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WHY NETWORK WITH OTHER CPAs? (*THEY'RE NOT POTENTIAL CLIENTS*)

You may have questioned why anyone would want to come to the meetings of the Central Florida Chapter of the FICPA, other than for CPE credits. If you don't need the CPE hours, why go to meetings at all? If you do come for the CPE, why take the initiative and introduce yourself to other attendees at meetings? After all, CPAs are boring, and they are not potential clients.

I would like to share some personal experiences to demonstrate the benefits of networking with other CPAs. When I first started working in Orlando 42 years ago as a Manager at a larger firm (LH), I went to the Chapter meetings to meet people and try to advance professionally. The attendees were about 98% men – very few women were CPAs then. There was no CPE required then, so it was a strictly social event with an entertaining speaker. (Some of you may remember the events at the Hilton Inn on West Colonial Drive - long gone). I did indeed meet my peers, and when I left the firm, wound up as staff for a CPA (SC) I met there. Later, I joined in partnership with another CPA (HW) I met at meetings. I was also recruited by AM, NR, LP, and HKF.

After discovering that partnerships don't last, I opened my own firm in Winter Park. Four years later I sold my practice to a CPA firm (GLH) that I knew from Chapter meetings. In 1984 I re-entered public practice, as a solo practitioner with no staff, working from my home office. I discovered rather quickly that I needed to be able to bounce ideas and questions off other CPAs. So I developed a relationship with another solo practitioner (DL) that I had met at Chapter meetings. I also referred out audit work that I was not equipped to do - to a CPA I had met (MD).

Finally, as I passed the Social Security retirement age, I realized that I needed an exit strategy. So I merged with a firm (GLC) whose partners I knew from Chapter meetings. Having staff around me for the first time in 25 years enabled me to almost double my practice in a short period of time. While there, my friend DL referred me to a major client that he could not handle, as he was downsizing into retirement.

So, as you can see, other CPAs get to know you at the Chapter meetings, and they can be extremely helpful to you. The relationships I formed by networking with CPAs has translated into hundreds of thousands of dollars of income, and are a major part of my success.

Will I see you at the next meeting? Introduce yourself to me when there is a break in the session, and I will introduce you to another member you don't know yet. Then, make a point of walking up and introducing yourself to at least three people you don't know. YOU can be richer and wiser as a result.

Special Bonus: For the first person that can identify all of the initials above, I will give him/her a \$25 gift certificate of your choice. Hint – all are, or were, in Central Florida, except one in Miami.



Shep Burr, President

PUTT PUTT FUNDRAISER



*Central Florida Chapter
Florida Institute of Certified Public Accountants*

*2012 Charity Miniature Golf Tournament
Playing for UCF Accounting Student Scholarships*

Congo River Miniature Golf

531 W. State Rd 436

Altamonte Springs, FL 32714



**Saturday, April 28, 2012 -9:30am Shotgun Start
Registration Deadline April 20, 2012**

The Florida Institute of Certified Public Accountants – Central Florida Chapter is proud to announce our 2012 Charity Golf Event to raise money for scholarships that will be awarded to UCF Accounting students. This event is an excellent opportunity to bring your friends and family and join us for a fabulous fun day of miniature golf. All proceeds from this event will directly benefit UCF Accounting students.

**** BREAKFAST SERVED AND PRIZES AWARDED IMMEDIATELY AFTERWARDS ****

Pick your foursome or just sign up and we'll take care of the pairings

**** Invite Your Spouse, Children, Significant Others and Friends ****

******* Non-Members Welcome *******

***** Shotgun Format *****

Entry Fees: \$15 per adult / \$10 per child **OR** 4 tickets for \$50

Includes: One round of miniature golf, prizes and breakfast

I'm ready to play! Pair me up.

Name _____ Phone _____

OR:

Here's my foursome ---

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Make checks payable to:

Central Florida Chapter of

Florida Institute of Certified Public Accountants.

Mail your check and this registration form by April 20, 2012 to:

Andrea Riesen, CPA at Glickstein Laval Carris, P.A.

555 Winderley Place, Suite 400

Maitland, FL 32751

Questions – Contact Pam Russell

Email: pk2549@gmail.com Cell: 407-496-4605



Name _____ Phone _____

CPE SCHEDULE

Date	Topic	Speaker	CPE
5/17/2012	Fraud accounting	TBA	3AA
6/21/2012	Independence standards	TBA	3AA
7/19/2012	Cloud Accounting, IC issues	TBA	1AA 2TB

GIVE KIDS THE WORLD



FICPA volunteer "Angels" spent the evening at "Give Kids the World" on January 28, 2012 and helped the families and children staying at the Village. Volunteers included many University of Central Florida students.



Adrianna Campbell,
University of Central
Florida accounting
student, FICPA
Foundation James
Wilcox Endowment
Scholarship recipient,
and MSRP participant,
& Mia Thomas,
Legislation Committee
Chair, volunteering at
“Give Kids the World”
in January.

CPA/POLITICAL ACTION COMMITTEE INAUGURAL GOLF TOURNAMENT

The Florida CPA/PAC Inaugural Golf Tournament provides a great opportunity to raise support for the PAC and its advocacy efforts. The event will be held in conjunction with the [FICPA MEGA Conferences](#) in both Orlando and Tampa, providing conference attendees and golfers from the area a chance to have fun and support a good cause.

The Orlando event will be held at [Eagle Creek Golf Club](#) on June 11, 2012. Registration and warm-up begin at 7 a.m. and the shot-gun start is at 8 a.m. There will be pairings if you don't

enter a four-person team when you register. Please honor golf tradition by following the dress code of collared shirts and soft spikes. Entry includes 18 holes of golf, golf cart, ticket to awards luncheon, continental breakfast and buffet lunch as well as player packet giveaways. Registration is open and can be done online through the [FICPA website](#):

- <http://www.ficpa.org/Public/Conference/Description.aspx?CourseID=12PACGOLFO>

Early bird registration ends May 28 and includes a 10% discount!

Kirsten Burbridge, Young CPA Committee Chair

FINANCIAL LITERACY UPDATE

The Financial Literacy modules have been updated! Based on feedback, modules have been better segregated to help give more time to the most important topics. The new modules cover five core competencies and are tied to the Sunshine State Standards. The five competencies are Earning and Income/ Spending/ Savings and Investments/ Borrowing/Protecting.

The FICPA provides the materials for the presentations. The sessions are in two parts:

1. Teaching to impart knowledge of the foundational key points
2. Interactive exercises to get the students involved in the discussion

If you have a passion to help stamp out financial illiteracy, please join us. We welcome new volunteers! We have several schools waiting for financial literacy presenters (Workforce Academy, Evans, and Boone). Please feel free to contact me directly at lhoward@ouc.com or 407.434.2168.



Linda Howard, CPA, CTP, Financial Literacy Task Force

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**Marissa Kaprow
and Richard Metro,
FICPA scholarship
recipients**

UPDATE ON SCHOLARSHIP RECIPIENTS

Every year, the FICPA awards scholarships to local accounting students. Students attending the Dixon School of Accounting at the University of Central Florida have benefited greatly from these generous awards. The most recent scholarship recipients from UCF were graduate students, Marissa Kaprow and Richard Metro, who each received \$1,200 in February 2012.

Marissa Kaprow is pursuing a Master's of Science in Accounting and plans to graduate in December 2012. The FICPA scholarship has allowed Marissa to focus her time on school and CPA review with less financial stress. She has enjoyed engaging in activities with the YCPA & the Central Florida Chapter of the FICPA, such as volunteering with Give Kids the World and attending FICPA Field Day.

Richard Metro is sincerely appreciative to receive a second scholarship from the FICPA. As a previous Beta Alpha Psi President, Richard enjoyed lecturing on current accounting issues for FICPA members at their CPE meeting two years in a row. He has been involved with FICPA Field Day and attended the YCPA bowling event. The scholarships awarded by the FICPA have

allowed Richard to devote more time to Beta Alpha Psi and helped him lead the Epsilon Gamma chapter to their first place recognition in the Deloitte “Best Practices” competition at Beta Alpha Psi Regionals. Richard will graduate with a Master’s of Science in Accounting in August 2012 and has currently completed one section of the CPA exam.

Marissa and Richard are both thankful for the financial support provided by the Central Florida Chapter of the FICPA and being recognized for their personal academic, leadership, and community involvement performance. Both plan to stay involved as FICPA members as they become accounting professionals.

Marissa and Richard will be recognized, along with other scholarship recipients at the Kenneth G. Dixon School of Accounting 38th Annual Spring Banquet, hosted by Beta Alpha Psi. The Spring Banquet will be held on April 20th, 2012 at the Grand Ballroom in the UCF Fairwinds Alumni Center. For more information about attending this event, please contact Victoria Barnett at vp.bap.ucf@gmail.com.

The Central Florida Chapter of the FICPA is hosting a 2012 Miniature Golf Tournament on April 28, 2012 at Congo River Miniature Golf in Altamonte Springs. The goal of this fundraising event is to continue raising money to award accounting students at UCF. Accounting students from the Epsilon Gamma Chapter of Beta Alpha Psi plan to be in attendance and are excited to participate in the miniature golf tournament with the FICPA members.

Meagan Moore, UCF Student Representative

CPAs IN PRIVATE PRACTICE SCHEDULE

Date	Topic	Speaker
4/18/2012* (*3rd Wednesday of the month)	Inter-generation Employee Retention	TBD
5/23/2012	A&A Update	TBD
6/27/2012	Governmental Update	TBD
7/25/2012	Health Care Continuing Issues	TBD
8/22/2012	IT Issues	TBD

NEW FICPA STUDENT DISCOUNT

The Central Florida Chapter of the FICPA is offering FICPA Student Members a reduced fee of \$25 per meeting to attend and network at the regular monthly General Membership and CPE meetings. Please contact Stephanie Adams, Membership Chair, at sadams@cricpa.com for information on how to join as a FICPA Student Member.

The FICPA Vision

The Florida Institute of Certified Public Accountants is the premier professional organization representing Florida's Certified Public Accountants.

The FICPA Mission

We serve the diverse needs of our members; enhance their competency and professionalism; support professional standards; promote the value of our members and advocate on behalf of the profession.

NEW MEMBERS

The FICPA welcomes 27 new members to the Central Florida Chapter in December and January:

- Gwen C. Granet
- Sherry L. Watson of Apopka
- Jeanne M. Aparicio of Casselberry
- Michelle L. Mincey of Gainesville
- Kevin N. Thomas of Maitland
- Ruby Alvarez, Jessica L. Bucks
- William R. Kloppe
- Penuel Lafalaise
- Amy Lafontaine
- Stacy L. Lerman
- Tuan D. Ma
- Meagan Moore

- Adrianna J. Campbell
- Talisha C.H. Counce
- Daniel P. Fontana
- Alfredo A. Galarraga
- Alicia M. Hasty
- Donald M. Hatcher
- Ryan S. Herring
- Justin A. Rizzo
- Nabeel N. Siddiqui
- Stephanie E. Somar
- Adam Stevenson of Orlando
- Lauren R. Ansley
- Tanna M. Davis of Tampa
- Pedro M. Roman of Winter Springs

We look forward to seeing you at the next Chapter meeting! Be sure to check the FICPA website at www.ficpa.org for meetings and events.



Stephanie Adams, Membership Chair

Newsletter Brought to Your By

- **Dena Lester**
- **Marji Perkins**
- **Adam Singh**
- **Tiffany Kuzenka**