



# Controllers' Seminar

*For Accounting, HR Professionals and Business Owners*

## Bellingham Golf and Country Club

3729 Meridian St, Bellingham, WA

**Friday, April 29th, 2011**

**8:00 a.m. – 5:00 p.m.**

### Agenda and Speakers

**7:30 to Sign in (coffee, juice, rolls, snacks and lunch will be provided)**

#### **International Accounting Standards: Hot Topic!**

**Ron Singleton**, *Professor of Accounting with WWU*

The role of International Accounting Standards in U.S. accounting has become a controversial topic. This session will review the source of International Accounting Standards and the standard setting process. Major differences between international rules and US GAAP will be reviewed, and the impact of the differences on firms' financial statements will be analyzed. The session will conclude with a discussion of the current status and degree of acceptance of international standards in the US, and their future role.

#### **Employment Law: The Most Common Employment Law Mistakes and How to Avoid Them:**

**Elena Burt**, *Attorney with Stoel Rives LLP*

From I-9 compliance and what to include – or not include – in your employee handbook to harassment claims and wage and hour issues, employers need to be vigilant about a broad range of employment law topics. This presentation provides advice on how to avoid the most common employment law traps from hiring through termination and offers recommended strategies for correcting areas of noncompliance.

#### **Cost Accounting: Lean Accounting - Lean Enterprise with Focus on Value Stream:**

**Dr. Audrey Taylor**, *Ph.D. WWU*

As companies change their processes accountants need to modify the metrics used to evaluate those processes. Lean Accounting focuses on Value Streams rather than on units of production. Lean Accounting uses "Plain English" income statements and visual signals to monitor performance. Basically Lean Accounting tracks progress from the "Current State" to the desired "Future State."

#### **Understanding Business Development: Rise and Fall of Dreams and Numbers:**

**Jennifer Shelton**, *MBA, Director with the Small Business Development Center, WWU*

Jennifer Shelton will cover strategies to evaluate and grow a business to its full potential. This includes market analysis to find a niche or diversify a business, and financial analysis to understand the risks and opportunities. Attendees will come away with a holistic understanding of business development or exit, and a list of resources for planning and evaluation.

**Lunch at noon**

### **DOR Multi State Nexus:**

***Kathy Oline***, Sr. Assistant Director of Policy with Washington State Department of Revenue

In recent years there has been tremendous activity in the area of taxable nexus required by the Commerce Clause of the U.S. Constitution. Kathy Oline will describe some of these changes and how they affect taxpayers here in Washington. This includes recent developments in traditional physical nexus, such as the Washington Supreme Court decision in *Lamtec Corp. v. Department of Revenue*. The presentation will also provide an update on implementation of the new economic nexus concepts for apportionable activities embodied in last year's legislation (2ESSB 6143). Washington's nexus rules will also be contrasted and compared with those in place in other states.

### **Surviving an IRS Audit:**

***Jennifer Roberts***, CPA, Revenue Agent with the Internal Revenue Service

Jennifer Roberts has a background in private practice and industry. A lot of information she gained since working for the Internal Revenue Service would have been helpful during her tenure as tax preparer and business representative. Jennifer will review the audit process with you and provide tips on what you can do to make each audit go as smoothly as possible for you and your clients.

### **Business to Business Credit - Bankruptcy and Contracts:**

***Danial Pharris***, Principal at Lasher Holzapfel Sperry & Ebberson, PLLC

Dan Pharris will be speaking on improving your business' credit practices to enhance collection of accounts receivable. Dan has developed a number of sales/credit agreements that have been developed for use by many of his clients in their particular industry or trade. Dan will provide copies of a sample agreement used by a number of businesses and explain how this might be useful. Dan will also answer any questions and discuss any other credit topics you might be interested in.

### **Estate Law for Executors:**

***Madeline Gautier***, Attorney with Gautier & Assoc.

Accountants and finance professionals are often asked to be Executors of a friend or relative's estate. Madeline Gautier will review the roles and responsibilities of that fiduciary duty, and the issues that arise. She provides insight on what can be done ahead of time to avoid those issues. As former Assistant Attorney General for the State of Washington and fourteen years as a probate and tax attorney, Madeline Gautier provides valuable information from a base of experience. Madeline's firm develops comprehensive estate plans with the primary goal of providing tailored documents, so that at the time of passing or disability, the people and causes you love are cared for the way you would do it yourself. As a part of that goal, they aim to minimize estate taxes, and preserve assets from catastrophic health care costs. However, the first and only real question in preparing your estate plan, is how you would care for the ones you love.

**Registration includes lunch at the Bellingham Golf and Country Club &  
8 hours Continuing Professional Education**

**Registration Fee: ASWA Member: \$175.00; Non -Member: \$200.00**

**Reservation deadline April 21, 2011**

**For more information, contact Rosie Rayborn at [ControllorSeminar@aswa115.org](mailto:ControllorSeminar@aswa115.org)**