

31st Annual

# Governmental Accounting And Auditing Conference

Thursday & Friday  
August 14 & 15, 2014  
Hilton Jackson

Member \$280  
Non-Member \$380

16 Hours of CPE

*Members can register online.  
Anyone can register by  
completing the standard  
CPE registration form at  
[www.ms-cpa.org](http://www.ms-cpa.org)*

## In This Issue

Welcome New Members .....	2
Mail Ballots Available.....	2
Convention Housing Form.....	3
Meet the Candidates.....	4-5
Practice Continuation For Small Firms .....	8
Billing, Collecting and Disengagement.....	10
June CPE Programs.....	13-22

### 2014 MSCPA Convention

June 26-29, 2014  
Sandestin Golf & Beach Resort



### 2015 MSCPA Convention

June 25-28, 2015  
Sandestin Golf & Beach Resort



# MSCPA

MISSISSIPPI SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS

VOLUME XLVIII

MAY 2014



## New CPAs Welcomed April 19 During State Board Ceremony

The Mississippi State Board of Public Accountancy welcomed and recognized new CPAs during their Spring ceremony Saturday, April 19 at the New Capitol. State Society President Beth Burgess introduced the new CPAs to the MSCPA and Daniel Scarbrough, President of the Young CPA Network, described activities of the Young CPA Network and invited them to become active. Keynote speaker was Dr. Hugh Parker, Retired Senior Partner of Horne LLP. Dr. Rick Elam, Chairman of the State Board, administered the Oath of Title. The new CPAs recognized Saturday included Shondra Alita Barker, Hunter Ellis Barlow, Laura McGarrh Barlow, Travis Lamarlo Brown, Susan DeWitt Burrell, Melody A. Byrd, William Rhine Chesteen, Lori Knight Crocker, Kyle Wesley Goldman, Clifton H. Hinson, Margaret Anne McGuire, Barry Duane McKenzie, Zachary Aaron Ring, Briana Elise Russell, Brian Keith Strickland, and Kimberly Michelle Williams.

## 2014 MSCPA Convention June 26-29, 2014

The 2014 MSCPA Annual Convention is June 26-29, 2014 at the Sandestin Golf & Beach Resort in Sandestin, Florida. President Beth Burgess extends an invitation to all MSCPA members and friends of the Society to attend.

(Convention registration forms have been posted to the Society's website at [www.ms-cpa.org](http://www.ms-cpa.org))

Activities begin on Thursday, June 26 as exhibitors set up in the Baytowne Conference Center. Two four-hour CPE programs are offered with Donna Ingram, CPA, CFE, CRFA presenting a four-hour Ethics, Rules & Regulations Seminar Thursday morning and

a four-hour course on Real Life Fraud Cases Thursday afternoon. A separate brochure with complete details is available on the two four-hour programs.

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

**Tommye Barie, AICPA Vice Chairman, presents a Professional Issues Update at 9 a.m. on Friday...**

*continued on page 6*



*Published  
by the  
Mississippi Society of  
Certified Public Accountants*

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

## OFFICERS

### *President*

Beth Burgess, Jackson

### *Vice President/President-Elect*

Karen Moody, Jackson

### *Secretary*

Anna Langley, Oxford

### *Treasurer*

Charles Prince, Magee

### *Immediate Past-President*

Lee Adams, Jackson

### *Executive Director*

Jack O. Coppenbarger

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

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

## Welcome New Members

New members include: Katherine Harrell Knight and Kimberly Michelle Williams.

Now completing the membership process are:

**Valerie W. Bogart** was born in New Orleans and received her Bachelor of Science in Accounting from the University of Southern Mississippi. She is a Supervisory Examiner with the National Credit Union Administration in Atlanta.

**Susan D. Burrell** was born in Jackson and received her Bachelor of Business Administration from Belhaven University. She is Pension Administrator with Stevens, Dowd & Company in Jackson.

**Barry Duane McKenzie** was born in Starkville and received an Associate's degree from Jones Junior College, a Bachelor's degree from the University of Southern Mississippi and an MBA from Mississippi State University. He is a Manager/Supervisor with Watkins, Ward & Stafford in Jackson.

**Zachary Aaron Ring** was born in Memphis and received Bachelor in Accountancy and Master of Professional Accountancy degrees from Mississippi State University. He is a Staff Accountant with Haddox Reid Eubank & Betts in Jackson.

**Sharon R. Stone** was born in Jackson and received a BS in Accounting from Mississippi State University. She is a Financial Reporting Accountant with Ergon, Inc. in Flowood.

## Mail Ballots Available for Officer Election

Members who choose to cast an absentee ballot for the 2014-2015 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](mailto:mail@ms-cpa.org). The Bylaws require that an absentee ballot must be voted and returned to the Society office no later than five days prior to the date of the Annual Business Meeting (June 28).

See pages 4-5 for photos and profiles on the candidates.

## Medley & Brown

Investment Advisor

Serving Families

Since 1989

Experienced Team of

Investment

Professionals

Documented Record

of Long-Term

Performance

Employee-Owned

Call us at 601-982-4123

[www.medleybrown.com](http://www.medleybrown.com)



**MEDLEY & BROWN, LLC**  
FINANCIAL ADVISORS



## HOUSING REQUEST FORM

Book online: <http://www.Sandestin.com/22X1P1.aspx>

Sandestin® Group Reservations

Call 800.320.8115 or Fax: 850.267.8221

### MISSISSIPPI SOCIETY OF CPAS 2014 ANNUAL MEETING

**Thursday, June 26 - Sunday, June 29, 2014**

**GROUP CODE: 22X1P1**

Rates good Saturday, June 21 - Thursday, July 3, 2014

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 22, 2014**, 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 12% fees and 12% 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*	\$ 299.00	Bayside 2 Bdrm	\$ 237.00
Beachside 1 Bdrm*	\$ 355.00	LeCiel Guest Room	\$ 156.00
Beachside 2 Bdrm*	\$ 489.00	LeCiel 1 Bdrm Suite	\$ 209.00
Beachside 3 Bdrm*	\$ 609.00	Village Studio	\$ 192.00
Westwinds 1 Bdrm*	\$ 369.00	Village 1Bdrm	\$ 215.00
Westwinds 2 Bdrm*	\$ 519.00	Village 2 Bdrm	\$ 345.00
Westwinds 3 Bdrm*	\$ 629.00	Village 3 Bdrm	\$ 433.00
Southside 2 Bdrm	\$ 312.00	LeJardin 3 Bdrm	\$ 465.00
Southside 3 Bdrm	\$ 416.00	Grand Complex Studio	\$ 203.00
Southside 3 Bdrm Loft	\$ 465.00	Grand Complex 1 Bdrm	\$ 239.00
Lakeside 2 Bdrm	\$ 289.00	Grand Complex 2 Bdrm	\$ 353.00
Lakeside 3 Bdrm	\$ 379.00	Grand Complex 3 Bdrm	\$ 426.00
Lakeside 4 Bdrm	\$ 440.00	Luau 1 Bdrm	\$ 197.00
Beachwalk 2 Bdrm	\$ 270.00	Luau 2 Bdrm	\$ 286.00

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

The Grand Complex consists of accommodations in the Grand Sandestin®, 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.**

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

**Sandestin.**  
Golf and Beach Resort

# 2014-2015

## President Karen Moody, Jackson

### MEET THE CANDIDATES

#### Vice President / President-Elect



**Donna Bruce** is a Partner with BKD, LLP in Jackson and serves as the Tax Director. She was previously a Member with Johnson, Bruce & Host, PLLC and a Tax Managing Director with KPMG, LLP. Donna primarily practices in the area of personal financial planning serving individuals, family groups, and closely-held business clients. She also works extensively with tax exempt organizations. Donna is a 1987 graduate of Mississippi State University. She has previously served as Secretary of the MSCPA and currently serves on the MSCPA Non-Profit committee. She is a past president

of the Estate Planning Council of Mississippi and past chairman of the Mississippi Tax Institute. Donna is a member of the MS Baptist Health System's Estate & Gift Advisory Board. She is a graduate of Leadership Mississippi and has been recognized as one of the "Top 40 Under 40" and one of the Mississippi's "50 Leading Business Women" by the Mississippi Business Journal. Donna is a sustaining member of the Junior League of Jackson having previously served on the board of directors and currently serves as the sustaining advisor to the league's board of directors. She is active with the Mississippi Children's Museum serving as the current Finance Committee chair and having previously served as chair of the Audit Committee. Donna is an avid runner. She and her husband, Clark, live in Madison and attend Broadmoor Baptist Church.



**Cheryl Lee** has been with Haddox Reid Eubank Betts since 1986 after her graduation from University of Southern Mississippi. As a tax partner, she is the leader of the firm's Physician Practice Services Team and is also in charge of the Client Accounting Services department. She manages tax and tax planning, payroll and bookkeeping, retirement plan administration and advisory services for clients in the healthcare and related industries. She has been active in the MSCPA having served as Treasurer, was on the Board of Governors and

has held several officer positions for the Central Chapter. Currently, she serves on the Taxation committee for the State Society. Cheryl was also a trustee for the Mississippi Tax Institute. During her spare time, she serves on the Board of the Bower Foundation and is a member of Country Woods Baptist Church in Byram, Mississippi where she is a member of the Worship Ministry Team. She is married to Gary and has two daughters and two grandchildren.

#### Treasurer



**J. Scott Christian** is a member with The Gillon Group, PLLC in Natchez. He has over 20 years of audit, tax and consulting experience in public accounting. Scott has worked extensively in the banking, healthcare, manufacturing, oil and gas and not for profit industries. Prior to embarking on his public accounting career, Scott spent 7 years in the banking and financial services field. Scott is a native of Natchez. He earned his Bachelor of Business Administration degree from Millsaps College. He also holds a Masters of Business Administration from Christian Brothers University and a Master of Science in Accounting Systems from

the University of Memphis. Within the local community, Scott currently serves as Treasurer of the Natchez Downtown Development Association, President of Home Builder Association of Natchez, Secretary/Treasurer of the St. Catherine Creek Utility District, and Treasurer of Beau Pre Country Club. He is a member of the Rotary Club of Natchez, Cathedral School Athletic Association, and the Santa Claus Committee. Scott is also a graduate of the Natchez-Adams County Chamber of Commerce Leadership Natchez program. His professional affiliations include the AICPA, MSCPA, and the Society of Louisiana CPAs. He has served on the MSCPA Board of Governors, and served as the President and 1st Vice-President of the Southwest Chapter of MSCPA. Scott and his wife Robin have two children and they attend St. Mary's Basilica.



**Diana Hardin** is a manager at HORNE, LLP in the Government Services practice group in Ridgeland, MS. She currently oversees the disaster compliance division where she works with clients in multiple states to provide guidance on government regulations and to design and implement processes to provide transparency and accountability. She received a Bachelor's Degree in Business Administration from Mississippi College and a Master of Accountancy from the University of Mississippi. She has also earned the Certified Internal

Auditor (CIA) designation. She is a past president of the Central Chapter of the MS Society of CPAs. She is a member of the American Institute of Certified Public Accountants and the Institute of Internal Auditors. Diana currently resides in Madison with her husband, Cliff, and their two children, Alex and William. They are active members of Broadmoor Baptist Church.

#### Secretary



**Gloria Crechale** is the Director of the Retirement Plan Consulting and Administration department for Fox/Everett, Inc., the largest independently owned insurance agency in Mississippi. Her responsibilities include oversight of the daily operations and business development for the consulting services offered by the department for employers sponsoring qualified retirement plans including operational compliance, third-party administration, and plan design services. She graduated from the University of Southern

Mississippi with a Bachelor of Science in Accounting and began her accounting

*continued on page 5*



**Lance A. Mize** is a Shareholder with Faust & Associates, CPA's, P.A. in McComb, MS. He joined the Firm in 2011 and has over 13 years of experience in public accounting in the areas of taxation, payroll, bookkeeping and advisory services. He graduated from Mississippi College in 1999 with a Bachelor of Science in Accounting and received his MBA from Mississippi College in 2001. Lance is a member of the AICPA and has been active in the MSCPA while serving as the Co-Chairman for the Insurance Trust of the MSCPA since 2008. Lance and his wife, Ary, are the parents of two

children and are members of Faith Presbyterian Church.



## GLORIA CRECHALE continued from page 4

career with Hagaman, Roper, Haddox & Reid in 1978. Gloria has over 30 years of experience in public accounting with her primary focus being on all aspects of retirement plan consulting since 1991. Prior to joining Fox/Everett in 2010, Gloria was a shareholder in the CPA firm of Burgess-Crechale, P.A. She is active in the MSCPA, having previously served two terms on the Board of Governors and is a long-term member of the Continuing Professional Education committee.

She is also a board member of the Mississippi Chapter of the Financial Planning Association, serves as Treasurer of the Hartfield Academy's HOST organization, and was selected as one of Mississippi Business Journal's Top 50 Leading Business Women in 2005. Gloria and her husband, Bob, live in Rankin County and attend Lakeside Presbyterian Church. They have three children, Anderson, Anne Maree and Bob.

## At-Large Board Member



**Tony Chance** is the principal in the firm of Tony Chance and Company, CPA's in Forest. He is a graduate of the University of Southern Mississippi with BS degrees in accounting and finance. He has 40 years experience in public accounting. He has served as Secretary and President (2001-2002) of the MSCPA and presently serves on the insurance trust committee which he chaired for many years. He is also a member of the AICPA. Locally, Tony is a Past President of the Forest Rotary Club and the Forest Area Chamber

of Commerce. He and his wife, Margaret, are active members of the Forest Baptist Church where he served as chairman of Deacons and currently teaches adult Sunday School. He and Margaret are the parents of three children and six grandchildren.



**Gary Walker** is a partner with Lyle Walker, & Co, P.A. in Ridgeland, MS. He is a native of Philadelphia, MS and graduated from Neshoba Central High School, East Central Junior College and Mississippi State University. His principal areas of practice are construction and non-profit entities. Prior to his career in public accounting, he worked approximately eight years with Internal Revenue Service in Jackson and Hattiesburg. Gary has served MSCPA as President, Secretary, Board of Governors member, chair of several

MSCPA committees, Chair of the Mississippi Tax Institute and President of the Jackson Tax Forum. He also served on the task force for construction of the current MSCPA offices. He is concluding his service as chair of the Advisory to State Board of Accountancy having served in that capacity for over ten years. Gary and his wife Sandra are members of First Baptist Church in Clinton, MS where he has served as Deacon, Sunday School teacher, and five terms as chairman of the finance committee. He and Sandra have two children, Nicole and Jody and three grandchildren.

# Mississippi Society of Certified Public Accountants

INCORPORATED UNDER THE LAWS OF THE STATE OF MISSISSIPPI

## NOTICE OF ANNUAL MEETING

To: Members, Mississippi Society of Certified Public Accountants

In accordance with the Bylaws, the members are hereby notified of the annual meeting of the Mississippi Society of Certified Public Accountants to be held at the Sandestin Resort, Destin, Florida, on Thursday, Friday, Saturday and Sunday, June 26-29, 2014.

The Annual Business Meeting will convene on Saturday, June 28, 2014 at 9:00 a.m. The election of officers, reports from officers, and other business will be conducted at this time. Candidates for office with biographical data are included in this Newsletter.

A special program has been designed to interest all members, their spouses, children and guests.

Beth Burgess  
President

## ANNUAL CONVENTION

continued from page 1

Tommye Barie has an extensive history of service to the accounting profession. From 2003-2006 and 2009-2013, she served as a member of the AICPA's governing Council and from 2010-2013, she was a member of the AICPA's Board of Directors. She served as Chair of the AICPA's Finance Committee from 2011-2013 and the National Accreditation Commission from 2008-2011. Barie served as President of the Florida Institute of Certified Public Accountants from 2004-2005. She is a member of the Government Finance Officers Association and the Florida Government Finance Officers Association. Barie is a partner with Mauldin & Jenkins, LLC and a member of the Firm's Audit and Accounting Committee. Since starting her career in 1983, her focus has been serving governmental entities and not-for-profit organizations by providing them financial and compliance audits, compilations, reviews, internal audits, and consulting services. Barie received her BBA in Accounting from Stetson University. She currently resides in Sarasota, Florida.

**Dr. Jim Crockett talks about his new book, *Power, Greed, and Hubris: Judicial Bribery in Mississippi* at 10:15 a.m.**

From 2003 to 2009 sensational judicial bribery scandals rocked Mississippi's legal

system. Famed trial lawyers Paul Minor and Richard (Dickie) Scruggs and renowned judge and former prosecutor Bobby DeLaughter proved to be the nexus of these scandals. Seven attorneys and a former state auditor were alleged to have attempted to bribe or to have actually bribed five state judges to rule in favor of Minor and Scruggs in several lawsuits. This is the story of how federal authorities, following up on information provided by a bank examiner and a judge who could not be bribed, toppled Minor, Scruggs, and their enablers in what was exposed as the most significant legal scandal of twenty-first-century Mississippi. Dr. Crockett details the convoluted schemes that eventually put three of the judges, six of the attorneys, and the former auditor in federal prison. All of the men involved were successful professionals and three of them, Minor, Scruggs, and fellow attorney Joey Langston, were exceptionally wealthy. The stories involve power, greed, but most of all hubris. Dr. Crockett is professor emeritus at the University of Southern Mississippi and adjunct professor of accountancy at the University of Mississippi. He is the author of *Hands in the Till: Embezzlement of Public Monies in Mississippi* and *Operation Pretense: The FBI's Sting on County Corruption in Mississippi*, both published by the University Press of Mississippi.

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.

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

The Annual Business Meeting begins at 9 a.m. on Saturday with President Beth Burgess presiding. Officers for the 2014-2015 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 be recognized.

Following the morning refreshment break, members will gather in the main meeting room at 11 a.m. for exhibitor prize drawings.

**Free Time Saturday Afternoon**

Members return from a free afternoon for the concluding reception and dinner in the Conference Center. President Burgess will introduce newly elected officers and the traditional exchange of gavel will be made as President-Elect Karen Moody nears the beginning of her term.

Entertainment Saturday evening will feature comedian "The Cajun Ambassador,"

continued on page 23



**nicholson & Company, PLLC**  
CERTIFIED PUBLIC ACCOUNTANTS/FINANCIAL CONSULTANTS

2 Southern Pointe Parkway  
Suite 100  
P. O. Drawer 15099  
Hattiesburg, Mississippi 39401

Phone: 601.264.3519  
Fax: 601.264.3642



William T. Kelly,  
CPA/ABV, CVA

### **Business Valuation**

- Estate and Gift
- Marital Dissolution
- ESOPs
- Buy/Sell Agreements
- Shareholder Disputes
- Stock Options
- Charitable Contributions
- Sale, Merger, or Acquisitions



Leslie C. Bilancia  
CPA/ABV, CVA



Annette P. Herrin,  
CPA/ABV, CVA, CFE, CFF

### **Litigation Support**

- Lost Profits
- Forensic Accounting
- Business Interruption
- Personal Injury / Wrongful Death
- Expert Witness Testimony
- Economic Damages
- Data Analysis
- Breach of Contract



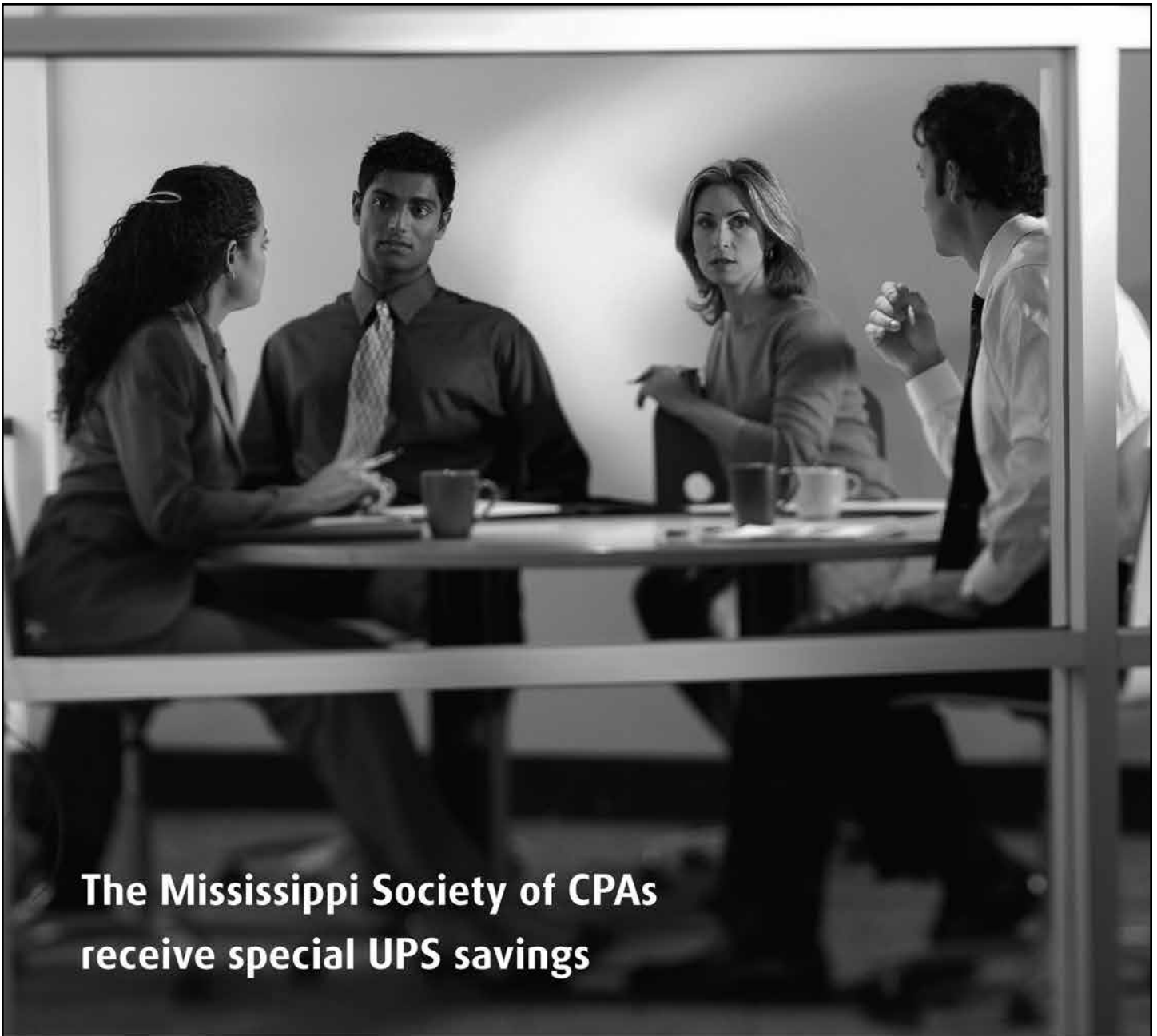
Joe C. Travis,  
CPA, Cr.FA, CFF

### **Information Technology**

- E-Discovery
- Digital Forensics
- Intellectual Property
- Family Law
- Employment Law
- Criminal Law
- Evidence Extraction

## Business Valuation & Litigation Support Services

[www.nicholsoncpas.com](http://www.nicholsoncpas.com)



## The Mississippi Society of CPAs receive special UPS savings

UPS knows the value of a dollar...and, your time. That's why we provide services and technology solutions geared especially for accounting professionals to help with shipment preparation, cost allocation, and risk mitigation.

Using our worldwide, integrated network, we deliver more packages overnight in the United States than any other carrier, and we guarantee delivery of more packages around the world than anyone.

Plus, members of The Mississippi Society of CPAs receive special UPS discounts, including up to 30 percent off Next Day Air, up to 23 percent off 2nd Day Air, and up to 30 percent off international shipments.

For more information on UPS and to receive your special savings, visit [savewithups.com/enroll](http://savewithups.com/enroll) and use promo code WSR164.



# Practice Continuation for Small Firms

By Suzanne M. Holl, CPA

No one likes to think about it, but as we age, some of us will become critically ill or injured, and some of us will experience a long-term disability. Family emergencies and obligations can also call CPAs away from their businesses for long periods of time.

What would happen to our clients in such a scenario? When a client needs attestation services to obtain financing or satisfy loan covenants, or another client needs to have a tax return prepared by a certain deadline, who will complete the work?

Potentially negative effects, such as missed opportunities or damage to a client's business, are risk exposures that can come into play when a CPA becomes ill or disabled. CPAs who have not yet taken the time to develop a continuation plan may be: 1) inviting future lawsuits against themselves or their estates; and 2) leaving their spouses, families and heirs with the daunting task of trying to figure out what to do.

What kind of contingency plan do

you have in place in the event of an emergency? If the answer is "none," what can you do now to get a plan in development and underway?

The best time to plan for a crisis is before it happens. Just taking the first steps in the planning process will go a long way toward facilitating the continuation of your practice, making sure clients are taken care of, and preserving the value of the practice.

CPAs interested in detailed guidance for developing practice continuation plans may want to consult *Practice Continuation Agreements: A Practice Survival Kit, Second Edition*, by John A. Eads, CPA (AICPA). Additional articles on the topic are also available online, such as, "Who Would Run Your Firm?" and "CPAs Share Continuation Strategies."

Here are some basic tips from those and other sources on how to get a plan started:

**1. Create a checklist of important resources and phone numbers**, such as your professional liability insurance

carrier, state board of accountancy, and your state and local CPA societies. Other important resources may include your office building manager, computer technical help, telephone service, and other utilities.

**2. Assemble a set of practice and operating documents.** These documents can be divided into sections, such as:

- a. A profile of the proprietorship, including types of services offered, names of key employees, location of accounting records, bank account information, and location of contracts and lease agreements.
- b. A client list, including key contacts, services provided and important deadlines. (This will need to be much more detailed if you are interested in the option of negotiating a buy/sell agreement as part of a contingency plan.)
- c. Procedures used to monitor work in progress. This will enable

*continued on page 23*

## HAS YOUR COMPANY OUTGROWN THE FUNCTIONALITY OF QUICKBOOKS OR PEACHTREE?

Let the team of DLD Business Solutions, Inc. assist your clients in implementing the Microsoft Dynamics GP (Great Plains) Accounting / ERP business software solution. Each one of our team members has over 10 years of experience implementing Microsoft Dynamics GP.



### ASK ABOUT OUR CURRENT PROMOTIONS.

Phone ..... 601.255.1678  
 Email ..... support@dldbci.com  
 Web ..... dldbci.com

Microsoft  
CERTIFIED  
Partner

Microsoft  
Dynamics GP

**DLD**

BUSINESS SOLUTIONS, INC.

DELIVERING TRUSTED SOLUTIONS

CALL DENNIS L. DAY, CPA FOR A FREE INITIAL NEEDS ANALYSIS



# **SAME SMILING FACES**



Bob Ellis



Stormy Blair

# **SAME EXCEPTIONAL CUSTOMER SERVICE**



Donna Hebert



David Ellis



John Lowe Smith

# **SAME EXCLUSIVE**



Elayne Mesman



Hallie Kane



Cindy Plescia



Stephanie Fowler



Eileen Wilson

# **REPRESENTATION OF THE MSCPA INSURANCE PORTFOLIO**



# **NEW NAME:** While you know us as Robert Ellis & Associates,

we have been a part of Brown & Brown of Louisiana, LLC since 2011. Exemplifying the Brown & Brown organizational philosophy of "Local People...National Strength," our agencies have worked together to sustain the level of quality products and commitment to our clients that we believe to be the hallmark of the MSCPA-endorsed insurance portfolio.



Now, as we look ahead to 2014, we start the New Year with a new name, a new logo and a renewed commitment to you, your families and your staff.

As Brown & Brown of La., LLC, your MSCPA-sponsored insurance representatives, we welcome the opportunity to be of service and look forward to assisting you with all your insurance needs. Contact us toll free at:

**1-888-503-5547**

# Billing, Collecting and Disengagement

By Randy R. Werner, J.D., LL.M./Tax, CPA

Basic steps can be taken to avoid or manage most billing and collection problems. Client screening and engagement letters are the first steps toward controlling losses and enhancing your clientele, but better billing and collection practices are also valuable ways to enhance cash flow.

## BILLING TIPS

If the bill or its description of services is unclear, clients will be inclined to put it aside and to call about it later, lengthening the time it takes to pay the bill. Bills that are standardized, clear, concise and descriptive are more likely to be paid sooner.

All professionals with the firm should be accountable for their timesheet and billing deadlines, but their billable time should be protected by using administrative staff with appropriate training and support to prepare bills and collect payments.

Timely billing leads to better collections. It's sometimes best to bill more frequently than monthly, as smaller bills are generally paid sooner than larger

ones.

Different services often require different billing practices. Consider alternative fee structures, such as hourly rates, fixed fees, value pricing, refundable advance retainers and replenishment, or a combination of structures. If you need professional help for billing practices, don't hesitate to get it.

## COLLECTION TIPS

Communicate frequently with the client and gently remind the client of future services needed. Speak to the person in charge of authorizing the bill payment when it's due. If it's a large balance due, call 10 days before the due date to be sure the invoice has been received.

Collection calls are relatively effective, inexpensive, immediate, personal and informative. Staff should be trained on the rules under the "Fair Debt Collection Practices Act" (FDCPA), which prohibits unintentional harassment of debtors. Anger management and mediation training will also help staff deal with difficult people.

Once you have sent 30-, 60-, and 90-day letters, turn the account over to a professional collection agency to avoid spending valuable time and resources on deadbeats. If a client offers a reasonable partial payment, consider taking it and disengaging. This will free up more of your valuable time to pursue better clients who pay their bills on time and in full.

## CLIENT SCREENING TIPS

Re-evaluate your relationships with clients on a regular basis—at least annually—to identify problematic or less desirable clients that may be keeping your firm from developing the clients it wants. Post-tax season is a good time to screen clients for actual or potential problems, as there is ample lead time for a tax client to replace you in the event you decide to disengage.

Following are some of the warning signs that it may be time to disengage from certain clients, ideally after they have paid their bills.

## DIFFICULT BEHAVIOR

Does the client provide the documents you need? Return your phone calls? Or is

*continued on page 21*

## Barnes Law Firm, P.A.

JACKSON, OXFORD, GULFPORT, SOUTHAVEN



S. Gray Edmondson  
JD, LL.M.



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



Lacey L. Bailey  
JD, LL.M.



James Williams "Will" Janoush  
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

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

### Estate Planning

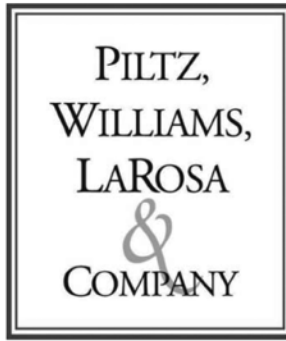
- Wills
- Trusts
- Personal Financial Planning
- Estate Litigation

Represented over 500 cases  
before the IRS and MDOR

40 years of trial experience

Litigated 40 trials before the  
United States Tax Court

[www.Barnes-LawFirm.com](http://www.Barnes-LawFirm.com)



CERTIFIED PUBLIC ACCOUNTANTS

*A Professional Association*

**A&A CPE**

**Casino Industry – June 5<sup>th</sup> and 6<sup>th</sup>  
MGCCC Hospitality Resort/Management Center  
Debuys Road, Gulfport**

**Registration: 8:00 – 8:30; Classes: 8:30 – 12:00 and 1:00 – 5:00**

**Presentation by: Malcolm Greenlees, PhD, MBA, CPA**

Name: \_\_\_\_\_  
(Name used on Certificate)

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Business Phone: \_\_\_\_\_

Email: \_\_\_\_\_

CPA Certificate Number (# required or n/a) \_\_\_\_\_

Number of Attendees \_\_\_\_\_ x \$150.00 (1-day) = \_\_\_\_\_  
Number of Attendees \_\_\_\_\_ x \$250.00 (2-day) = \_\_\_\_\_ date

Total Payment Due \_\_\_\_\_

Credit Card # \_\_\_\_\_

Circle one Visa Master Card Exp. Date \_\_\_\_\_

Print Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

Mail this form and your check to  
Piltz, Williams, LaRosa & Company  
1077 Tommy Munro Drive  
Biloxi, MS 39532  
Attn: Yvonne Gajewski  
Email: [yogage@pwlcpa.com](mailto:yogage@pwlcpa.com)

## 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.

## MSCPA CAREER CENTER

For Job Seekers  
And Employers

Sign up at [www.ms-cpa.org](http://www.ms-cpa.org)

## MAJOR EVENTS IN CPE FOR 2014

May 21-23	Hattiesburg	Clusters
May 28-30	Tupelo	Clusters
May 28-June 6	Ridgeland	Clusters
June 18-20	Gulfport	Clusters
June 26-29	Sandestin, FL	Annual Convction
August 14-15	Hilton-Jackson	Governmental A&A Conference
September 26	MSCPA Center	Healthcare Services Semninar
October 16	MSCPA Center	Industry Conference
October 24	MSCPA Center	Educator's Symposium
November 3-4	MSCPA Center	Corporate Income Tax Workshop
November 7	Christ UMC	Not-For-Profit Conference
November 17-18	MSCPA Center	Individual Income Tax Workshop
December 4	Hilton-Jackson	Mississippi Tax Institute
*December 12	MSCPA Center	Business Valuation & Litigation

*\*Date Change*



## EMPLOYEE BENEFIT SERVICES, INC.

**Full Service Third Party Administrator (TPA)**

**John C. Slater, C.P.A., President**

### *Administration Services Offered*

- Bridge Plans
- Dental & Vision Plans
- On-line Enrollment Portal
- Self-funded Medical Plans
- COBRA Administration
- Consolidated Billing

**P: 601.353.0002**

**F: 601.353.0004**

5 Old River Place Suite 101 Jackson MS 39202

P.O. Box 13749 Jackson MS 39236-3749

[employeebenefitservices@ebsincms.com](mailto:employeebenefitservices@ebsincms.com) [ebsincms.com](http://ebsincms.com)

©2012 Employee Benefit Services, Inc. All rights reserved.



# CONTINUING PROFESSIONAL EDUCATION

## JUNE 2014

**June 2, 2014**

*Monday*

*Ridgeland*

*MSCPA Center*

### **Forensic Accounting: Uncovering Schemes and Scams**

**Discussion Leader:** Joann Cross, CPA, CMA, CGMA

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

**Course Hours:** 8:30-12:00

**LEVEL:** Intermediate **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4FAFR

**COURSE OBJECTIVES AND DESCRIPTION:** Are you prepared for the increasing demand for forensic accountants and forensic accounting procedures to detect and prevent fraudulent financial reporting? As the focus on fraud discovery and deterrence rises, accountants must hone their skills to recognize fraudulent or deceptive practices and build their knowledge to redesign internal controls to prevent misappropriation of assets. Maintaining these valuable abilities is easier said than done. This course enables you to learn investigative techniques to uncover fraudulent scams and schemes and to sharpen your forensic skills.

**June 2, 2014**

*Monday*

*Ridgeland*

*MSCPA Center*

### **Special Purpose Frameworks - Alternatives to GAAP**

**Discussion Leader:** Joann Cross, CPA, CMA, CGMA

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

**Course Hours:** 1:00-4:30

**LEVEL:** Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4CTB

**COURSE OBJECTIVES AND DESCRIPTION:** Alternatives to GAAP can be more useful, relevant, consistent, and cost-effective for countless non-SEC registered businesses. This course provides the practical information you need to prepare financial statements presented in accordance with a "special purpose framework" (SPF) (previously known as other comprehensive basis of accounting (OCBOA)). SPFs discussed include the cash basis, modified cash basis, income tax basis, and AICPA's Financial Reporting Framework for Small and Medium-Sized Entities.

**June 3, 2014**

*Tuesday*

*Ridgeland*

*MSCPA Center*

### **New FASB Developments for Business & Industry**

**Discussion Leader:** Joann Cross, CPA, CMA, CGMA

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

**Course Hours:** 8:30-12:00

**LEVEL:** Update **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4FASBI

**COURSE OBJECTIVES AND DESCRIPTION:** CPAs in corporate management will benefit from this overview of new and recent FASB pronouncements. Gain expertise from a high-level approach to financial reporting issues backed by detailed descriptions and examples of the implementation of new standards. This training session guides you in assessing recent FASB guidance that has a major effect on all industries and provides you with an understanding of the latest pronouncements and exposure documents so that you are able to develop implementation strategies.

**June 3, 2014**

*Tuesday*

*Ridgeland*

*MSCPA Center*

### **Statement of Cash Flows: Preparation, Presentation and Use**

**Discussion Leader:** Joann Cross, CPA, CMA, CGMA

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

**Course Hours:** 1:00-4:30

**LEVEL:** Basic **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4FCFS

**COURSE OBJECTIVES AND DESCRIPTION:** Top off your knowledge of the statement of cash flows. Review statement of cash flows preparation and presentation options and improve cash flow analysis. Explore the requirements of cash flows guidance and related standards and learn how to make appropriate classifications of transactions and events.

**June 4, 2014**

*Wednesday*

*Ridgeland*

*MSCPA Center*

### **Social Security and Medicare: Maximizing Retirement Benefits**

**Discussion Leader:** Michael A. Frost, CPA

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

**Course Hours:** 8:30-12:00

**LEVEL:** Intermediate **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4SSM

**COURSE OBJECTIVES AND DESCRIPTION:** Our Social Security system provides retirement, disability, and survivor benefits to millions of Americans. The long-term future of Social Security and Medicare is uncertain, triggering concerns for many workers who are now paying into the system. Attend this course to learn what matters, cover real-world situations and use the tools provided to advise your clients to make optimal decisions when it comes to Social Security and Medicare.

**June 4, 2014**

Wednesday

Ridgeland

**New**

MSCPA Center

**Smart Tax Planning Strategies for Individuals****Discussion Leader:** Michael A. Frost, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4CYCT-1**COURSE OBJECTIVES AND DESCRIPTION:** Make sure your clients are protecting themselves from the onslaught of higher taxes.

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 the latest strategies which will keep more money in the hands of your clients and make you look like a hero!

**June 5, 2014**

Thursday

Ridgeland

**New**

MSCPA Center

**Capitalized Costs and Depreciation: Key Issues and Answers****Discussion Leader:** Michael A. Frost, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 8:30-12:00**LEVEL:** Basic **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4CCD**COURSE OBJECTIVES AND DESCRIPTION:** Gain a comprehensive and practical understanding of the various complex tax laws

dealing with property transactions from acquisition to disposition. This course provides analysis of the rules dealing with depreciation, amortization, like-kind exchanges, involuntary conversions and sale of property. It also covers important property-related timing issues and planning opportunities that can lead to significant tax savings for C Corporations and S Corporations.

**June 5, 2014**

Thursday

Ridgeland

**New**

MSCPA Center

**Cancellation of Debt for Individuals and Businesses****Discussion Leader:** Michael A. Frost, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 Tax **VENDOR:** AICPA **ACRONYM:** CL4CDIB**COURSE OBJECTIVES AND DESCRIPTION:** This example-heavy course explores the multi-faceted topic of cancellation of debt

for individuals and businesses. Topics discussed include proper treatment and reporting of foreclosures, short-sales, income reported on forms 1099-C and 1099-A, and preparation of Form 982 among others. Income exclusions related to qualified principal residence indebtedness, qualified real property business indebtedness, bankruptcy, and insolvency will be reviewed with real-life examples.

**June 6, 2014**

Friday

Ridgeland

**New**

MSCPA Center

**Risk, Cost and Cash Management for Controllers and Financial Managers****Discussion Leader:** Anthony Larusso, CMA, MBA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 8:30-12:00**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** AICPA **ACRONYM:** CL4TKBP

**COURSE OBJECTIVES AND DESCRIPTION:** When an organization fails, it is usually due to several factors. These often result from a number of undetected, poor practices that infect and grow throughout the entire organization. This course demonstrates the use of practices and techniques specifically designed to assist CPAs and other financial professionals in adding value to their company through improved decision-making, cost management, understanding business cycles, managing continuous improvements, cash management, and risk management. Examples of actions by both successful and failed organizations are used throughout the session.

**June 6, 2014**

Friday

Ridgeland

**New**

MSCPA Center

**Position Your Organization for Success: Strategies for Today's Competitive Environment****Discussion Leader:** Anthony Larusso, CMA, MBA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** AICPA **ACRONYM:** CL4GSCA

**COURSE OBJECTIVES AND DESCRIPTION:** In today's economic environment financial professionals must play an active role in positioning their organization for success. They not only need to be well-grounded in their core technical skills, but also in non-traditional skills. This program provides specific ideas and actions that can improve both today's activities and future results.

**June 9, 2014**

Monday

Ridgeland

MSCPA Center

**Performing Compilations & Reviews****Discussion Leader:** Kurt Oestricher, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 8:30-4:30**LEVEL:** Update **CPE Credit:** 8 A&A **VENDOR:** Self-developed **ACRONYM:** PCRE-2

**COURSE OBJECTIVES AND DESCRIPTION:** This course is designed for the accountant that performs compilation and review engagements under SSARS. This is not an update course, but rather a comprehensive review of all that

is required to successfully complete a compilation or a review within standards. Major topics include: Applicability of SSARS, Financial Reporting Frameworks, Engagement issues, Performance Requirements, Reporting Requirements, Documentation Requirements and tips to make your practice more profitable.

**June 9, 2014**

*Monday*

*Ridgeland*

*Holmes CC*

**Estate Planning Essentials: Tax Relief for Your Clients**

**Discussion Leader:** Harris H. (Trip) Barnes, III, JD, LLM

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

**Course Hours:** 8:30-4:30

**LEVEL:** Basic **CPE Credit:** 8 Tax **VENDOR:** AICPA **ACRONYM:** EPE-1

**COURSE OBJECTIVES AND DESCRIPTION:** Designed to eliminate estate problems and "death taxes," this course emphasizes practical solutions that are cost effective. Shielding your clients' assets in a changing political environment requires vigilance and an understanding of the shifting rules, exemptions, and allowances. Get a clear picture of present law and learn what you can do to minimize exposure. Those who planned for the possible sunset of the 2012 tax exemptions taught us a very valuable lesson: the need for expert advice by professionals who are carefully monitoring the situation. Make sure you can be that trusted advisor to your clients!

**June 10, 2014**

*Tuesday*

*Ridgeland*

*Holmes CC*

**New**

**Slashing taxes For Your Small Business Clients: Corporations, Partnerships, & LLCs**

**Discussion Leader:** Pamela Davis-Vaughn, CPA

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

**Course Hours:** 8:30-4:30

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

**New**

**COURSE OBJECTIVES AND DESCRIPTION:** Solid tax planning strategies are essential for your corporate and small business clients. Join us as we explore state-of-the-art planning ideas and tax-saving strategies to keep more of your client's money in their pockets. We'll answer the tough questions and show you what strategies are best for your clients as a result of the most recent tax reform.

**June 10, 2014**

*Tuesday*

*Ridgeland*

*MSCPA Center*

**New**

**Auditing Standards Update**

**Discussion Leader:** Kurt Oestricher, CPA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Update **CPE Credit:** 8 A&A **VENDOR:** Self-developed **ACRONYM:** ASU-2

**New**

**COURSE OBJECTIVES AND DESCRIPTION:** The annual standards update is a comprehensive overview of accounting, auditing, compilation and review, and ethics standards that have been issued within the past 18 months. In addition to the authoritative standards listed above, non-authoritative standards such as FRF for SMEs will be covered in this class.

**June 11, 2014**

*Wednesday*

*Ridgeland*

*MSCPA Center*

**Auditing Employee Benefit Plans**

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

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

**Course Hours:** 8:30-4:30

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

**COURSE OBJECTIVES AND DESCRIPTION:** Master the fundamentals of auditing employee benefit plans in accordance with AICPA and EBSA standards and avoid the problems that are often encountered. Explore the accounting and auditing requirements unique to employee benefit plans. This course is designed to give you an understanding of requirements and audit procedures related to defined contribution, defined benefit and health and welfare plans to help you more effectively plan and carry out your audit.

**June 11, 2014**

*Wednesday*

*Ridgeland*

*Holmes CC*

**Multi-State Income Tax**

**Discussion Leader:** Pamela Davis-Vaughn, CPA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Intermediate **CPE Credit:** 0 Tax **VENDOR:** AICPA **ACRONYM:** MIT

**COURSE OBJECTIVES AND DESCRIPTION:** You can conquer the theoretical conundrums and compliance issues caused by the question of whether or not a business has nexus in a particular jurisdiction. Be the one to guide your client skillfully through the maze of multistate corporate tax codes. Rapidly develop a working knowledge of both multistate tax compliance and related planning opportunities. With the rate of change, you can't afford to be out-of-date with your knowledge of this critical tax area.

**June 12, 2014**

Thursday

Ridgeland

**New**

MSCPA Center

**Ethics and Our Profession for MS CPAs****Discussion Leader:** Dan Chenoweth, MBA, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 8:30-12:00**LEVEL:** Intermediate **CPE Credit:** 4 Ethics **VENDOR:** Executive Education **ACRONYM:** EOP-MS

**COURSE OBJECTIVES AND DESCRIPTION:** This course will take a look at recent history of corporate misdeeds: The problem of "short-termism and the need for "patient capital" and the problem of over-reliance on government solutions. How to restore trust in business-three lines of defense: Financial Managers; Internal Auditors and External Auditors. The attributes of stewardship and what accounting professionals can do to create corporations that are more responsible to ALL their stakeholders. This seminar will include class discussion of real world ethics cases.

**June 12, 2014**

Thursday

Ridgeland

MSCPA Center

**Financial Leadership: Create and Deliver Value****Discussion Leader:** Dan Chenoweth, MBA, CPA**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Intermediate/Advanced **CPE Credit:** 4 General **VENDOR:** Executive Education **ACRONYM:** FL

**COURSE OBJECTIVES AND DESCRIPTION:** The Financial Manager's role has expanded dramatically in recent years to include a role in creating the organization's strategy as well as driving the changes necessary to implement that strategy. This seminar will provide ideas, skills and confidence to help you make the transition from "Value Preserver" to "Value Creator."

**June 12, 2014**

Thursday

Ridgeland

Holmes CC

**S Corporations: Key Issues, Compliance and Tax Strategies****Discussion Leader:** Jan Lewis, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 8:30-4:30**LEVEL:** Basic **CPE Credit:** 8 Tax **VENDOR:** AICPA **ACRONYM:** SCORP-2

**COURSE OBJECTIVES AND DESCRIPTION:** Get the knowledge you need to speak effectively to new and current clients about how you can make the S Corporation business model work for them. Be prepared to explain the benefits and drawbacks of electing S Corporation status and why more business taxpayers favor the pass-through entity over the C Corporation. Discuss the most misunderstood areas of S Corporations taxation and how businesses and shareholders can use them to their advantage.

**June 13, 2014**

Friday

Ridgeland

Holmes CC

**Form 1041: Income Taxation of Estates and Trusts****Discussion Leader:** Michael A. Frost, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 8:30-4:30**LEVEL:** Basic **CPE Credit:** 8 Tax **VENDOR:** AICPA **ACRONYM:** ITET

**COURSE OBJECTIVES AND DESCRIPTION:** Protect your clients' assets and shield their estates from increased taxation brought about by the changing tax code. Understand the tax obligations of trusts and estates and how these obligations affect beneficiaries. This course provides exercises and examples that reflect the calculation and allocation of taxable income and its presentation on the appropriate forms. You will also learn how to prepare Federal Form 1041 and the accompanying schedules.

**June 13, 2014**

Friday

Ridgeland

**New**

MSCPA Center

**Annual Financial Management Spotlight: 4 Current Topics****Discussion Leader:** Dan Chenoweth, MBA, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**New****Course Hours:** 8:30-4:30**LEVEL:** Intermediate **CPE Credit:** 8 A&A-6 Ethics-2 **VENDOR:** Executive Education **ACRONYM:** AFMS

**COURSE OBJECTIVES AND DESCRIPTION:** Are you looking for an update class that's completely new every year? You've come to the right place. Each year Executive Education will completely replace this class spotlighting four current financial management topics: Ethical Leadership; Private Company Accounting; Risk Management and Crowd Funding. This seminar will provide at least five group exercises and opportunities for group discussion.

**June 16, 2014**

Monday

Ridgeland

MSCPA Center

**The Best Income Tax, Estate Tax, and Financial Planning Ideas of 2014****Discussion Leader:** William F. (Bill) Taylor, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 8:30-4:30**LEVEL:** Update **CPE Credit:** 8 Tax **VENDOR:** Surgent McCoy **ACRONYM:** IEFPP-1

**COURSE OBJECTIVES AND DESCRIPTION:** With higher tax rates for individuals and trusts, tax planning takes on more importance. Plus, with Social Security going bust and interest rates at an all-time low, new ideas for financial planning for retirement must be considered. The purpose of this course is to explore practical tax-planning ideas that



practitioners can use to assist clients with their needs. This course is crucial for CPAs who are looking for good ideas that can save clients money!

### June 16, 2014

Monday  
Ridgeland  
Holmes CC

### Compilations and Reviews: Engagement Performance and Annual Update

**Discussion Leader:** James R. (Jim) Crockett, CPA, DBA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Update **CPE Credit:** 8 A&A **VENDOR:** Surgent McCoy **ACRONYM:** CRAU-1

**COURSE OBJECTIVES AND DESCRIPTION:** Specifically designed for compilation and review practitioners and their staff, this course will provide you with a comprehensive review and hands-on application for performing compilation and review engagements. You'll learn the ins and outs of SSARS No. 19, the most significant change to the compilation and review standards since their inception over thirty years ago. Not only will this course bring you up to date on SSARSs requirements and guidance, but more importantly, it will provide you with practical examples and illustrations to help you effectively and efficiently perform compilation and review engagements. This course is intended to be your go-to reference for training your staff and managing your compilation and review practice services.

### June 17, 2014

Tuesday  
Ridgeland  
MSCPA Center

### Financial Reporting Framework for SMEs

**Discussion Leader:** Wayne Wells, CPA, CFE

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

**Course Hours:** 8:30-4:30

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

**COURSE OBJECTIVES AND DESCRIPTION:** Now CPAs have a great new value-add option for their small business clients and employers. The AICPA's recently issued Financial Reporting Framework (FRF) for Small and Medium-Sized Entities (SMEs) is a simpler and more cost-effective reporting alternative to GAAP, suited for privately-held, small to medium-sized companies. In this course you will experience a practical overview of FRF for SMEs to help you apply the framework, including the form, content and disclosures that apply to most SMEs.

### June 18, 2014

Wednesday  
Gulfport  
Marriott Gulfport

### Advanced Controller and CFO Skills

**Discussion Leader:** Steven J. Touns, CPA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Advanced **CPE Credit:** 8 General **VENDOR:** AICPA **ACRONYM:** ACCS

**COURSE OBJECTIVES AND DESCRIPTION:** This course examines best practices of leading-edge controllers and CFOs. Demonstrate your advanced skills that add value and contribute to the success of the organization. You will learn 10 specific skills every CFO or controller needs to be successful, and you will find that you suddenly have more power and influence than you ever thought possible.

### June 18, 2014

Wednesday  
Ridgeland  
MSCPA Center

### Identifying Fraudulent Financial Transactions

**Discussion Leader:** Wayne Wells, CPA, CFE

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

**Course Hours:** 8:30-4:30

**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA **ACRONYM:** FE-FFT

**COURSE OBJECTIVES AND DESCRIPTION:** Financial statement fraud continues to plague corporate America and remains at the center of the CPA's forensic investigation. This course defines the nature of financial statement fraud, the auditor's responsibilities for fraud and a framework for preventing and detecting fraud. You will analyze a variety of schemes and learn how to spot the red flags of fraud in financial information.

### June 18, 2014

Wednesday  
Gulfport  
Marriott Gulfport

### Governmental and Not-for-Profit Annual Update

**Discussion Leader:** Charles Borek, CPA, JD, MBA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Update **CPE Credit:** 8 A&A/YB YB **VENDOR:** AICPA **ACRONYM:** GNAU-1

**COURSE OBJECTIVES AND DESCRIPTION:** Change is inevitable and at times overwhelming if you are unprepared. Ensure you are current in governmental and nonprofit accounting and auditing. This update course is designed to prepare you for the latest accounting and auditing developments affecting governments and not-for-profits.

### June 19, 2014

Thursday  
Gulfport **New**  
Marriott Gulfport

### Microsoft Office 365 - Your Office, Your Way

**Discussion Leader:** William C. (Will) Fleenor, CPA, PhD

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

**Course Hours:** 8:30-12:00

**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** K2 **ACRONYM:** MCO-4-1

**COURSE OBJECTIVES AND DESCRIPTION:** In this seminar, you will learn the value proposition behind Office 365, how to take

advantage of its features, and how to configure Office 365 services such as email, Office Web Apps, collaboration tools, and instant messaging and online meeting. After completing this course, you and your team will be able to work from just about anywhere, on almost any device, and at virtually any time using Office 365. For more details and a complete list of course highlights, please visit [www.k2e.com](http://www.k2e.com).

**June 19, 2014**

Thursday

Gulfport

**New**

Marriott Gulfport

### **Word, Outlook, and PowerPoint - Tips and Tricks for Enhancing Productivity**

**Discussion Leader:** William C. (Will) Fleenor, CPA, PhD

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

**New**

**Course Hours:** 1:00-4:30

**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** K2 **ACRONYM:** MOT4

**COURSE OBJECTIVES AND DESCRIPTION:** In this half-day session, you will learn the best ways to work with Word, Outlook, and PowerPoint, and increase your productivity in the process. Among the topics covered in this seminar are Styles-Word's best feature; exporting a Word document to a PowerPoint presentation; how to manage the email avalanche in Outlook; and using Office Web Apps, SkyDrive, and SkyDrive Pro to work with your data anytime and anywhere. For more details and a complete list of course highlights, please visit [www.k2e.com](http://www.k2e.com).

**June 19, 2014**

Thursday

Ridgeland

**New**

MSCPA Center

### **CRITICAL THINKING SKILLS FOR FINANCIAL PROFESSIONALS**

**Discussion Leader:** Richard A. Karwic, MBA

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

**New**

**Course Hours:** 8:30-12:00

**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** Executive Education **ACRONYM:** CTS

**COURSE OBJECTIVES AND DESCRIPTION:** Choose this seminar to understand why common and easily attributed factors generally aren't the true cause when leaders and organizations blunder. In the aftermath of bad business decisions, many turn to finance and accounting professionals for evaluation, answers, remedies, and solutions. This seminar provides conceptual and case study material to better equip you for the challenge.

**June 19, 2014**

Thursday

Ridgeland

MSCPA Center

### **SHORTEN MONTH END**

**Discussion Leader:** Richard A. Karwic, MBA

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

**Course Hours:** 1:00-4:30

**LEVEL:** Intermediate **CPE Credit:** 4 A&A **VENDOR:** Executive Education **ACRONYM:** SME

**COURSE OBJECTIVES AND DESCRIPTION:** The average North American company completes their monthly financial statement closing in five days. Some companies are able to close their books in one day or less. Yet, many financial managers who are pressured to shorten financial statement preparation time, still struggle with the balance between accuracy and speed. This seminar will focus on three key aspects of every close and provide attendees with methods to prepare better quality financial information faster and cheaper.

**June 19, 2014**

Thursday

Gulfport

Marriott Gulfport

### **Not-for-Profit Accounting & Reporting: From Start to Finish**

**Discussion Leader:** Charles Borek, CPA, JD, MBA

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

**Course Hours:** 8:30-4:30

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

**COURSE OBJECTIVES AND DESCRIPTION:** Rather than training to run part of the race, train to run the entire race from start to finish. This course trains you to clear the key hurdles in not-for-profit accounting and reporting in an efficient and effective manner. Avoid the potholes of confusion and finish first by providing a financial picture that end users can truly understand.

**June 20, 2014**

Friday

Gulfport

Marriott Gulfport

### **Advanced Excel**

**Discussion Leader:** William C. (Will) Fleenor, CPA, PhD

**Cost:** Members: \$270 Non-Members: \$345 AICPA Member Discount: \$0

**Course Hours:** 8:30-4:30

**LEVEL:** Advanced **CPE Credit:** 8 General **VENDOR:** K2 **ACRONYM:** ADE

**COURSE OBJECTIVES AND DESCRIPTION:** Although many accountants consider themselves experts in using Excel, most accountants are self-taught and do not use Excel to its full potential. This course is designed to take experienced, self-taught users to the next level. It provides real world examples developed by accountants for accountants in the following six major topic areas: collaboration and workbook security; using tables to analyze and report data; integrating and manipulating data from external sources; creating and auditing complex formulas; advanced data analysis with subtotals, filters, and PivotTables; and using charts to analyze and communicate information. Its content is based on twenty years of experience in delivering Excel training to accountants and on feedback from thousands of accounting and financial professionals just like you. For more details and a complete list of course highlights, please visit [www.k2e.com](http://www.k2e.com).

**June 20, 2014**

Friday

Ridgeland

**New**

MSCPA Center

**Finance and Innovation: Reinvent Your Department and Company****Discussion Leader:** Richard A. Karwic, MBA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**New****Course Hours:** 8:30-4:30**LEVEL:** Intermediate **CPE Credit:** 8 General **VENDOR:** Executive Education **ACRONYM:** FI

**COURSE OBJECTIVES AND DESCRIPTION:** Innovation can thrive in “skunk-works,” but it is also fostered through systems that measure report and manage innovation. Financial managers need to measure innovation metrics and report on innovation efforts. Innovation is not solely the purview of marketing, sales, service or production. Truly innovative finance professionals use technology and other simple techniques to provide new and more meaningful and actionable information to all employees. This seminar provides extensive case study analysis and many opportunities for group discussion.

**June 20, 2014**

Friday

Gulfport

Marriott Gulfport

**The Best Income Tax, Estate Tax, and Financial Planning Ideas of 2014****Discussion Leader:** William F. (Bill) Taylor, CPA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$0**Course Hours:** 8:30-4:30**LEVEL:** Update **CPE Credit:** 8 Tax **VENDOR:** Surgent McCoy **ACRONYM:** IEF2-2

**COURSE OBJECTIVES AND DESCRIPTION:** With higher tax rates for individuals and trusts, tax planning takes on more importance. Plus, with Social Security going bust and interest rates at an all-time low, new ideas for financial planning for retirement must be considered. The purpose of this course is to explore practical tax-planning ideas that practitioners can use to assist clients with their needs. This course is crucial for CPAs who are looking for good ideas that can save clients money!

**June 23, 2014**

Monday

Ridgeland

MSCPA Center

**Forensic Accounting Investigative Practices****Discussion Leader:** Donna Ingram, CPA, CFE, CRFA**Cost:** Members: \$255 Non-Members: \$330 AICPA Member Discount: \$30**Course Hours:** 8:30-4:30**LEVEL:** Intermediate **CPE Credit:** 8 A&A **VENDOR:** AICPA **ACRONYM:** FAIP-2

**COURSE OBJECTIVES AND DESCRIPTION:** This course dives into the unique investigative and communications skills and analytical practices required of the best forensic accountants by teaching you how to provide expert witness testimony in mediations, arbitrations, and governmental hearings. You'll also learn how to use proven research, investigative methods, and proper documentation of evidence to successfully complete a forensic accounting engagement.

**June 23, 2014**

Monday

Ridgeland

**New**

Holmes CC

**Microsoft Office 365 - Your Office, Your Way****Discussion Leader:** Robert H. (Bob) Spencer, PhD**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**New****Course Hours:** 8:30-12:00**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** K2 **ACRONYM:** MCO4-2

**COURSE OBJECTIVES AND DESCRIPTION:** In this seminar, you will learn the value proposition behind Office 365, how to take advantage of its features, and how to configure Office 365 services such as email, Office Web Apps, collaboration tools, and instant messaging and online meeting. After completing this course, you and your team will be able to work from just about anywhere, on almost any device, and at virtually any time using Office 365. For more details and a complete list of course highlights, please visit [www.k2e.com](http://www.k2e.com).

**June 23, 2014**

Monday

Ridgeland

Holmes CC

**Technology Update****Discussion Leader:** Robert H. (Bob) Spencer, PhD**Cost:** Members: \$140 Non-Members: \$180 AICPA Member Discount: \$0**Course Hours:** 1:00-4:30**LEVEL:** Intermediate **CPE Credit:** 4 General **VENDOR:** K2 **ACRONYM:** TUP4

**COURSE OBJECTIVES AND DESCRIPTION:** Are you ready to learn about the latest trends in technology? Do you sometimes feel lost in the technology jungle? Would you like clear guidance regarding Windows, Office, the cloud, security, and other technology-related issues? If you answered “yes” to any of these questions, then make plans now to invest four hours in this fast-paced and highly informative seminar that is sure to ramp up your return on technology investment. The technology tools available to all have never been better, but many are not taking full advantage of these tools. This course helps professionals at all levels understand the major trends in hardware, software, and services and how to utilize these tools to meet organizational objectives both efficiently and effectively. For more details and a complete list of course highlights, please visit [www.k2e.com](http://www.k2e.com).

**June 24, 2014**

Tuesday  
Ridgeland  
Holmes CC

**Small Business Internal Controls, Security, and Fraud**

**Discussion Leader:** Robert H. (Bob) Spencer, PhD

**Cost:** Members: \$270 Non-Members: \$345 AICPA Member Discount: \$0

**Course Hours:** 8:30-4:30

**LEVEL:** Intermediate **CPE Credit:** 8 General **VENDOR:** K2 **ACRONYM:** ITC

**COURSE OBJECTIVES AND DESCRIPTION:** More than ever, the importance of internal controls is being escalated, seemingly on a daily basis. For small businesses, maintaining an effective system of internal controls presents a significant challenge. Implementing many of the theoretical concepts surrounding internal controls – such as segregation of duties – may not be practical or even possible in some cases. Consequently, the current internal control structure of many small businesses fosters an environment in which too much risk is present. This, coupled with the presence of computerized accounting software, can often lead to disastrous results for small business owners and managers. This course assists accountants in evaluating, developing, and implementing an effective internal control structure in a small business environment. Throughout this course, the concept of risk-based internal controls is stressed, ensuring that small businesses are insulated from the most significant risks. For more details and a complete list of course highlights, please visit [www.k2e.com](http://www.k2e.com).

**June 24, 2014**

Tuesday  
Ridgeland  
MSCPA Center

**Governmental and Not-for-Profit Update**

**Discussion Leader:** Bill Wagner, CPA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Update **CPE Credit:** 8 A&A/YB YB **VENDOR:** AICPA **ACRONYM:** GNAU-2

**COURSE OBJECTIVES AND DESCRIPTION:** Change is inevitable and at times overwhelming if you are unprepared. Ensure you are current in governmental and nonprofit accounting and auditing. This time-tested update course is designed to prepare you for the latest accounting and auditing developments affecting governments and nonprofits.

**June 25, 2014**

Wednesday  
Ridgeland  
MSCPA Center

**Governmental Accounting and Reporting**

**Discussion Leader:** Bill Wagner, CPA

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

**Course Hours:** 8:30-4:30

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

**COURSE OBJECTIVES AND DESCRIPTION:** Governmental accounting and reporting is complex. Unravel the complexity with this course that explores case studies, real-world examples, and hands-on practice scenarios which offer a uniquely comprehensive blend of today's significant updates, historical perspectives, and fundamental state and local government accounting and reporting requirements.

**June 26, 2014**

Thursday  
Ridgeland  
MSCPA Center

**Applying OMB Circular A-133 to Not-for-Profit and Governmental Organizations**

**Discussion Leader:** Bill Wagner, CPA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Intermediate **CPE Credit:** 8 A&A/YB YB **VENDOR:** AICPA **ACRONYM:** EO-OMB

**COURSE OBJECTIVES AND DESCRIPTION:** Does OMB Circular A-133 have you running in circles? This course provides you with the knowledge to be more efficient and effective at planning and performing audits in accordance with the requirements of OMB Circular A-133 and the Single Audit Act Amendments. Make sure your skills are up-to-date with the latest information and find out what changes are planned for this challenging audit area.

**June 27, 2014**

Friday  
Ridgeland  
MSCPA Center

**Case Studies in Not-for-Profit Accounting and Auditing**

**Discussion Leader:** Bill Wagner, CPA

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

**Course Hours:** 8:30-4:30

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

**COURSE OBJECTIVES AND DESCRIPTION:** Gain hands-on experience with case studies designed to simulate real-world scenarios and common problems in today's not-for-profit environment. This course goes beyond the theory and will show you how to navigate the key issues that arise in not-for-profit accounting and auditing

**June 30, 2014**

Monday  
Ridgeland  
MSCPA Center

**Understanding COSO Internal Control Guidance**

**Discussion Leader:** Doug Logan, CPA

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

**Course Hours:** 8:30-12:00

**LEVEL:** Intermediate **CPE Credit:** 4 A&A **VENDOR:** AICPA **ACRONYM:** CL4ICDAD-1

**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.

**June 30, 2014**

*Monday*

*Ridgeland*

*MSCPA Center*

### **Write-Up Payroll, and Other Accounting Services: Managing the Risks**

**Discussion Leader:** Doug Logan, CPA

**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:** CL4BPOA-1

**COURSE OBJECTIVES AND DESCRIPTION:** Most sole practitioners and local CPA firms routinely provide write-up, payroll and other accounting services to their clients. Although these engagements involve no technical standards or issued opinions, they are not risk-free. They have generated a surprising number of malpractice claims. This course identifies the risks and mitigating practices throughout the life-cycle of an accounting services engagement, from client acceptance to engagement performance to withdrawal.

**June 30, 2014**

*Monday*

*Ridgeland*

*Holmes CC*

### **Financial Statement Analysis: Basis for Management Advice**

**Discussion Leader:** Thomas N. Howard, CPA

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

**Course Hours:** 8:30-4:30

**LEVEL:** Basic **CPE Credit:** 8 A&A-6 Gen.-2 **VENDOR:** AICPA **ACRONYM:** FSABM

**COURSE OBJECTIVES AND DESCRIPTION:** More and more, clients will be turning to you for advice on financial performance. Are you ready? This course presents the financial statements as a set of dynamic instruments that can be used 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 much more.

## **BILLING, COLLECTING**

*continued from page 10*

the client non-responsive, causing delays? Difficult behavior should be explored. It may be an indication of business, financial or personal problems. Uncovering the source of the problem might help, but be sure to take swift action to remedy the situation or disengage before it worsens.

### **WITHHELD INFORMATION**

When a client does not provide the information you need, carefully consider the problem. Is the problem sloppy record keeping, or is the client deliberately withholding information? If it looks deliberate, be cautious, especially if you are urged by the client to proceed with work without having proper documentation. Client behavior such as this is a red flag, and repeated delays could be the result of unethical or illegal activity.

### **CHANGES IN CLIENT'S BUSINESS**

Changes in a client's business may lead the client in a direction that causes you to reconsider the relationship. A client may, for example, buy a business that requires work you are not qualified to perform. Or a start-up client may grow and decide to go public, and you may

not want to perform the public work. Such changes can alter the professional relationship and result in a situation that causes you to disengage.

### **CHANGES IN YOUR FIRM**

When your firm changes, you may also need to change your client base. The loss of a partner with expertise that the other partners don't possess will require a decision by the firm regarding continued service to the former partner's clients. The firm may decide that it no longer wants to continue performing a particular type of work. Or it may decide to go in new directions. Review your client base whenever your firm changes and determine whether or not all existing clients still fit the firm.

### **POTENTIAL CONFLICTS OF INTEREST**

Consider all client situations carefully to spot potential conflicts of interest, which may affect your objectivity or independence—even if you are not engaged to do attestation work. Examine potential or actual conflicts of interest from a broad point of view, considering the client's perspective as well as those of other stakeholders such as owners, investors, partners, beneficiaries and spouses. Troublesome scenarios can

include a partnership break-up, a failed investment, bankruptcy, a trust, merger, divorce, or anything else that can create opposing or disappointed factions.

### **DISENGAGEMENT**

When you decide to disengage, terminate the relationship professionally and formally with a disengagement letter. The letter should always contain clear statements, a description of your work, and a list of any due dates or filings. Try to provide ample lead time before a client's deadlines to better protect yourself. Your client need not feel antagonized in any way. Done effectively, disengagement can leave your client feeling that you have acted in the best interest of both parties.

Effective communication is a key factor in any CPA-client relationship. When you work to stay informed and in control, you are safeguarding your firm. In the end, client screening and disengaging are good practices that will help grow your business and avoid liability.

*Randy Werner is a loss prevention executive with CAMICO (www.camico.com). She responds to CAMICO loss prevention hotline inquiries and speaks to CPA groups on various topics. Werner has Big Four public accounting experience in federal and state tax as well as regional accounting firm experience. She has practiced as a sole practitioner in estate planning since 1984.*



## Continuing Professional Education Registration

Mail this form and payment to: The Mississippi Society of Certified Public Accountants

306 Southampton Row, Ridgeland, MS 39157

or fax to: 601-856-8255 Phone: 601-856-4244 In-state: 800-772-1099

If you have special needs under the Americans with Disability Act, attach a written description, call us, or email [mary@ms-cpa.org](mailto:mary@ms-cpa.org)

Please print or type – one form per person. Form may be reproduced for multiple registrations.

Last Name	First Name	M.I.	<b>REFUND POLICY:</b> You will receive a full refund if cancellation is made seven calendar days prior to the scheduled date of the event. If you cancel within the seven days, a 50% refund will be made. No refunds are made for same-day cancellations or for no-shows. However, you may substitute another person from your office.  <b>PHOTO POLICY:</b> MSCPA or its contractors may be photographing or videotaping MSCPA events. Attendees agree to allow their image to be used in MSCPA publications, web site, marketing materials, and the media. Attendance at MSCPA events waives the MSCPA from liability resulting from these uses.
Firm / Employer			
Address			
City	State	Zip	
Business Phone	Business Fax		
Email Address Required(for registration confirmation)		State License Number	
_____ Please check if information has recently changed and needs to be updated in your member record.			
Are you a CPA? <input type="checkbox"/> Yes <input type="checkbox"/> No    Are you a member of the MSCPA? <input type="checkbox"/> Yes <input type="checkbox"/> No    (If "No", join now and save!) Call us at 601-856-4244 or go to our web site for an application: <a href="http://www.ms-cpa.org">www.ms-cpa.org</a> . Applications in progress qualify for the member rate. Are you a member of the AICPA? <input type="checkbox"/> Yes <input type="checkbox"/> No    AICPA Member Number: _____ (Required for discount; subject to verification)			

CPAs who are members of the MSCPA may register at the "member" rate. **Non-CPA staff may also register at the "member" rate.** CPAs who are not a member of the MSCPA may participate by registering at the Non-Member rate. Please include the qualifying discount(s) when registering for events.

\* CPAs who are a members of the AICPA may deduct \$30 per day from 8- or 16-hour AICPA seminars ONLY. (These are identified in the CPE Catalog). This discount must be taken when registering. **Non-CPA staff are NOT eligible for the AICPA discount. Seminars from other vendors are not eligible for this discount.**

\*\*\* **ELECTRONIC MATERIALS** \_\_\_\_\_ (SOME CONFERENCES WILL BE ELECTRONIC ONLY, please check the website) \*\*\*  
**PRINTED MATERIALS** \_\_\_\_\_

### DESIRED CPE EVENTS

Course Date	City	Course Title	Course Acronym	Course Fee		Adjustment * AICPA Discount	Subtotal
				MSCPA Member	Non-Member		
<b>TOTAL</b>							<b>\$</b>

### PAYMENT INFORMATION:

**Check:** I have enclosed a check payable to MSCPA in the amount of \$ \_\_\_\_\_

**Credit Card:** ☐ MC ☐ Visa ☐ Discover ☐ AMEX

**Please Indicate:** ☐ Personal Card ☐ Firm / Company Card I authorize the MSCPA to charge \$ \_\_\_\_\_ to the credit card below:

Credit Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

CCID Number \* \_\_\_\_\_

\* The Credit Card ID Number (CCID) is located on the back of MasterCard, Visa and Discover credit or debit cards and is typically a separate group of 3 digits to the right of the signature strip. On American Express cards, the Card Security Code is a printed (NOT embossed) group of 4 digits on the front towards the right.

**BILLING ADDRESS FOR CREDIT CARD:** Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

PRINT CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE

## PRACTICE CONTINUATION

*continued from page 8*

- others to determine the status of uncompleted work.
- d. A guide to using the firm's computers.
- e. Location of work papers.
- f. Description of filing system.
- g. Office procedures for handling the receipt and return of client information.
- h. Billing schedules and collection policies.
- i. Procedures for identifying and paying accounts payable.
- j. Location of personnel files.

### 3. Decide on a continuation

**arrangement/agreement.** There are three basic types:

- a. A one-to-one agreement with a local CPA firm that you have identified as a good fit/culture for your firm. The agreement established between the firms should cover the critical areas that are necessary to ensure a smooth transition (both short-term and long-term) if it becomes necessary. The agreement usually has a buy/sell component with a clear formula for calculating the sales price of the firm, along with payment period and terms in the event of the CPA's permanent disability or death.
- b. A group agreement, in which several CPAs may act as successors/partners to each other's firms. CPA firm alliances or associations generally serve this purpose, among other purposes.
- c. A CPA society group that will assist the member, spouse or heirs in finding a successor/partner.

A variety of elements can be addressed in a practice continuation agreement, providing for a number of conditions and terms. It's prudent to consult with an attorney when drafting a formal agreement or contract. A formal agreement can:

- Define the circumstances under which assistance will be triggered (e.g., long-term or permanent disability, or leave of absence).
- Specify a temporary timeframe. If the agreement addresses temporary disability versus permanent disability, definitions of the covered disabilities under the agreement

should be included. Other applicable provisions, including client transition requirements, should also be addressed in the event that a permanent replacement of the CPA who is unable to work is required. Keep in mind, though, that people can be disabled for several months and still make a return to full-time work. Therefore, you might want to consider also including a buy-back provision in the agreement.

- Specify responsibilities to be performed by the assisting party, including financial terms or compensation for assistance, and provisions for billing, collection, record retention, confidentiality, and non-compete and restrictive covenants.

**4. Identify, approach and partner with a suitable firm(s).** Network among sources of referrals. The best organization for such networking is often the local CPA society. Other sources include bankers, attorneys, and community groups. Alliances among CPA firms are active in some regions. Some are formal associations, others informal, but one of the benefits is that they can help facilitate practice continuation planning.

Some CPA sole practitioner groups will regularly meet to discuss their businesses and get to know each other. Some groups work together over a period of many years, enabling members to develop a high level of trust with each other and with their firms' employees in case one of the CPAs needs to temporarily take over for another.

Practical matters are also covered during the meetings, such as office procedures, billing rates, records, passwords, and other important details. Practices that have certain niches or practice specialties will need a potential replacement CPA to have similar competencies, which may include special licenses. Another factor is whether the replacement CPA will be able to dedicate enough time to performing the role that the absent CPA performed.

Some groups strategize business plans for the next five or 10 years, asking each other what they can do to make things better for their clients and themselves. In the event of a long-term disability or death, the members can act as an agent for the other's business and help spouses negotiate what to do with the

practice. The planning process can also address retirements, exit strategies, buy-sell agreements, and firm succession in case CPAs need to leave their practice altogether for health or other reasons.

**5. Implement the plan.** Contact your attorney to draft any agreements required by the plan. Discuss the plan with your spouse and successor/partner. Communicate in writing the instructions for all parties, and set up dates for annual reviews of the plan.

The worst time to craft notifications to clients is during a crisis. Prepare template notifications to clients and referral sources ahead of time. There's a chance that the CPA being replaced will not be available for guidance during a crisis, so the CPA who is stepping in should be well apprised of as much information as possible.

Major goals for practice continuation planning include avoiding losses of clients, keeping them happy, and allaying their fears about changes in service and operations. An organized transition that is well communicated to clients is a big step toward attaining those goals.

*Suzanne M. Holl, CPA, is senior vice president of loss prevention services with CAMICO (www.camico.com). With more than 18 years of experience in accounting, she draws on her Big Four public accounting and private industry background to provide CAMICO's policyholders with information on a wide variety of loss prevention and accounting issues.*

## ANNUAL CONVENTION

*continued from page 6*

Jonathan Perry. Growing up in Vermilion parish in south Louisiana, "the most Cajun place on earth" has given Jonathan a unique viewpoint on the wonderful and often misunderstood culture of those people known as "Cajuns." This Cajun comedian is a practicing lawyer, a former prosecutor, a former police officer and is a current member of the Louisiana State Senate.

### Prayer Breakfast Closes Convention Sunday morning...

The traditional Sunday morning Prayer Breakfast, very popular with members and well attended, will close the 2014 meeting.

**Special for Spouses:** On Friday morning at 9 o'clock, Vicki McCain of Destin returns by popular demand to present a cooking demonstration. Breakfast is included. Vicki presents cooking classes in the area and operated the Kitchenique Store for many years. 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.



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



America Counts on CPAs

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

## CLASSIFIEDS

**HOLT & ASSOCIATES, PLLC** in Laurel is seeking individuals desiring a career in public accounting. Candidate should have audit and/or tax experience. We offer a comfortable work environment with minimal travel or overtime. Excellent opportunities for advancement. Email resumes in confidence to [david@holtaccounting.com](mailto:david@holtaccounting.com).

**T. E. LOTT & COMPANY** seeks CPA with 2-5 years audit experience for its Starkville office. Excellent benefits and competitive salary are offered. Mail resume to: Deborah Dye, P. O. Box 471, Columbus, MS 39703 or [ddye@telott.com](mailto:ddye@telott.com).

**THE MISSISSIPPI INSTITUTIONS** of Higher Learning has an opening for Chief Audit Executive. For a detailed job description, please visit [www.mississippi.edu/jobs](http://www.mississippi.edu/jobs).

**CPA PRACTICE FOR SALE.** Hancock County MS. Annual billing \$80,000. Price \$70,000. Tax & compilation, no audits. Email [practiceforsale@outlook.com](mailto:practiceforsale@outlook.com)

**BKD, LLP**, a top ten healthcare accounting and advisory firm in the U.S., is seeking experienced reimbursement consultant with five or more year's experience for its growing Mississippi healthcare practice. As a reimbursement consultant for BKD, you may work on a variety of financial, billing and compliance projects, but a primary focus would be in reimbursement consulting services. Resumes may be sent to 190 East Capitol Street, Suite 500, Jackson, MS 39201, or emailed to Lauren Cherry at [lcherry@bkd.com](mailto:lcherry@bkd.com). Please visit [www.bkd.com](http://www.bkd.com) for more information.

**WILLIAMS, WEISS, HESTER & Company, PLLC**, -Jackson area firm is seeking experienced CPA that is interested in working in both tax and auditing/accounting. We are a full service firm, that offers an opportunity for advancement. Please send your resume to P.O. Box 16506, Jackson, MS 39236 or contact Doug Hester at 601-981-7571.

**McARTHUR THAMES SLAY & DEWS, PLLC**, a Hattiesburg firm with over 75 years of service to our clients, is seeking an audit/tax professional with 2-5 years' experience; CPA is required. We offer an excellent benefits package and salary commensurate

with experience. Please send your resume to P.O. Box 15339, Hattiesburg, MS 39404, fax to 601-264-1099, email to [info@mtsdcpa.com](mailto:info@mtsdcpa.com), or visit our website at [www.mtsdcpa.com](http://www.mtsdcpa.com).

**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](mailto:vanhawthorne@bellsouth.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 Lauren Cherry at [lcherry@bkd.com](mailto:lcherry@bkd.com). Please visit [www.bkd.com](http://www.bkd.com) for more information.

**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@mcclcpa.net](mailto:clindsay@mcclcpa.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](mailto:pat@fortcpa.com).

**LOCAL JACKSON CPA** wants to purchase small accounting/tax practice. Contact me at [cpa1900@yahoo.com](mailto:cpa1900@yahoo.com).

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

at [www.hrbccpa.com](http://www.hrbccpa.com).

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

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

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

**YOUR PRACTICE WANTED:** We are North America's leader in practice sales. Let us navigate the complexities, locate the best match from a deep pool of qualified and serious buyers, and optimize your return on the years invested in building your practice. If you are considering a change, contact Mississippi broker Lori Newcomer, CPA, at (888)277-6040 or [LNewcomer@apsleader.com](mailto:LNewcomer@apsleader.com) for a confidential discussion.



### AKINS PROFESSIONAL BROKERAGE

Successful transitions require experienced, confidential, professional services you can trust. This is what Akins Professional Brokerage provides. Specializing exclusively in the brokerage of CPA firms, we have no upfront fees. List your firm with a professional. Call David Akins, CPA, at (877) 277-0272. Visit our website at [www.ProfessionalCPAbroker.com](http://www.ProfessionalCPAbroker.com).