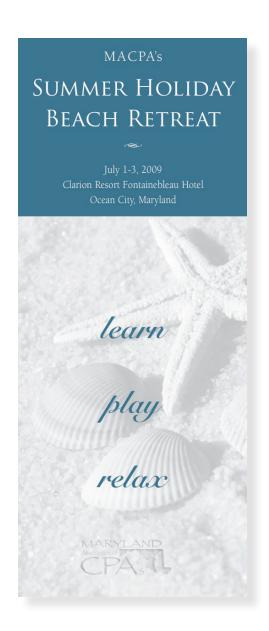
# 



# You are not alone. We're here for you.

MACPA's Beach Retreat is like a day—actually three days—at the beach. Vacation with your family in Ocean City during the Fourth of July weekend while you earn CPE. Choose from 14, four-hour, half-day sessions—to maximize flexibility between work and family time. As always, there are special hotel rates for Beach Retreat attendees.

# New this year:

- Session times now end at 3:30 spend more time with your family
- · Yellow Book sessions included

# **EVENT DETAILS**

MACPA Member fee: \$125 per half-day session

(\$150 after 6/1/09)

Non-member fee: \$175 per half-day session

(\$200 after 6/1/09)

Recommended CPE: 4 hours per half-day session

For more information and to register, please visit our Web site at <a href="https://www.macpa.org/beach">www.macpa.org/beach</a>.

The luxurious Clarion Resort Fontainbleau Hotel is an oceanfront, all-suite hotel with amenities such as an exotic health spa, a fully equipped workout room, and a new outdoor heated pool.

Standard: \$210	1 bedroom condo: \$245
Executive king: \$230	2 bedroom condo: \$365
Studio king: \$240	3 bedroom condo: \$550
Cabana: \$260 (pool side	

These special rates, good June 30 - July 4, 2009, are available to all MACPA Beach Retreat attendees who make reservations by May 31, 2009, at 5 p.m. – there is a two night minimum stay. You must call the Clarion at (800) 638-2100 and tell them you are with the Maryland Association of CPAs to get these rates. The Clarion is located on  $101^{16}$  St., Coastal Highway.



For 40 years, the MACPA has been bringing you this conference that offers 16 hours of affordable CPE on the latest tax rules, regulations and provisions. In a year filled with innumerable tax changes, this conference is a must.

Sponsors

The Zutz Insurance Group, now





# TOPICS WILL INCLUDE:

- Federal Tax Update
- Economic Update
- 2010 Sunset Provision
- Special Needs Planning
   Retirement Planning

To view the agenda and to register, go to: http://www.macpa.org/ctc, or call the Member Service Center at (800) 782-2036. Event ID: 221000

Recommended CPE Credits: 16 MACPA Early Bird Member fee: \$250 MACPA Member fee: \$275 (after 8/13/09) Non-member fee: \$375

**MACPA MEMBERS:** You can bring a non-CPA client or associate for the member price!

SPONSORS AND EXHIBITORS WELCOME For more information email Kim O'Neill at kim@macpa.org, or call 443-632-2313.

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# save your time. save your money. save your sanity.

Our customized learning team offers the quality and convenience of on-site training – often at half the cost of public seminars.

Let us show you how.

Challenging economic times force everyone to cut costs, but what do you do when it concerns training staff members? Bring the training classes on-site and save up to 50%!

Our customized learning consultants will tailor a program which meets the specific needs of your team and uses the same high quality materials and speakers featured in many of your favorite off-site conferences and seminars.

# Choose from:

- · A complete line of ready made on-site learning programs.
- MACPA and BLI programs just about any program in our catalog can be adapted for your group
- Fully customized training developed specifically for your organization at nearly half the cost of a public seminar.

# Training in Growth Areas

MACPA's Customized Learning Solutions can provide on-site training on traditional topics as well as future growth areas such as XBRL.

. Leadership Development

# Choose from any one of these topic areas:

- Business Management
- Communication Skills
   Strategic Management
- Performance
   Management
   Technical Expertise

# **Quality Materials and Speakers**

We provide top quality materials developed by nationally recognized providers such as AICPA and others.

# Location, Location, Location

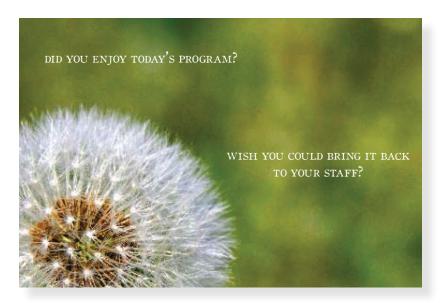
On-site doesn't have to mean in your office. If you don't have the space — or want a change of venue to facilitate learning — we can book the appropriate setting for your learning experience. Your team will have a private place for proprietary

# Let CLS handle the planning of your next on-site event.

Contact Laura Dorsey at 443-6332-2334 or e-mail laura@macpa.org



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# Your wish is our command!

MACPA'S Customized Learning Solutions offers the same learning that you get at public seminars, but in your own facility. You'll receive complete customization to your staff's unique needs and levels of expertise in areas such as: accounting, financial, management, leadership and computer training programs. You can request the same quality instructors you are experiencing today!

# Other courses taught by Alan Patterson include:

- · Building an Adaptive Organization
- · Creating a Customer-Focused Organization
- . Creating a New Corporate Culture
- Creating Superstars
- . Developing the Internal Consultant Model
- · Developing Tomorrow's Leaders Today
- · Evaluating Team Performance
- · Emerging CEOs
- · High Potential Employees

For more information, call Pam Devine at (443) 632-2321 or pam@bizlearning.net.

- · Identifying, Developing, and Hanging on to Talent
- · Intergrating Organizations, Blending Values
- · Managing Crises and Restoring Trust
- · Managing Strategic Business Partners
- · New Leader Development
- · Rescuing Talent
- . The High Performance Organization





2008-09 CONFERENCE SERIES:

# **2008 Technology Conference**

Monday, December 8, 2008 Sheraton Columbia Hotel

Get the latest on software and hardware updates, Microsoft alternatives, going "green" and more! Customize your CPE and your day with concurrent sessions. Grow your business by gaining the knowledge you need to make yourself invaluable to your clients.







Agenda: subject to change.

7:30 – 8 a.m. Registration & Continental Breakfast

8 - 8:10 a.m. WELCOME CONCURRENT SESSIONS

8:10 - 9:50 a.m. 001 - Excel 2007: Unraveling the Mystery (When Does it Pay to Upgrade?)

Speaker: Judy Borsher, CPA, MBA, CITP, MS Certified Instructor, President, SCG Training and Consulting

002 - A Panel Discussion on the Practical Considerations in Going Green with a Paper "Less" Office Speakers: Susan Huddy, CPA, Founding Principal, Costello & Huddy, Chartered, Diana DeWitt, CPA, Gross, Mendelsohn & Associates, PA and Byron Patrick, CPA, CITP, Hosted Solutions, Inc. 9:50 - 10:05 a.m. BREAK

CONCURRENT SESSIONS
10:05 a.m. - 11:45 a.m.
003 - Essential Productivity
Features in Excel

Features in Excel
Speaker: Judy Borsher, CPA, MBA,
CITP, MS Certified Instructor,
President, SCG Training and
Consulting

004 - Alternative to Microsoft Products and More Speaker: Robin Thieme, CITP, CPA, Owner, Kensington Business

11:45 a.m. - 1 p.m. LUNCH

Solutions, LLC

CONCURRENT SESSIONS 1 - 2:40 p.m.

1 — 2:40 p.m.
905 — Adobe Acrobat Professional
9 Update and Word 2007 Tips
Speaker: Judy Borsher, CPA, MBA,
CITP, MS Certified Instructor,
President, SCG Training and
Consulting

006 – A Panel Discussion on Moving Away from a Basic Accounting Package

Moderator: Curtis Russell, CPA, MBA, C.L. Russell, CPA, Panelists: Philip Symonds, CPA, Robin Thieme, CITP, CPA, Kensington Business Solutions, LLC, and Bill Van Cleave. CPA, MBA, Blue Ocean Systems, LLC

2:40 - 2:55 p.m. BREAK

2:55 — 4:35 p.m. ENDNOTE Everything You Wanted to Know About Bits, Bytes, and Best Practices

Speakers: John Gilroy, WAMU 88.5 FM and Chris Hombecker, CEO, Solutions Developers

For a complete agenda and to register, go to www.macpa.org /tech, or call our Member Service Center at (800) 782-2036.

CONFERENCE DETAILS: Event ID: 121009 Recommended CPE Credits: 8 MACPA member early bird fee: \$190 (\$210 after 11/8/08) Non-member fee: \$310

Sponsors and exhibitors welcome! Contact Kim O'Neill at 443-632-2313 or kim@macpa.org



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# 2009 TOWN HALL Spring SCHEDULE

Join MACPA's CEO, Tom Hood, and your fellow CPAs for a Professional Issues Update that addresses "How to Survive & Thrive In Turbulent Times"

The changing economy has redrawn the landscape, making the challenges CPAs face even more important. This year's **Professional Issues Update** is designed to help you survive this recession and position yourself for the recovery.

You are not alone – the MACPA is here for you.

May 8 Wye Mills, MD Event ID: 141011

May 11 Bowie, MD Event ID: 141018

May 18 Oakland, MD Event ID: 141009

May 19 Rockville, MD Event ID: 141019

May 20 Columbia, MD Event ID: 141012

June 1
Date and place to be determined.



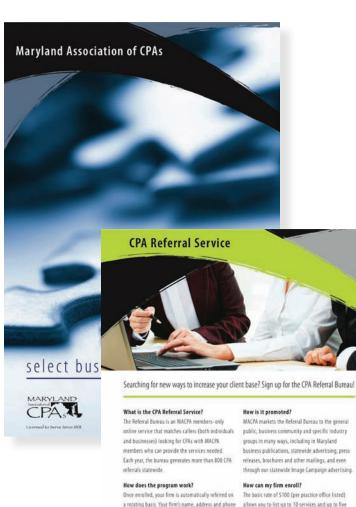
Earn 4 FREE CPE credits — a \$150 value!

# May 28 Timonium Holiday Inn

A.M. SESSION: 8 a.m. - 12 p.m
Find out the latest on impact of the American
Recovery and Reinvestment Act of 2009 and Maryland
Legislative and regulatory changes.
Need to know information for every CPA!

Event ID: 141020

P.M. SESSION: 1 - 5 p.m.
Professional Issues Update
Event ID: 141021



number will show online when your firm's services match a visitor's needs. Visitors go online to search the Referral Bureau and access firms that meet their needs.

MACPA markets the Referral Bureau to the general public, business community and specific industry groups in many ways, including in Maryland business publications, statewide advertising, press releases, brochures and other mailings, and even through our statewide Image Campaign advertising.

The basic rate of \$100 (per practice office listed) areas served. Additional listings in each of these categories will cost \$10 each. Once you enroll, your listing will be good for one year beginning on the date we receive your completed enrollment form and payment.

To enroll go to: www.macpa.org/findacpa



# ProPay: Increase client satisfaction and decrease the cost of billing and collections

As an MACPA member you're invited to participate in the discounted pricing on ProPay services.

ProPay makes it easy and affordable for small businesses to accept credit cards.

Get started immediately - it takes less than five minutes to sign up for a ProPay account. Once you sign up, you can start processing cards immediately, There's no wait. Propay allows CPAs to accept credit cards without special equipment -- no card swipe machine. Service discounts apply for MACPA members.

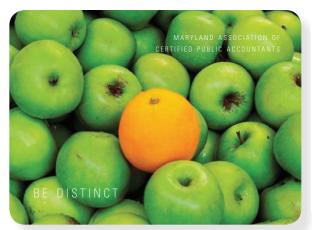
ProPay's Web interface is simple to use. Online reports make it easy to see how much has been processed and what the fees are for each transaction.

# **Account Details**

- · Process via the internet, phone or by e-mail
- · No long-term contracts
- · Rates as low as 2.69%
- · No monthly minimums
- Don't wait 30, 60 or 90 days for payment . No more trips to the bank or bounced checks
- · No expensive equipment
- · No statement / gateway fees



How do I sign up? www.macpa.org/ProPay







## ABOUT THE MACPA

With a membership of nearly 10,000, the Maryland Association of CPAs (MACPA) is the largest professional organization serving the exclusive needs of Maryland CPAs. It is a statewide, professional membership organization representing the majority of Maryland CPAs in practice, industry, government and education.

The MACPA offers more than 300 quality public seminars, conferences, and webcasts annually to help members increase their value to their clients, companies or organizations and to help them meet their continuing education requirements. The association also conducts over 475 on-site seminars at firms and corporations throughout the country.

For more information, call (410) 296-6250 or toll free in Maryland and Washington D.C., (800) 782-2036

Members found in a wide range of industries:

- Legal Technology
- Medical Government
   Education Not for profit

Contact Pam Devine at pam@macpa.org or (443) 632-2321.

# BUSINESS LEARNING INSTITUTE



The Business Learning Institute (BLI) was founded in 2001 to address the complex and changing needs of business people from all walks of life. BLI provides courses which address core competencies and are taught by their authors. The institute also offers training through a variety of venues, including seminars, webcasts and on-site training.

# BLI Curricula

# Delivery Chariller

- Webcast
   Seminar:
  - On-site training
- Consulting
   Keynote speakers
- Greg Conderacci
   Michael Daigneault
   Liz Gantnier
- Don Paris
   Alan Patterson
   Ray Perry

Contact Pam Devine at

(443) 632-2321

# PEOPLE ARE TALKING. . .

- "The discussion leader was very enthusiastic about teaching the material and making it interesting. The instructor makes the difference. I will look for classes taught by Jennifer Louis."
- \*\*One of the best classes that I've attended. Everyone should take (Greg Conderanci's) class. It's inspirational."
- "Ray Perry was terrific. Very knowledgeable. Easy, comfortable presentation that was funny.
  [He was] respectful in listening to and answering questions and managed the time well."
- Michael [Daigneault] is an unbelievable presenter! One of the best CPE courses I have taken. Great course! A+++!"

# CUSTOMIZED LEARNING SOLUTIONS

Save time and money with on-site learning.

Customized Learning Solutions (LS) is a service provided by MACPA for businesses who want to conduct training classes on-site. We do the planning – you save time and money! unique needs and levels of expertise – in format options

Customized learning means our consultants meet with you, discuss your business goals and develop a program that targets your company's specific needs.

We'll bring the program directly to the site of your choice or another convenient setting. Choose an off-the-shelf program from our catalogs or let us tailor a program to your staff's unique needs and levels of expertise — in format options of one, two, four and eight hours. We can even provide a keynote speaker for your company retreat or other event.

# Choose from any one of these topic areas:

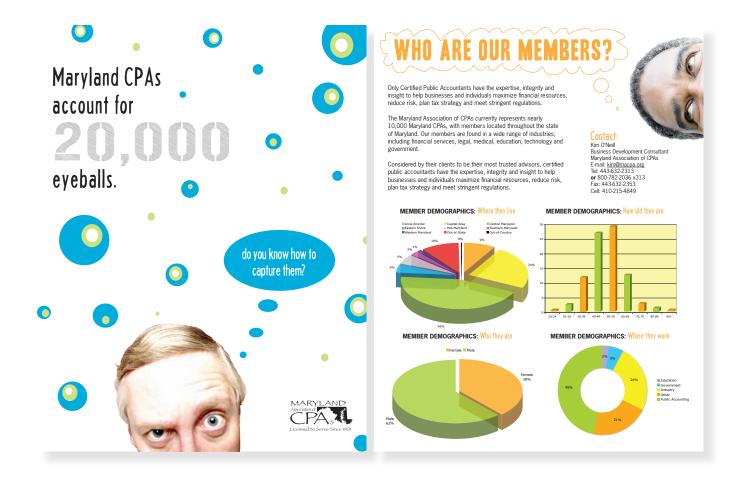
Accounting & Finance | Business Management | Communication Skills | Ethics | Leadership Development

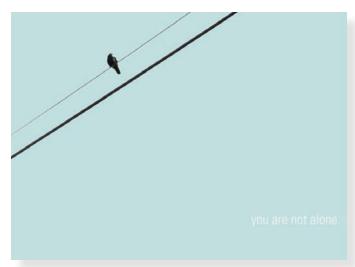
- Accounting and auditing
- Consulting services
- Estate / financial planning
- Government / not-for-profit
- Management
   Technology
- Taxation

# Rusiness management.

- Change management
- Leadership development
- Strategic management

















# THE MACPA REFERRAL BUREAU

The MACPA Referral Bureau is a members-only service that matches callers with MACPA members to provide financial and business services. Callers search for a CPA on the MACPA Web site.

The Referral Bureau is marketed to the general public, business community and specific industry groups via statewide advertising, press releases and mailings.

The basic rate to enroll is \$100 (per practice office listed) and allows you to list up to five counties and up to 10 service areas for one year. You can add additional specialities for \$10 each. Join today!

Go to www.macpa.org/findacpa



- of study accepted by the MD

# AICPA CPEXPRESS SELECT SELF-STUDY

Maryland's new CPE regulations mean that self-study CPE counts just the same as live CPE - removing the distinction and limitations formerly imposed on interactive and selfstudy programs.

But not all self-study programs are equal.

AICPA CPExpress Select is a convenient way to get CPE on your computer. The program allows you to search for courses by field of study, title, course, author or keyword. You can also select from basic, intermediate or advanced levels and print out CPE certificates after completing the course.

# With AICPA CPExpress Select you'll get:

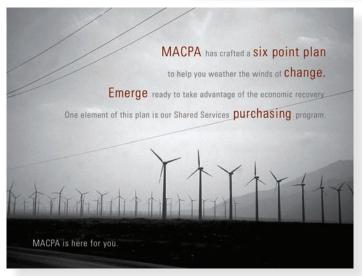
- one and two credit hour courses advanced level courses.
  - All for the members-only price of \$165

# Go to www.macpa.org/cperegs

For further information regarding the new CPE regulations, visit www.macpa.org/newcpe.







Shared Services purchasing program includes office supplies, printing, Web conferencing and many others that save you and your company real money! Boxwood Online Career Centers and Propay are two new resources for members only.

# Boxwood

Find a job or employee fast! The MACPA Career Center is your best resource for online employment connections.

With its focus on accounting firms, businesses, sole proprietors and government, the Career Center offers MACPA members an easy-to-use and highly targeted resource for online employment connections. We've improved our Career Center by joining forces with Boxwood Technology, Inc.

For job seekers, the Career Center is a free service that provides access to employers and jobs in the CPA profession. Job seekers can post a resume, browse and view jobs based on their criteria, save those jobs for later, and create a search agent.

Members and non-members can also use the Career Center to reach qualified candidates. Employers can post jobs, search for qualified candidates based on specific job criteria, and create an online résumé agent to e-mail qualified candidates daily.

# Visit today! http://careers.macpa.org/

# PROPAY.

Set clients to pay with ProPay's low-cost, low-risk credit card processing.

If you are having a difficult time collecting payment for your services — especially after a busy tax season — ProPay can be a beneficial answer.

A ProPay account allows you to accept credit cards without the high perfort costs, monthly fees and expensive equipment. ProPay's easy process enables you to decrease your cost of billing and simplify your collection—no card swipe machine or special equipment needed: ProPay has been restard by CPA state occiety members and is an easy, safe and affordable service for small businesses. Don't wait 30, 60 or even 90 days to receive payment—aging us for ProPay's credit card service for professionation.

Increase customer satisfaction. Add to your bottom line. Start immediately.

Go to www.macpa.org/propay

Many more resources and cost saving opportunities are available exclusively to members at www.macpa.org/save.
Renew today at www.macpa.org/renew. Know a CPA who's not a member and could benefit? Tell us.
Tanather, we can availate the works of chance.



# senior *move* success

...your best move

We Give You More Time
To Enjoy Time with
Your Family and Friends

After a lifetime of living in and moving to different places (your family's home, college, your first home, the vacation place), you have learned that moving isn't easy—but by now you know that with help it doesn't have to be that hard, either. And for the senior or the family members who are helping their loved one make what could amount to a pretty big life change, some professional assistance can make the difference between a potentially stressful experience and a smooth transition to a new life.

Moving is a process and Senior Move Success has a caring, considerate and supportive process for managing it. It starts with an evaluation of your needs and ends at the new home. Between those two points are thousands of little details—and we'll take care of those. We'll plan, arrange, coordinate, find and manage all of the resources necessary for you, because it's our job—and it's your time...

» About us



# senior *move* success

...your best move

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# News

Soccer Training for Grades 5th - 8th STARTS !! March 2nd or 3rd!! Register now while spots are still open!

# Available Sessions

Field Hockey Training For grades 5th - 12th Starts May 11th Sign up before your spot is gone!!

# Available 3

Lacrosse Training Starting November 17th, Spots Are Going Quickly!! Register Now!!

# Available Sessions

# **Feature Articles**

Hand and wrist fractures as the third most common injury among field hockey and lacrosse players.

# Read More

Of the approximately 150,000 soccer-related injuries that occur each year, 45% occur in participants under the age of 15

# Read More

Freshman makes varsity team at Mercy High School

# Read More

Back pain in young athletes to be as high a 65%

# Read More

# **Rising Stars**

# Men's Basketball Ratings Over All

- 1. Brian Cohagan 317.19
- 3. Devon Saddler 293.53
- 4. Chase Colgain 285.28
- 5. Devon Branch 283.90

# View Player Ratings

