



The Motivator

North Carolina Triangle Area Chapter #406
Institute of Management Accountants

June 2004

**INSTITUTE OF MANAGEMENT ACCOUNTANTS
CAROLINAS COUNCIL
SUMMER CONFERENCE – HOSTED BY THE TRIANGLE CHAPTER**

July 16, 2004 All Day Conference Seminar

Date & Time: Friday, July 16, 2004, 8 AM to 5 PM; Registration 7:30 – 8:00 AM

Place: Sheraton, Downtown Raleigh, NC

\$150 IMA-members; \$175 non-members; \$125 Educators; \$75 Students

Speaker: Lea A. Strickland CMA CFM CBM, President F.O.C.U.S. Resources

Topic: Focus on Cost Management

Field of Study: Cost Accounting

Recommended CPE: 8 Hour Level: Basic

Prerequisites: None Advance Preparation: None

Teaching Method: Lecture/Discussion

July 17, 2004 Conference Breakfast Seminar

Date & Time: 8:00 – 9:00 AM, Saturday, July 17, 2004; Registration – 7:30 – 8:00 AM

Place: Sheraton, Downtown Raleigh, NC

\$25 IMA-members; \$35 non-members; \$20 Educators; \$15 Students

Speaker: Thomas E. Vass, Director of the newly formed Private Capital Markets Entrepreneurial Institute, a division of The Business Financial Advisory Corporation of Cary, N.C.

Topic: "Understanding the Private Capital Markets and How Deals Get Done: A Lesson for Lawyers, Accountants, Investment Advisors and CEOs Who Are Interested In Learning How the Private Capital Markets Can Work To Their Advantage."

Field of Study: Finance

Recommended CPE: 8 Hour Level: Basic

Prerequisites: None Advance Preparation: None

Teaching Method: Lecture/Discussion

Information and Registration - **Contact: Ron Lowell**

Email: RonLowell@solelectron.com

Website: www.imanctriangle.org

Phone: (919) 604-3575

The North Carolina Triangle Chapter of the IMA is registered with the NC State Board of CPA Examiners as a sponsor of continuing professional education. Complaints or comments regarding registered sponsors may be addressed to the North Carolina State Board of CPA Examiners, PO Box 12827, Raleigh, NC 27605-2827

From the Chapter President:

As your chapter starts a new fiscal year in June, we look back at the chapter's accomplishments in the 2003-04 fiscal year. We finished in the top 25 chapters nationally (22nd place overall in the Stevenson division), giving the chapter its first 'banner' year in several years. A top-25 banner is a great credit to the outgoing president, Kathy Santos-Rezendes, and the chapter Board, reflecting the success we had in providing educational and networking opportunities for our members. We had a great lineup of speakers at the monthly dinner meetings, as well as several excellent CPE sessions. Help us continue the momentum in 2004-05 by volunteering to join your chapter's Board of Directors. Joining the Board is a great way to improve your leadership skills and develop relationships with your fellow accountants. Serving on the Board allows you to improve your skills in a friendly environment, so that you can apply your knowledge to your regular job.

The big news this summer is that our chapter is hosting the Carolinas Conference summer meeting in Raleigh. We will host a full-day CPE session on 'Enterprise Risk Management' on July 16 at the Sheraton in downtown Raleigh. On Saturday, July 17, you can earn an additional hour of CPE when you join us for breakfast from 8:00 – 9:00 for a session on 'Understanding the Private Capital Markets'. This session will be followed by the Carolinas Council meeting on Saturday morning. Also, on Friday, July 16, we will have groups going to Charlie Goodnight's Comedy Club as well as the NC Theatre's production of 'The King and I'. Please see the attached brochure or the website for more information and come show your support for your local chapter. You will meet fellow IMA members from across the Carolinas and get a jump-start on your CPE requirements for the year.

Congratulations to Teresa Muncer-Shimp, who is the recipient of the Robert Horky Award for 2003-04. The Robert Horky award has been given annually by the Board of Directors since 1986 to a member of the chapter, who is not an officer, who has contributed materially to the success of the chapter during the year. Teresa did a tremendous job in leading our fund-raising effort this year, helping us to raise nearly \$3000 by volunteering at the concession stands at the RBC Center. Thanks also go to the chapter members, family, and friends who gave their time in volunteering to raise funds for the chapter.

We have one additional event scheduled at the RBC Center, which is the Sarah McLachlan concert on July 30. If you would like to volunteer (and hear the concert for free!), please call Teresa Muncer-Shimp at 859-5550.

The new Board of Directors is already at work planning the dinner meetings and CPE events for the 2004 -05 year. If you have ideas for topics for future meetings and CPE sessions, please let me (773-5189) or one of the Board members know. I am privileged to be serving as chapter President, and I look forward to a successful year in providing networking and educational opportunities and helping to grow the membership and participation in our chapter.

Best Regards,
Chris Johnson
IMA Chapter #406 President

ADVERTISE IN THE MOTIVATOR

Would you like to get your message out to 500 of the area's accounting and finance professionals? We are planning on running ads in The Motivator. We are also looking for sponsors to pick up mailing costs of the monthly newsletter in exchange for exclusive advertising opportunities. If you are interested in taking advantage of these opportunities, please contact Teresa Muncer -Shimp, 859-5550 ext. 206, tshimp@nc.rr.com

VISIT THE IMA CAROLINAS COUNCIL WEBSITE @ <http://www.imacarolinascouncil.org>

The website has all the speaker and registration information. There will be the Spring meeting of the council. For more information go to the council's [website http://www.imacarolinascouncil.org/news.htm](http://www.imacarolinascouncil.org/news.htm)

TENTATIVE 2004-2005 DINNER MEETING SCHEDULE

Mark your calendars for the 3rd Thursday of each month, beginning in August, at the Marriott Hotel for dinner meetings and register for any of our meetings at our web site www.imanctriangle.org.

LOG ONTO THE CHAPTER'S WEBSITE

The Chapter's web site can be found at www.imanctriangle.org. Keep up with the latest information about chapter events and upcoming CPE opportunities.

EMPLOYMENT OPPORTUNITIES – From the Chapter's Employment Director

The Chapter serves its members by connecting those seeking positions with employers that have positions available. The Chapter's Director of Employment is Chris McKittrick. For further information or to submit a resume please e-mail Chris McKittrick at ctm1999@hotmail.com.

Management Lesson – Thanks to Ted Bachman

An eagle was sitting on a tree resting, doing nothing. A small rabbit saw the eagle and asked him, "Can I also sit like you and do nothing?"

The eagle answered: "Sure, why not."

So, the rabbit sat on the ground below the eagle and rested. All of a sudden, a fox appeared, jumped on the rabbit and ate it.

Management Lesson - To be sitting and doing nothing, you must be sitting very,

very high up.

Triangle Chapter # 406 BOARD OF DIRECTORS**Competition Year 2003-2004**

President	Chris Johnson	chris.johnson@pergo.com
Carolina Council Delegates	Ron Lowell	ronlowell@solectron.com
Vice Pres. Administration	Bob Boone	rdboone@yahoo.com
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Vice Pres. Communications	David Roth	david.roth@smtresource.com
Director Newsletter	OPEN	
Director Public Relations	Nancy Smith	nancy.e.smith@mci.com
Director Website	Kathy Santos-Rezendes	kas@rti.org
Director Roster	Kathy Santos-Rezendes	kas@rti.org
Student Chapter President (NC STATE)	Chris Smith	cwsmith@ncsu.edu



**INSTITUTE OF MANAGEMENT ACCOUNTANTS
CAROLINAS COUNCIL**



SUMMER CONFERENCE

July 16-17, 2004

Hosted by: NC Triangle Chapter # 406

Sheraton Raleigh Capital Center
421 South Salisbury Street
Raleigh, NC 27601

Enterprise Risk Management

The outside influences that can ruin your company and challenge your job.

Presenter, Lea A. Strickland CMA CFM CBM, President F.O.C.U.S. Resources

Date of Seminar: Friday, July 16, 2004

Lea Strickland, President of F.O.C.U.S. Resources, will lead an eight-hour workshop for the IMA CPE Series entitled "Focus on Cost Management". Ms. Strickland, an experienced financial and operational leader, will bring her sixteen years plus of experience in Fortune 500, Global 100 and early stage companies into the classroom to discuss how to control costs in companies large and small.

Time: 8 am to 5 pm

Location: Sheraton, Downtown Raleigh, NC

This full day workshop/seminar addresses the critical aspects of enterprise risk and how organizations define, assess, and "mitigate" risks associated with all aspects of the business from strategy to transactional activities.

Topics include:

- ? Risk Management

- o Enterprise Risk Management Programs

- ? Identification

- ? Sources and Hidden Risk

- ? Financial

- ? Human Capital

- ? Legal and Regulatory

- ? Strategic

- ? Operational

- ? Technological

- ? Assessment and Quantification

- ? Analysis

- ? Scenarios

- ? Probabilities

- ? Management

- ? Policies and Procedures

- ? Documentation

- ? Insurance

- o Current Issues

- ? Governance

- ? Directors, Officers and other Fiduciaries and Stakeholders

- ? Internationalization

- ? "Intangibles"
- ? Ethics
- ? Funding/financing
- o Regulatory Environment
 - ? Sarbanes-Oxley
 - ? HIPAA
 - ? Fair Labor Standards Act
 - ? Employment Practices
 - ? COBRA
 - ? FMLA
 - ? Immigration
 - ? Americans with Disabilities
- ? Insuring Against Risk
 - o Insurance Questions
 - o Types
 - ? Casualty
 - ? Property
 - ? Professional
 - ? Automotive
 - ? Specialized
 - o Agents and brokers
 - o International Issues
 - o Expectations and Trends

Session participants are awarded 8 CPE hours by request through the IMA. To register or for more information please go to the Institute of Management Accountants website listed below.

Presented by F.O.C.U.S. Resources, the Institute of Management Accountants Triangle Chapter and the Carolinas Council.

Registration: 7:30 – 8:00 AM

Sheraton Raleigh Capital Center
 421 South Salisbury Street
 Raleigh, NC 27601

For those coming in for the all day seminar, we have reserved a block of rooms for your convenience. Further information on all activities for this weekend is available online.

Breakfast, Lunch and two breaks are included as well as handouts.

Categories	Price
Non-IMA Members	\$175

IMA Members	\$150
Educators	\$125
Students	\$ 75

Contact: Ron Lowell
Email: RonLowell@solectron.com
Website: www.imanctriangle.org
Phone: (919) 604-3575

Understanding the Private Capital Markets and How Deals Get Done

Presenter: Thomas E. Vass

Date of Seminar: Saturday, July 17, 2004

The seminar will be taught by Thomas E. Vass, Director of the newly formed Private Capital Markets Entrepreneurial Institute, a division of The Business Financial Advisory Corporation of Cary, N.C.

Time: 8 am to 9 am

Location: Sheraton, Downtown Raleigh, NC

Course Overview: This is the first of a three part seminar, delivered in a one hour classroom setting. The goals of the seminars are to provide lawyers and other professional financial advisors with enough knowledge to understand how the private capital markets function, how private placements are conducted, and how private capital markets are related to community economic issues involving the re-employment of engineers, scientists and technicians in their own new ventures.

The course helps lawyers and CPAs expand the range of services they offer to their clients by providing the essential elements of understanding the private capital markets and the potential are as of liability in offering these type of services.

What is the private capital market?

Who are the players in the market?

How long does it take to do a deal?

How much does it cost?

Who does what to whom?

Session participants are awarded 1 CPE hours by request through the IMA. To register or for more information please go to the Institute of Management Accountants website listed below.

Registration: 7:30 – 8:00 AM

Sheraton Raleigh Capital Center
421 South Salisbury Street
Raleigh, NC 27601

Breakfast is included as well as handouts.

Categories	Price
Non-IMA Members	\$35
IMA Members	\$25
Educators	\$20
Students	\$15

Contact: Ron Lowell

Email: RonLowell@solectron.com

Website: www.imanctriangle.org

Phone: (919) 604-3575



**IMA - CAROLINAS COUNCIL CONFERENCE
REGISTRATION FORM
July 16 -17, 2004**

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

STATE _____ ZIP CODE _____

CHAPTER _____

EVENING PHONE _____

DAYTIME PHONE _____

Member # _____

EMAIL ADDRESS _____

July 16, 2004, (8 hrs CPE) Conference FEES * (Please check applicable)

IMA Member _____ \$150 Non-IMA _____ \$175

Educator _____ \$125 Student _____ \$ 75 TOTAL Friday Session _____

*Conference includes meals for attendee (not spouse, guest or family)

July 17, 2004, (1 hr. CPE) Conference FEES * (Please check applicable)

IMA Member _____ \$25 Non-IMA _____ \$35

Educator _____ \$20 Student _____ \$ 15 TOTAL Saturday Session _____

*Conference includes breakfast for attendee (not spouse, guest or family)

ATTEND CAROLINA CONFERENCE (No Charge): _____ YES _____ NO

TOTAL CONFERENCE FEES ENCLOSED _____

Only one registration per form

Please make check payable to IMA and mail to:

Institute of Management Accountants
Kathy Santos-Rezendes
214 Torrey Pines Drive
Cary, NC 27513-3441

For Additional Information Contact:

Ron Lowell at:

Email: RonLowell@solectron.com
Website: www.imanctriangle.org
Phone: (919) 604-3575

IMA – Carolinas Council Summer 2004 Accounting Conference

Capital Center Sheraton, Raleigh, NC

July 16-17, 2004

***** General Information *****

Hotel

Please contact the Sheraton Raleigh Capital Center Hotel for reservations at **(800)325-3535** by **June 22, 2004**. They are holding a block of rooms for our group. Please let them know you are a Carolinas Council Institute of Management Accountant Conference Attendee. We have received a rate of \$90/night. Check out time is 12 pm. You can get further details, including directions, online at [Sheraton Capital Center Raleigh, NC](http://www.sheraton.com/raleigh).

Hospitality Room

The Council provides a Conference Hospitality room at no charge for refreshments, conversation, and as a central place for participants. The room will be open from 6:00 to 9:00 on Thursday and 6:00 to 11:00 on Friday.

CPE Certificates

Continuing Professional Education certificates will be awarded to those that sign the attendance sheet. A certificate will be given to you after the session. Be sure to PRINT your name and chapter on the sign-in list at session and pick up your certificate.

Friday Night Entertainment

There are two planned options for activities and a number of places to eat and socialize within walking distance.

1. A dinner and show at Charlie Goodnight's Comedy Club.

Charlie Goodnight's is a three-part dining and entertainment Mecca with three floors of...well, good times!!! Located on our first floor, straight downstairs as you enter the building, is our "hole in the wall" restaurant, The Old Bar & Grill. The Old Bar serves up authentic "Tex-Mex" food, as well as burgers, salads, steaks, chicken, and ribs. A buffet is also available. The prices are cheap, the music is loud, and the wait staff is even louder.

Prices for the comedy show vary based on the performer, ranging in the \$10 - \$25 range for unknown talent. The 16th is not currently booked.

Seating Policies

DINNER GUESTS get a \$2.50 discount off show tickets and preferred seating (*including the first 4 rows*) in the Comedy Club. Proceed directly to either The Old Bar (downstairs) or Champagne Charlie's (Upstairs). Seating is chosen on a first-come, first-served basis upon arrival for dinner.

SHOW ONLY GUESTS who purchase tickets in advance (either over the phone with a credit card or in person at the club) have their seats chosen by our staff from the best seats available AFTER THE DINNER GUESTS HAVE CHOSEN THEIR SEATS. Tickets may be picked up beginning one hour before showtime.

THERE IS NO REFUND OR EXCHANGE ON ADVANCE PURCHASE TICKETS.

OPEN RESERVATION TICKETS (not purchased in advance) go on sale one hour before showtime. Seating is chosen from available seats upon arrival and guaranteed until 15 MINUTES PRIOR TO SHOWTIME.

2. NC Theater is showing “The King and I” at Raleigh Memorial Theater. After dinner at Greenshields Brewery and Pub at the City Market, we’ll head to the auditorium for an 8:00 show.



North Carolina Triangle Area Chapter #0406

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