, and update your information.
www.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 seven days, a fifty percent refund will be given. Personnel substitutions are permitted. **No refunds are given for same-day cancellations or no-shows.**

PLEASE INDICATE METHOD OF PAYMENT

CREDIT CARD IS ___ Personal ___ Company

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Account Number _____ Mo. Yr. _____
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X _____ \$ _____ CCID Number _____
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☐ I hereby authorize the MSCPA to charge \$ _____ to my credit card.



Do We Have Your Current Email Address?

(CPE confirmations & Society News
Updates all go to your email address)

Send your preferred Email
address to mail@ms-cpa.org
and we'll update

MARCH CLASSIFIEDS

continued from page 20

SALES – JIM BURFORD, BROKER - WHERE PRACTICE SELLERS AND BUYERS MEET.
 Some of the practices we now have available are listed below:

- Natchez, MS. Tax practice. Annual gross \$73,572. Health problems – asking price lowered to \$45,000.
- North Jackson, MS area. CPA practice with annual gross of \$234,000. Net cash flow of \$99,000. Tax return preparation fees of \$150,000. Write up and bookkeeping fees of \$83,000. No down payment, 10 year financing available on this practice.

- Southern, MS CPA practice. Annual gross of over \$175,000. No audits – tax, write up, and some reviews. Great net cash flow. No down payment, 10 year financing available. Available after April 15, 2012.
- CPA practice in Chickasaw county MS. Annual gross of \$80,000. Asking price \$70,000. Fees are earned mostly from income tax preparation and write up and bookkeeping services – no audits or reviews.

To get a **FREE PRACTICE VALUATION** or to list your practice with us or to check out our current listings, visit us at our website WWW.AMERICANPRACTICESALES.COM or call me, Jim Burford, CPA toll free (800) 340-7002 or e-mail me at jimburford@frontier.com.

Tech Bit 92: **BYOD**

When I was in college, back in the middle ages, party invitations frequently came with the notation BYOB, “bring your own booze.”

Now, more and more job offers come with the notation BYOD, “bring your own device.”

Another FLA (four letter acronym) being used to describe this change is CoIT, or the Consumerism of IT. One variant I like is Cooperative IT.

This was one of the recurring themes at this last year's Defrag conference.

Oddly, this isn't a new phenomenon. Back in the late 1970's, when the Apple II was just becoming popular, people would sneak on into work to run the spreadsheet software Visicalc, often putting the relatively low cost computers on expense reports (although even in the days of 3 martini lunches how you could put \$2,000 of computer on an expense report baffles me).

Then IT figured out having all these rogue computers in the office, often hooked up to the mainframe system with odd connections, were a support and security nightmare, so they clamped down. Only company issued devices can be used for work!

I've actually met people traveling who have two laptop computers, two cell phones, pretty much two of everything you might travel with, all in an oversized wheeled computer bag.

Generally, most employees' personal devices are more state of the art than the company issued ones. Interested employees often are reading about what is the latest and greatest and can decide to buy that device when it is released. IT is usually constrained to a list of approved vendors, who are considered safe, and must do a formal evaluation before making a purchase decision. Sadly, that sometimes means the technology is obsolete before it is even deployed to the employees.

And often the employees know how to use their own devices better than the company issued ones. It's their computer or phone after all. So their productivity is lower with the company issued phone or computer.

But IT has/is in total control, so security and support is lower right? Not always.

The good news is more companies are realizing that employees are capable of making good technology decisions, they are doing it for themselves all the time. So more and more of the time, instead of forbidding “foreign” phones or computers, companies are allowing them, sometimes even encouraging them.

The role of IT becomes less of the prophets on high bringing the Windows XP

tablets down from the mountain right after the iPad gets introduced, and more the Geek Squad for the company, offering pre-purchase advice and on-going support. In fact Geek Squad got its start offering tech support back up to business IT groups (at Defrag Robert Stephens mentioned his best marketing tool in the early days were Carnival Cruise brochures with a card that read “When was the last time you took a vacation” sent to server administrators). Geek Squad still does corporate IT support, a fact often overlooked by their Best Buy connection.

But the CoIT revolution isn't stopping at hardware, more and more employees are bringing new software options to work. These options are often web applications that can replace more expensive traditional corporate software. Google Docs ends up replacing Microsoft Office, offering enough of the functionality to satisfy the user at a fraction of the cost, and adding a collaboration bonus that is harder to implement in a traditional IT environment. There are a huge number of web applications, many of them with freemium business models that let you get started and prove the benefits before incurring any costs. Your employees will find them for you.

Another great example of how consumer IT has impacted business is YouTube. Most people think of YouTube as the place to go to watch dogs talk or cute baby videos. But many people are finding YouTube is a great “how to” resource. One manufacturer I used to represent, Moen Faucet, has a whole series of how to fix your faucet videos that reduce the number of warranty claims.

Hosting video on your own web server is expensive. Video files are large and web server storage is often limited. And if many people view your video you may exceed your bandwidth on your server, incurring additional charges.

But you can upload that video to YouTube where you don't have to pay for storage or bandwidth. An added benefit of video on YouTube is people may find your video that wouldn't find it normally. YouTube is the #2 most used search engine behind its parent company Google.

Creating a YouTube video can be done with simple equipment. I wrote an article many years ago that suggested you could create videos with only a \$1-2,000 investment in equipment. Now many smart phones can take HD video and upload it directly to YouTube, making the cost of producing and distributing video virtually nothing.

The Apple II with Visicalc may have

started the current trend to CoIT. It is definitely catching on. Embrace the new uses your employees will come up with on their own. Allow them to use their own devices (computer or smart phone) while working for you. Even support them with a staff member or a Geek Squad contract. If you really want to adopt BYOD, you might even consider giving employees an allowance to spend on those devices. It will pay off in the long run.

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

2012 Convention Set **June 21-24** at **Sandestin**

Registration forms for the 2012 MSCPA Annual Convention will go in the mail later in March and will be posted to the Society website. This will be the 27th consecutive year for the Convention and Annual Business Meeting to be held at the Sandestin Golf & Beach Resort in Destin, Florida.

Among speakers confirmed by President Stacy Thomas are Rich Caturano, Vice Chairman of the American Institute of CPAs (AICPA) and Ken Bishop, President and CEO of the National Association of State Boards of Accountancy (NASBA), who are Friday morning speakers. Aaron Beam, former Chief Financial Officer of HealthSouth, will speak Saturday morning following the Business Meeting.

Two four-hour CPE programs will be offered Thursday. Dr. Quinton Booker of Jackson State University will present a four-hour Ethics program in the morning and Dr. Steve Grice of the University of Alabama will present a four-hour Accounting & Auditing Update in the afternoon.

The Annual Business Meeting starts at 9 a.m. Saturday with election of officers for 2012-2013 and reports from the Secretary, Treasurer, AICPA Council Representative, State Board, and Insurance Trust will be presented. Presentations will be made to the Outstanding Educator, Public Service Award Winner, and CPA Exam Medal Winners.

Complete convention details and registration materials will also be posted to the Society's website at www.ms-cpa.org.

(See the Sandestin Room Reservation form on Page 5)



**Mississippi Society of
Certified Public Accountants**
and its Education Foundation
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Ridgeland, MS 39157

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A CPA WITH SEVERAL YEARS of small business and tax accounting experience is seeking a part-time job. Contact Van Hawthorne @ 601 209-8237 or vanhawthorne@bellsouth.net.

CONTROLLER. Supervise preparation of financial reports, manage insurance program, administer budget, oversee manufacturing related accounting. Financial management experience, 4 year degree and computer competency required; CPA preferred. Email resumes to careers@goldinmetals.com.

COME JOIN THE TEAM AT MATTHEWS, CUTRER & LINDSAY, PA., recent recipient of the Mississippi Business Journal's 100 Best Private Companies in Mississippi award. Currently the firm is seeking experienced full-time audit and tax professionals and per diem tax professionals to work during tax season. The firm offers excellent benefits, a competitive salary with opportunity for advancement along with an atmosphere that encourages a strong work/life balance. Send resumes to 599C Steed Rd, Ridgeland, MS 39157 or email rcutrere@mclcpa.net and kguthrie@mclcpa.net.

BKD, LLP, a top tier accounting and advisory firm in the U.S., is seeking experienced audit professionals with 2 or more years experience for its Mississippi practice. Experience in healthcare, financial services, and/or manufacturing & distribution/commercial is favored though not necessarily required. CPA or CPA eligibility is required. Resumes may be sent to 190 East Capitol Street, Suite 500, Jackson, MS 39201, or emailed to stadler@bkd.com. Please visit www.bkd.com for more information.

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INTERESTED IN SELLING YOUR PRACTICE? Matthews, Cutrer & Lindsay, P.A., a Ridgeland based firm, is interested in acquiring additional accounting practices. If you are looking to retire now or in the near future, we would like to talk with you. Please contact Charles Lindsay at 601-898-8875 or email clindsay@mclcpa.net.

RESERVOIR AREA CPA firm of Fortenberry & Ballard, PC, is seeking candidates to fill positions in audit, tax, and financial services. We offer a competitive salary and benefits package, including bonus opportunities, as well as opportunity for advancement. Please send your resume in confidence to 1929 Spillway Road, Brandon, MS 39047 or e-mail to pat@fortcpa.com.

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continued on page 18