Birthday Buddies - A Great State & A Great CPA

Juggling Act - Chapter Leaders Share Tips for Busy Times

2018 Kansas Legislative Session Preview
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I want to open by wishing you all a Happy New Year! January can be either an exciting time or an ominous time in the lives of most CPAs. If nothing else, I find it exciting because it means we don’t have to double check to be sure we will make payroll for a while. Many of you may have already said your good-byes to your friends and families until spring, but I do hope you had the opportunity to share some meaningful time with them over the holiday season. I would urge you all to be intentional about incorporating family time, some fun, and some time to decompress into the next few months. None of us got into this profession to be a lonely, bored and stressed out CPA, so be sure you take time to make this a priority for yourselves and those on your team.

2018 has started off with a tremendous opportunity for many of us to provide guidance to our clients or organizations on how to strategically handle changes in the tax code. (At least for those of you more adept at taxes than I, and if you are reading this you probably qualify.) Obviously there are countless ways that CPAs can and do provide crucial insight to the public, and this is certainly a great example. More than any other profession, we are already being sought out to make sense of what can be a complicated and confusing situation.

In our feature article of this issue of Skyscapes, KSCPA highlights the insights and career of Elden Beebe, CPA, who holds the longest-active and oldest CPA certificate number of all KSCPA members. Elden has been an incredible supporter of the Kansas Society of CPAs, belonging to the Society since obtaining his certificate in 1949!

The ‘20 up to 40’ Leadership Program recently met in Topeka and had an opportunity to observe how the Society plays a role as a resource in the legislative process. It is always encouraging to hear how highly respected the Society is and what a crucial non-partisan resource we are to those making legislative decisions. In addition, the ‘20 up to 40’ Leadership Program had an opportunity to observe a Board of Accountancy meeting, which is something that I would truly encourage every CPA to do at least once. Until attending those meetings I could not honestly say that I had a full and complete understanding for exactly what that Board of Accountancy does and how their crucial role plays out. It really does serve as a reminder to me of what a tremendous accomplishment it is to be a CPA, the critical role we all play in society and the diligence that is necessary to comply with the standards and regulations to which we all must adhere.

I wish you all the best as we enter the first quarter of 2018. Please keep the Society in mind as a resource as things get busy. They are small in number, but I truly believe the KSCPA has the best staff in the business, so don’t hesitate to reach out if they can help!

I look forward to seeing you all at a KSCPA event in 2018!

Sincerely,

Chad M. Allen, CPA.CITP
Happy Birthday!

Birthday Buddies –
A Great State & A Great CPA

By Amy Dubach, Associate Director of Member Engagement, KSCPA

The year is 1921. Baseball legend Babe Ruth hits his 138th homerun and breaks the career home-run record. Albert Einstein is awarded the Nobel Prize in Physics. Amelia Earhart takes her first flying lesson – and later that year goes on to purchase her first plane. White Castle (widely credited as the first fast-food chain) was founded in Wichita. And Kansas celebrated its 60th year of statehood.

That Kansas birthday on January 29, 1921 was a very special one for the Beebe family in the small western Kansas town of Stafford. Welcoming their new bundle of joy Elden, into the world, the farming family had no idea that their new baby would be the first... in a line of CPAs, stockbrokers, and financial planners with a love for finance and assisting others at their core.

Elden, who turns 97 years old this month, holds CPA certificate number 255 – the longest-active and oldest CPA certificate number of all 2700+ KSCPA members. While it’s hard to pinpoint who holds the oldest in the State of Kansas, Elden is likely the front-runner.

A Life Member, Elden has belonged to the Kansas Society of CPAs since obtaining his certificate in 1949... a total of 69 years!

The Beebe family moved to Bucklin, Kansas when Elden was three years old. It was there that his incredible career journey humbly began in a one-room schoolhouse where he spent the first five years of his education. It was in high school that Elden took a course in bookkeeping and then went on to score exceptionally well on a state exam that was offered.

“Being raised on a farm in rural Kansas, we hardly knew what accounting was until that point.”
At that moment he knew he was mathematically inclined, and realized that “Accounting sounded just as good to me as anything”. And just like that, Elden was on his path to a career in the accounting profession.

After graduating high school, Elden left the farm, packed for a new chapter in his life, and traveled nearly 300 miles from home to attend The University of Kansas in Lawrence.

A bright student, earning mostly A’s during his tenure at KU, Elden recalls being awarded a Summerfield Scholarship during the middle of his Junior Year. The scholarship, which was created by using the income off a sizeable donation to the university, furnished Elden with money to go to school – in excess of what his parents could afford. With a year at KU costing upwards of $400-$500 in the late 1930s – early 1940s, and at the tail end of The Great Depression, the scholarship afforded Elden with funds needed to graduate.

With the sun setting on his time at KU, Elden took the CPA exam during his last semester of college. Already enlisted to serve in the Second World War, but not yet on active duty, he doesn’t recall much about the test other than feeling the typical test-taking jitters. When asked if he was nervous he replied with a kindhearted chuckle, “Oh yeah, everyone felt nervous about it!”

After passing the exam and graduating from KU, Elden once again expanded his horizons and began a new adventure in his life – serving our country in the U.S. Navy. During the war, he traveled around to many sea ports while he was stationed in the Caribbean, and then later on in the Pacific.

Returning to states after three-and-a-half years in WWII, he married his wife Enid on November 16, 1947. The couple started a life and family together, as Elden settled into his practice and began building his book of business in accounting in Dodge City.

The 1960s brought prosperity and happiness for the young family, now with three teenagers in the home (one daughter – Linda, and two sons – Steve and Joe). Elden reflects upon those years as the most enjoyable and fulfilling.

“I was well satisfied at work, with nice clients, three teenagers, and the family was doing well.”

Elden retired on May 31, 1979. He notes that his most rewarding career accomplishment was realizing that he had a lot of really satisfied clients at the end of his career, and that made him recognize that people respected and appreciated his opinion.

“It’s rewarding to know that people respect you.”

Through proper planning for their golden years, the Beebe’s were able to do a lot of traveling – which Elden and Enid loved. Elden feels that he has been particularly fortunate in this regard. So others can revel in the ability to travel and feel comfortable in retirement – Elden offers this piece of advice for younger generations:

“You don’t know how long you’re going to live in this world. You have to be prepared for a short term or a long term. As you retire – inflation continues. And it’s not going to stop. When you’re planning for your retirement – remember you don’t know how long you’re going to live and what prices are going to do. A lot of guessing goes on, so it’s important to plan to the best of your ability.”

While he didn’t have a favorite vacation spot, Elden mentioned cruising the Caribbean and revisiting the ports where he spent time as a young sailor in WWII. For him, the pace of change from the last time he toured was particularly apparent and enlightening.

Celebrating the 39th anniversary of his retirement this Spring, Elden has had more of an outsider perspective of the profession since he is no longer practicing.
Although not on the forefront, he has observed a much broader – “so much more involved” world in accounting, than when he was in the workforce. Elden reflects upon a time when accounting was considered mostly a mathematical business. Now, he feels we have a situation where the world changes every day, thanks in large part to computers. Things are more complicated than they used to be, which he feels requires professionals to be emphatic and maintain an assertive mindset – regardless of the business they find themselves in. Multiple generations in the workforce can muddy the waters, but when it comes down to it – Elden says that he’s always thought that people either get along working... or they don’t.

A life-long Kansan, and birthday-buddies with the great state, Elden now lives in Olathe. Although his wife Enid sadly passed away in 2001, his family remains close – as 19 of his family members now reside in and around the Kansas City area. Branching out from the farm life of Bucklin to operating a CPA practice in Dodge City, we applaud and thank you, Elden – for paving the way for others in this great profession. Here’s wishing you a Happy Birthday (and Happy Kansas Day) as you celebrate this year!

Special thanks to Elden L. Beebe, CPA.

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A wealth of opportunities creates a poverty of time. In today's fast-paced world, this can be undeniably true. It seems as though there are never enough hours in the day to do all things we'd like to make time for. With so many obligations on the shoulders of busy professionals, finding time to squeeze in everything can be a little daunting. Coordinating work schedules and events while trying to achieve work-life balance proves to be more difficult as more opportunities present themselves and get added to our plates. During work busy times, shuttling youngsters to dance classes and basketball practices, finding time to exercise and be healthy, and maintaining the relationships that are so dear to us, all while finding that essential 'me' time, can be difficult!

With all of the commitments asked of them, the exceptional CPAs that volunteer their time as KSCPA chapter leaders admirably find a way to make the chapter meetings and events a fun and positive experience for local members. These leaders ensure the vitality of their chapter by booking dynamic speakers on enlightening topics that matter to CPAs, managing chapter affairs and financials, and fostering collaborative environments at meetings for members to connect. Our heartfelt thank you goes out to these individuals and all the leaders who have dedicated their time to volunteer for the Society and advance the accounting profession!

KSCPA was fortunate to gain the insights of our top-notch chapter CPA Superhero leaders. How do they achieve balance? What tools do they use to be more productive? Find out more about how these inspirational leaders stay on track and maintain their sanity when times are busy.
Why did you become involved as an officer of a KSCPA chapter?
I was told early in my career that the best way to grow your network is to find an organization you can support and get involved in leadership activities (committees, board membership, etc). Being an officer in the Metro Chapter has allowed me to build relationships with so many people that I otherwise would never have gotten to know. Plus, there is no way I could turn down that kind of pay.

What is your favorite productivity tool?
I use an iPad app called Notability every single day. I’ve only held one job and one relationship longer than I’ve used Notability. It takes notes (handwritten, typed or audible), stored in the cloud and synced across all of my devices. I import pdf’s to do all of my report review in the app and all of my notes and corrections can be directly emailed to others on our team. I could review a report and send back corrections from my boat while out fishing if I wanted to. Of course I’ve never done that, as far as you know.

What is your email strategy?
To hate it.

What do you wish you would have known 10 years ago?
Bitcoin would have come in handy, but honestly just to know that all of the things we stress out about from a career standpoint are going to work out OK. It’s so easy to lose sleep over what’s NOT going just right that we sometimes forget to acknowledge to ourselves success is never a straight line. We’re in a great profession with so much opportunity. If all you do is focus on improving yourself you’ll be amazed at the things that happen. But I also wouldn’t have a need to know that if someone would have just told me what was going to happen with Bitcoin.

What is the most meaningful part of your job, and how do you keep that in focus when times get busy?
Mentoring and helping people find what is best for them in the profession is without a doubt the most meaningful part of my job. The mentors I had early in my career are people I will never forget and they were the ones who started the ball rolling on whatever success I’ve had in my career.

Best Piece of Advice You’ve Ever Gotten: Two things: 1) Get out of your comfort zone once a day. Intentionally put yourself in situations that you hate, but you know you need to improve to achieve your goals. 2) If you look at your goals and they don’t intimidate you at least a little bit, they aren’t big enough.

Best Habit: I get up fairly early and am religious with my morning routine, both before getting to the office and once I’m there. If you get up early enough, none of the people who derail a daily plan are even awake yet. The rest of the day can be hectic, but having that time to check off the things I feel are important to do every day keeps stress low.

Favorite Go-To Way to Burn Off Steam: Swearing under my breath, mostly, but I also love to go for a run or to the gym.

What motivates you?
Good conversation. I love being inspired by people who have a passion for what they do. It’s a great feeling to leave a breakfast or lunch meeting and feel like you’re on fire the rest of the day.

What books/podcasts do you recommend reading/listening to?
I first read it at least ten years ago, but Never Eat Alone by Keith Ferrazzi will always be the book that really
started giving me traction in numerous areas of life. More recently, *Extreme Ownership* is a book about leadership principles written by two Navy Seals. The mindset of having leadership at every level and being accountable to those on your team can be applied very well to any organization, and should be required reading for elected officials.

**What are you learning right now?**
How hard it is to explain free agency and why the Royals will probably stink to my 8 year old son.

**What has been your most rewarding career accomplishment so far?**
Without a doubt, the opportunity to be the Chair of the KSCPA Board. The people I’ve gotten to interact with in various ways (both members and those with partner organizations) and the experiences I’ve had in the short time I’ve been in the role have been nothing short of amazing.

Brenda L. Benning, CPA  
Tax Manager, Grant Thornton LLP  
Wichita Chapter President

**Why did you become involved as an officer of a KSCPA chapter?**
A friend of mine at our office presented the opportunity to me. It fit perfectly with my goal of finding a way to get involved with the Wichita CPA community and reestablish networks and friendships.

**What is your email strategy?**
I try to set aside blocks of time during the day to tackle emails. If I can put off a specific email until the next morning, I make a reminder for myself and try not to let the emails interfere with the project I am trying to accomplish at the time. If the email can be answered with little or no time, I try to deal with the first time I read it.

**What do you wish you would have known 10 years ago?**
Technical skills are imperative to success. However, soft skills related to both our clients and those that work with us are just as important. Helping our clients achieve their goals and helping our staff achieve their goals leads to our success. Do what you can to foster a consultative and inclusive culture at the office.

**What is the most meaningful part of your job, and how do you keep that in focus when times get busy?**
It makes my week when I can find a solution to a client problem and the client is pleased with the result. Many times, those solutions are not anything that the client had originally considered. We must always find time to help our clients, no matter how busy we are. If you can become a trusted business advisor to your client, you have true business success.

**Best Piece of Advice You’ve Ever Gotten:** “You can take the high road or you can take the low road. You will never regret taking the high road. Treat all people in your life with respect”.

**Best Habit:** Before I leave each day, I organize my to-do list for the next day so I can just get started in the morning and not have to think about where to start.

**Favorite Go-To Way to Burn Off Steam:** Especially during tax seasons, I try very hard to get up and get to the gym each morning. It is “my time” and is essential to finding a balance.

**What motivates you?**
Happy people!

**What are you learning right now?**
Tax Reform, Tax Reform!!!
Ashley R. Davis, CPA  
Audit Manager, Wendling Noe Nelson & Johnson, L.L.C.  
Northeast Chapter Vice President

Why did you become involved as an officer of a KSCPA chapter?
I wanted to get involved in another aspect of the profession.

What is your favorite productivity tool?
I have to have my ear buds and listen to music. Without it I have a hard time being productive.

What is your email strategy?
My inbox serves as my to-do list. Emails are filed as they are completed leaving only the items left to do. Also, having any unread emails bothers me.

What do you wish you would have known 10 years ago?
Not to sweat the small stuff and to know more accurately what the small stuff actually is.

What is the most meaningful part of your job, and how do you keep that in focus when times get busy?
When times are busy it is probably the worst thing, but I enjoy the challenges it brings. Doing the same thing day-after-day would not be as interesting and fulfilling.

Best Piece of Advice You’ve Ever Gotten: Things always have a way of working themselves out.

Best Habit: Attention to detail.

Favorite Go-To Way to Burn Off Steam: Reality television – no judging but Bravo is my favorite channel.

What motivates you?
Success – I’m very much career driven.

What books/podcasts do you recommend reading/listening to?
I’m more of a music person.

What are you learning right now?
Besides the ever-changing world of auditing and healthcare, learning how to motivate and train different types of individuals. One size does not fit all.

What has been your most rewarding career accomplishment so far?
Working through an illness a few years ago which gave me a different perspective in life and made me a better person.

Candice E. Johnson, CPA  
Manager, Swindoll, Janzen, Hawk & Loyd, LLC  
Wichita Chapter Vice President

Why did you become involved as an officer of a KSCPA chapter?
It was a great opportunity to expand my network both within the local accountant community as well as meet and interact with our presenters who are amazing leaders in our community.

What is your favorite productivity tool?
I manage everything through my outlook calendar.

What is your email strategy?
I try to respond to everything within 24 hours. I organize my emails so they are easy to find when needed and it is clear which emails still require action.
What do you wish you would have known 10 years ago?
How to define success. When you get into the business world everyone assumes your goal is to be successful - which they usually define as rising to the top and making a lot of money. Then they push you, with good intention, towards that goal. It is important for people to know their personal definition of success so they can plan their career to achieve that objective and not what society assumes is the definition of success. This also helps me as a leader. It is important to understand what others define as success in order to help them to be motivated and succeed.

What is the most meaningful part of your job, and how do you keep that in focus when times get busy?
The most meaningful part of my job is helping those around me reach their goals and find happiness in their careers. It is important not to lose sight of your core values. During the chaos of busy times it is easy to forget what you set out to accomplish. I always take time at least once a week to regroup, refresh, and prioritize. This has kept me on the path to my idea of personal success.

Best Piece of Advice You’ve Ever Gotten: Always put God and family first.

Best Habit: I stay organized and have a thorough to do list.

Favorite Go-To Way to Burn Off Steam: Dinner with the girlfriends!

What motivates you?
I am blessed to know some very inspiring people. Seeing them reminds me of what is important in life and they motivate me to be a better person and leader.

What are you learning right now?
I am learning so much! I have new mentors and client relationships. Every interaction teaches me something new. It is a very exciting time in my career.

What has been your most rewarding career accomplishment so far?
My relationships. I have had the opportunity to work with some of the most amazing people. From my college waitressing job to consulting opportunities and client interaction it is inspiring the kindness I have found. I always say: You will generally do the same thing anywhere you go. It is the people that make the professional experience.
**Favorite Go-To Way to Burn Off Steam:** Spending time with my family and friends.

**What are you learning right now?**
As a new mom working a flex schedule, I am learning how to best prioritize the time I am available in the office.

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**Gary M. Powell, CPA**  
Senior Tax Accountant, Mize Houser & Company P.A.  
Metro Chapter Secretary/Treasurer

**Why did you become involved as an officer of a KSCPA chapter?**
I thought it would be a good opportunity to give back to the profession.

**What is the most meaningful part of your job, and how do you keep that in focus when times get busy?**
The most meaningful part of my job is that I have an opportunity to help others work through problems they might not have an answer for, and their problems may not always occur on a schedule that is convenient for me.

**Best Piece of Advice You’ve Ever Gotten:** People may not remember exactly what you said or did, but they will always remember the way you made them feel.

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**Jenny A. Puls, CPA, M.Acc**  
Controller II, InfoSync Services  
Wichita Chapter Luncheon Chairperson

**Why did you become involved as an officer of a KSCPA chapter?**
I thought this would be a good way to meet new people. I was also looking for a way to push myself out of my comfort zone.

**What is your favorite productivity tool?**
I love Excel!

**What is your email strategy?**
I use rules to automatically move emails into sub folders. If an email needs follow up, I move it to my calendar or task list and set a reminder. I try to look at an email once, then clear it out of my inbox. Ideally, I want an empty inbox, with everything in subfolders.

I am also working on spending less time in my email. I’m trying to “schedule” time to review and return emails, so that I can spend quality time doing other work. I turned off my notification of inbound emails, as well as my taskbar “new email indicator” (the envelope icon in the right-hand corner of the taskbar), so that I don’t get obsessed with my mail.

**What is the most meaningful part of your job, and how do you keep that in focus when times get busy?**
Last fall, I started a new job at which I am a first-time supervisor. I love helping my team find new or more efficient ways to do things. It makes me feel good when I can help relieve some of their stress. When times get busy, I try to pay attention to how much work they have and how they are carrying themselves. I encourage them to talk to me if they feel that they are getting behind or overloaded, so that I can get them the help that they need.

**Favorite Go-To Way to Burn Off Steam:** I love to laugh! When I need to burn off steam, I spend time with my family and friends because they are my best source of entertainment.
What motivates you?
My family.

What are you learning right now?
Time management!

What has been your most rewarding career accomplishment so far?
Getting my Master’s of Accountancy and becoming a CPA.

Michelle R. Ryan, CPA, CGMA
Partner, Adams Brown Beran & Ball, Chtd.
Western Chapter President

Why did you become involved as an officer of a KSCPA chapter?
I thought it would be a good way to get involved outside of our firm and local area. I appreciate the insights of other CPA's and to learn what they are doing.

What is your favorite productivity tool?
Still looking for this!

What is the most meaningful part of your job, and how do you keep that in focus when times get busy?
The most meaningful part of my job is the relationships I have with my co-workers and clients. I take the time to check in occasionally and see how things are going.

Favorite Go-To Way to Burn Off Steam: Playing volleyball or playing with my kids.

What motivates you?
I am motivated to keep learning and to do better every day.

What books/podcasts do you recommend reading/listening to?
The Anticipatory Organization by Daniel Burrus

What are you learning right now?
I am learning a lot about building technology stacks.

What has been your most rewarding career accomplishment so far?
My most rewarding accomplishment was making Partner in our firm.

Alyssa Sharp, CPA, MBA
QSR Senior Accountant, Mize Houser & Company
Metro Chapter Vice President

What do you wish you would have known 10 years ago?
Ten years ago, I wish I would have understood the value of friendship. I was always good at school and work, but the friendships I’ve maintained have proven to be the most valuable over anything else. Including those relationships I’ve developed with other KSCPA members!

What is the most meaningful part of your job, and how do you keep that in focus when times get busy?
The most meaningful part of my job is helping clients through their stresses of financials and taxes. For most people, it’s a very scary topic. However, as CPAs we understand that it’s actually just a big puzzle, but nothing to be feared. I feel lucky to be able to use my talents to make life easier for others. Although busy season can be rather stressful, the best way I keep focus is to make sure to take some time for myself. A few
breaks here and there can help create a fresh mind.

**Best Piece of Advice You’ve Ever Gotten:** The best piece of advice I’ve ever gotten was “breathe deeply, it will all work out”. As much as we try to prepare and plan our lives, it doesn’t always happen as we might expect. Keeping this in mind, sometimes all you can do is hang on and enjoy the ride. And in the end, to remember what’s truly most important to you in life.

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**Johnna R. Vosseller, CPA**  
**Accounting Manager, REV Group**  
**Central Chapter President**

**Why did you become involved as an officer of a KSCPA chapter?**
I felt that it was important to have representation from my age group and gender in leadership roles within our professional organizations.

**What is your favorite productivity tool?**
I have a couple I use regularly including Doodle and Slack. For scheduling I use Doodle. This is a nice way to schedule across multiple organizations that might not be on the same software platform. For a simple way to instant message, video call, or screen share across offices I like to use Slack as a great communication tool.

**What is your email strategy?**
Email can quickly get overwhelming if left unchecked, so it’s really important to filter and unsubscribe almost religiously. I also subscribe to the theory that the more emails you send the more you get back, so if possible I will try to limit it through face to face communication or messaging.

It was drilled into me long ago to always respond to an email within a few hours even if it is with a quick “I will need to get back with you on this.” If I do receive an email that needs extra time I will mark the email to follow up and then set up specific times on my calendar if needed to address the email. This way I am not constantly switching projects and never finishing anything.

**What do you wish you would have known 10 years ago?**
How important it is to review both successes and failures for opportunities to improve, but at some point you need to take what you’ve learned and start moving forward. If you don’t you will be spinning your wheels and not going anywhere. Look towards the direction you want to go in.

**What is the most meaningful part of your job, and how do you keep that in focus when times get busy?**
Relationships with clients and employees are the most meaningful part of my job. Knowing that I am their trusted advisor and have become an integral part of their lives makes what I do meaningful. I keep it in focus by reminding myself every day that people need to come first. Taking care of people and everything else will work out.

**Best Piece of Advice You’ve Ever Gotten:** “Opportunities for growth are always available but you have to be willing to accept the unknown to achieve success.”

To me this means never shying away from projects that I have no experience in or volunteering for roles that I had never been in. It’s funny how fast you can learn to swim before you sink. By doing this you are showing your coworkers and boss you are a team player and are willing to grow.

**Best Habit:** I am an early riser. This extra time in the morning helps me organize my mind and plan out my day before it has even started.
Favorite Go-To Way to Burn Off Steam: Gathering with friends to play trivia at the local pub or I love to catch some sunshine hiking around the lakes near me.

What motivates you?
I am motivated by challenges and the opportunities that they present to succeed.

What books/podcasts do you recommend reading/listening to?
Podcasts I am currently listening to are the Green Apple Podcast, How to be Awesome at your Job, and Freakonomics Radio.

I am currently reading several books but the top ones are Dark Places by Gillian Flynn and Win Bigly by Scott Adams.

What are you learning right now?
I am starting a new branch of my career in business and industry and this is requiring me to learn new ERP software and new production processes. To accomplish this I am reading a lot, asking tons of questions and observing. I am relying on others to help guide me, but I am also taking the initiative to dig in and figure it out.

What has been your most rewarding career accomplishment so far?
Being the trusted financial advisor for a nonprofit for the past five years. I was able to grow with them from their initial year of operation to where they are now. It was a bumpy road and I lost a lot of sleep, but they have an awesome board of directors and executive director now and it is rewarding to look back and see how far they have come and know that I am an integral part in their growth and success.

Adrian D. Webb, CPA
Supervisor - Assurance, Allen, Gibbs & Houlik, L.C.
Wichita Chapter Immediate Past President

Why did you become involved as an officer of a KSCPA chapter?
I was looking for a way to connect with other CPAs in Wichita to stay current on events in town, as well as to take on some leadership roles. The local chapter meetings fulfilled both for me, and we get lunch too as an added bonus!

What is your favorite productivity tool?
I use my Outlook calendar for work. It links to my phone and I can update my schedule and to-do lists on the go. For personal use, I probably use Google calendar the most. My wife and I share a calendar in order to keep us updated on schedules for our entire family.

What is your email strategy?
My strategy is to keep my inbox as clean as possible, flag and add to my to-do list as necessary, and make sure nothing gets lost or ignored. I use several client folders to keep emails for reference.

What do you wish you would have known 10 years ago?
Financially, I wish I would have known to invest in bitcoin. Professionally, I wish I would have paid more attention to relationships. I missed a lot of opportunities to maintain relationships with former classmates and coworkers that would have been beneficial, both personally and professionally.

What is the most meaningful part of your job, and how do you keep that in focus when times get busy?
The most meaningful part of my job is relationships with clients and colleagues. I keep this in focus by trying to have empathy for each person’s situation when work starts to overwhelm us.
Best Piece of Advice You’ve Ever Gotten: “Are you spending your time or investing your time?” I think I heard this at a conference once, probably a KSCPA luncheon even. It stuck with me and applies to everything in life.

Best Habit: Chewing with my mouth closed!

Favorite Go-To Way to Burn Off Steam: Outdoor activities that do not involve too much work – grilling, fishing or golfing. If I can talk my daughters into doing these with me, then that burns the steam off even faster.

What motivates you?
Challenges motivate me. I like solving problems, either on my own or through collaboration with others. Money is also a good motivator!

What books/podcasts do you recommend reading/listening to?
Nothing specific. I follow a number of sports and news outlets on Twitter, as well as industry and accounting professionals. When I sit down for a while during or at the end of the day, I will scan my Twitter feed and hop in and out of linked articles or specific podcasts.

What are you learning right now?
Catching up on revenue recognition standards and how to effectively communicate changes to clients.

What has been your most rewarding career accomplishment so far?
My most rewarding moments are when I hear that a client had a positive response to their interaction with me. I invest my time into making the client/accountant relationship mutually beneficial, and it is very rewarding when it is acknowledged by clients.

Interested in getting involved in your local chapter? Email KSCPA CEO & President Natasha Schamberger, CPA, at natasha@kscpa.org for more information!
The 2017 Legislative Session was very contentious and resulted in a large tax increase to help stabilize the state’s budget and provide additional funding for education. The tax increase bill passed on a Veto Override and increases the state’s general fund by more than $600 million in fiscal year 2018 and 2019. Education funding was increased by more than $400 million over the two-year period as well.

In October, the Kansas Supreme Court looked at the new funding formula and increased funding passed during the session, and ruled that it was both inequitable and inadequate. The court decision gave legislators until April 30, 2018 to pass a new school finance formula that they believe allocates dollars more equitably between wealthy and poorer districts.

Response to the Kansas Supreme Court Decision has been mixed. The Kansas Department of Education estimated an $893 million additional increase is needed for schools. However, Republican legislative leaders issued a statement saying that they will not raise taxes again to meet the court’s “unrealistic demand.” Recently, Legislative Leadership has stated that an 18% cut to all other programs would be needed to fund the Supreme Courts requests.

Education funding and the debate over increased dollars will dominate the 2018 Legislative Session. In addition, 2018 is an election year for state-wide offices as well as Kansas House of Representative members. More than 20 candidates have announced for Governor and large crowd has also filed for the 2nd District Congressional seat that is being vacated by current Representative Lynn Jenkins.

Other issues such as transportation funding, prison funding, Medicaid expansion, the disabled waiting list, workforce training and economic development
programs need to be addressed during the 2018 Session. These issues have taken a backseat to the education debate. These programs need attention and potentially an increase in state funding.

The KSCPA will be specifically focused on defeating bills that would impose a sales tax on services in addition to an appeal bonds tort reform bill. An appeals bond bill would put a cap on the amount of bond that must be posed when appealing an adverse decision. The KSCPA supports this measure along with a coalition of other business groups to change to this provision and make it easier for the appeal of judgements in the state. Passage of this legislation is important to not limit access to justice for smaller businesses. As an example, a CPA firm was sued and the court ruled in favor of the plaintiff. The firm believed it had a chance of prevailing but first it must post a bond to appeal. Often, in Kansas, the bond amount is 100% or more of the judgement. CPA firms may not have access to these types of assets since their largest asset is people. In Kansas, the current amount of the appeal bond may limit access to justice. Read more about appeal bond cap and why it’s important to CPA firms on page 20.

The 2018 Session is scheduled to be shorter than 2017 and leadership has only allocated three days for Veto Session in late April, which means that most work will need to be done by the end of March. Work on education will also need to be complete before the legislature adjourns for First Adjournment before Easter. We will be at the statehouse each day actively engaged in these debates and working on behalf of our clients. We will keep you updated each week on legislative developments and policies.

Marlee Carpenter, J.D., Co-Owner and Governmental Affairs Consultant of Bright and Carpenter, Inc., has fifteen years of experience in lobbying on legislative issues in the State of Kansas. Marlee graduated with a Bachelor’s Degree in History from Wichita State University and received her Juris Doctorate from the Washburn University School of Law in 1999. In 2008 she teamed up with colleague Natalie Bright, J.D., to build Bright & Carpenter Consulting, Inc., an association management and governmental affairs consulting company. Marlee lives in Topeka with her husband Thad and two children, Paige and Haley.
What the Heck is an Appeal Bond Cap & Why is it Important?

Current Kansas law requires a defendant to obtain what’s called a supersedeas bond in order to appeal a verdict from a trial court. The bond is generally set in the full amount of the judgment, unless the appellant can show it would create an undue hardship or denial of the right to appeal. SB 199 would remove the burden from the defendant and provide that the bond not exceed $25 million or, if the appellant is a small business, the lesser of $1 million or the amount of the judgment.

The current structure in Kansas challenges the accounting profession with an unreasonable appeal cost which could force the settlement of meritless cases. Passage of this bill would accomplish two things, protect an individual or business’ access to justice and promote the state as a location that welcomes business.

Appeal bond caps are particularly important to professional service firms so that defendants don’t have to go bankrupt merely to pursue an appeal from an adverse trial verdict. CPA firms and most small businesses lack hard assets like equipment as collateral to secure a bond, limiting their ability to get full access to the justice system. Should a CPA firm lose a frivolous lawsuit, the inability to secure a reasonable bond can literally put them out of business and result in the loss of their employees’ jobs.

Here is a real-world example of why this is a very real concern for CPAs. In 2009, the CPA firm BDO was held liable in a Florida case for $521 million. For perspective, BDO’s entire annual revenue that year was $620 million. Because of an appeal bond cap law passed in Florida prior to the trial court judgment, BDO was able to appeal based on numerous trial court errors resulting in the Florida appellate court overturning the jury verdict. Had it not been for the cap, BDO would have been...
What the Heck is an Appeal Bond Cap & Why is it Important?

unable to post the necessary appeal bond, would have been unable to appeal and would have been forced to accept a judgment they – and ultimately the courts - believed should not stand. More important, because of the cap, over 2,700 BDO employees who live and work around the US still have their jobs.

Kansas has an opportunity to be in conformity with 36 other states – including our neighbors Missouri and Nebraska - that have established concrete caps on appeal bonds or don’t even require a bond to appeal.

This bill does not change the rules by which a trial is conducted or affect who ultimately wins or loses the lawsuit. It does not affect the rights of plaintiffs to recover fully the damages to which they are entitled if the judgment is upheld on appeal. An appeal bond cap establishes a system that allows all defendants to be treated fairly and fully exercise their right to appeal without being forced to declare bankruptcy or settle the case before completion of the appellate review. SB 199 continues to protect the rights of plaintiffs by allowing the court to require a bond amount up to the value of the judgment if the appellant is dissipating its assets to avoid paying a judgment.

Richey Health Benefits is now a division of M&M Insurance Associates!

In addition to the health insurance options you have come to know and trust from Richey Health Benefits, we are excited to now be able to offer you a full line of commercial insurance options.

As the endorsed insurance agency for KSCPA, we look forward to helping to further protect you and your employees.

Call to schedule a full insurance review today!

316-712-5093
richeyhealthbenefits.com
It’s no secret that CPAs are held with high regard by the public, the clients they serve, and policymakers at the Kansas Statehouse, as well as at our nation’s Capitol in Washington, D.C. It’s more important than ever for accounting professionals to take an active role in providing advice and guidance to decisionmakers on the practical implications of legislation. KSCPA asked its skilled advocacy professionals about their experiences on the legislative landscape, and why they feel it’s so important for up-and-coming generations to continue to take an active role in government and policy.

M. Aron Dunn, CPA
Vice President, Allen Gibbs & Houlik, L.C.

What being an advocate for the profession means to me:
I believe being an advocate for the profession is like giving back to the profession that has given me so much from knowledge, networks, opportunities, friendships, experiences, etc. Just like giving back in our communities, we should give back to our profession.

Being a part of the legislative process is something inherent in being an American, just like voting. This is the system we have. Legislators want to hear from us, our opinions, our experiences, etc. It isn’t that difficult but can have a huge impact. We CPAs carry a ton of respect, knowledge and know-how that can really help and impact a legislator’s work.
Amber K. Goering, CPA
Shareholder, Goering and Granatino, P.A.

Why being part of the legislative process is so imperative to the profession:
We have the privilege of working with many different industries so can provide a unique and comprehensive perspective that enables our legislators to analyze the impact of potential new laws in a way they may not have previously done.

What being an advocate for the profession means to me:
Very often, new potential laws arise that could greatly impact our profession as well as our clients’ businesses. It’s imperative that we support advocacy efforts on both of our behalves to as best we can, ensure a positive outcome for all.

Advice on the best way to make an impact at the grassroots level:
Many don’t have time to spend at the state house or directly influencing legislation. Donating to PACs that support the same values is an important way to stay involved.

DeAnn A. Hill, CPA, CGMA, PFS
DeAnn Auman Hill, CPA

Advice on the best way to make an impact at the grassroots level:
Be available, open minded. Share not just your personal views. Look at all sides of a situation, question, potential legislation or political view point. Be a supplier of factual information that can be used by others to make a sound decision, not emotionally charged.

Why being part of the legislative process is so imperative to the profession:
Secure a seat at the proverbial table. That provides the opportunity to be the voice of sound fiscal policy to guide the process.

Why generations should continue these efforts:
To be relevant. Everyone bears the responsibility for future generations. Accept that responsibility head-on.

What being an advocate for the profession means to me:
It’s who I am. It defines me. I find it very fulfilling. I feel being an advocate has the ultimate outcome...making my mark on the world.

Grab a seat at the table and make a difference with policymakers. Show legislators that CPAs are the superheroes of the business world!

Interested in getting involved? Sign up for a KSCPA task force or become an advisor to your elected officials! Email natasha@kscpa.org for more details on how to get started.
Participants of the 2017-2018 ‘20 up to 40’ Leadership Program took the Kansas Capitol by storm during CPA Day at the Statehouse on January 18, 2018. The young professionals were able to experience the legislative process in action first-hand as they observed Senate and House leadership during committee meetings and general session, and also listened in on testimony provided by KSCPA CEO & President Natasha Schamberger, CPA, as part of a joint coalition of supporters (including the Kansas Chamber of Commerce and NFIB) that would establish a concrete cap on appeal bonds (see page 20).

The group's concierge for the day, KSCPA Governmental Affairs Consultant, Marlee Carpenter, JD briefed the ‘20 up to 40’ Leadership Program participants on the political process and the 2018 Legislative Session, before introducing the group to the Senator Caryn Tyson (House Assessment and Tax Committee Chairs!}

Building CPA Muscle - the ‘20 up to 40’ Had the Unique Opportunity to Visit with Senate and House Tax Committee Chairs!
Perspectives from Advocacy Professionals

Taxation Committee Chair) and Representative Steven Johnson (House Taxation Committee Chair). The Representatives took a considerable amount of time from their busy schedules to talk with the attendees and praised the Society and it’s leadership for serving as an active and reliable resource for legislators.

Enjoying a lunch at the historic Dillon House, participants connected with a few of KSCPA’s trained advocates for the profession. Kansas Department of Revenue Secretary, Sam Williams, CPA, CGMA and Kansas Insurance Commissioner Ken Selzer, CPA, CGMA also joined the group to share their uplifting stories on the value of the CPA credential and what it’s done for their career in government.

Equipped with gifts for legislators (CPA superhero cookies and information cards) - the group met one-on-one with legislators and offered guidance to policymakers on issues circling the two Houses of Kansas Congress. Wrapping up the event - the group also had the distinct privilege of observing a Kansas Board of Accountancy meeting in-action.

Interested in participating in an enlightening experience like this one next year? Or are you a decision maker in your organization that sees the leadership potential in a bright young CPA? Apply (or Nominate) for a spot in the 2018-2019 ’20 up to 40’ Leadership Program!

TAX | RETIREMENT | ESTATE | RISK MANAGEMENT | INVESTMENTS
Brighten the Future of Accounting!
Make a Difference & Nominate a Young Leader!

Interested in participating in an enlightening experience to boost your career? Or are you a decision maker in your organization that sees the leadership potential in a bright young CPA? Apply (or Nominate) for a spot in the 2018-2019 '20 up to 40' Leadership Program!

KSCPA's highly interactive '20 up to 40' Leadership Program features a top-notch itinerary filled with social events and group projects designed specifically for accounting professionals, and includes:

- Coaching Sessions from Experts in Field of Leadership Development
- Group Project Activities Benefiting the Accounting Profession & Strengthening Critical Thinking Skills
- Participation in KSCPA Leadership Activities & Governance
- Interaction with Legislators & Influential Policymakers
- Social Events to Build Lasting, Key Relationships

Deadline for nominations is June 1, 2018.
Don't delay on submitting your nomination - class size is limited to 20 participants!

Apply Here!
Women to Watch

AWARD NOMINATION 2018

Deadline for Nominations: September 7, 2018

Do You Know Her?

She is Strong.
She is an Inspirational Leader.
She makes the Accounting Profession Brighter!
She Embodies the CPA Designation Through Her Virtue, Wisdom, and Drive.

The Kansas Society of CPAs is teaming up with the American Institute of CPAs Women’s Initiatives Executive Committee to present the ninth annual KSCPA/AICPA ‘Women to Watch’ Awards.

To Nominate for a ‘Women to Watch’ Award, Complete the Nomination Form Here: https://www.kscpa.org/writable/files/2018/2018_w2w_nomination_fillable_form_copy1.pdf

Awards Presented November 14, 2018
Wichita Marriott - Wichita, KS
CONGRATULATIONS October/November CPA Exam Passers!

Luis Arce, CPA
Olathe, KS

Alyssa Becker, CPA
North Newton, KS

Tyler Beiker, CPA
Rossville, KS

Zachary Binder, CPA
Hays, KS

Brittanie Bockman-Deitchler, CPA
Wichita, KS

Joseph Boyle, CPA
Wichita, KS

Shania Bretey, CPA
Leavenworth, KS

Natalie Cahoone, CPA
Colwich, KS

Anna Claspill, CPA
Topeka, KS

Jessica Currier, CPA
Bel Aire, KS

Joseph Debauche, CPA
Wichita, KS

Justin Dugan, CPA
Wichita, KS

Andrew Ellison, CPA
Overland Park, KS

Kyle George, CPA
Topeka, KS

Victoria Gilliam, CPA
Manhattan, KS

Josephine Hayes, CPA
Manhattan, KS

Jill Heimerman, CPA
Garden Plain, KS

Cory Jones, CPA
Wichita, KS

Kayla Lansing, CPA
Wichita, KS

Alexander Larson, CPA
Manhattan, KS

Travis Liebl, CPA
Andover, KS

Jenna Maas, CPA
Frankfort, KS

James Marsicek, CPA
Hays, KS

Lisa Mikijanis, CPA
Tonganoxie, KS

David Nuckolls, CPA
El Dorado, KS

April Rayer, CPA
Goddard, KS

Cody Scheck, CPA
Hays, KS

Haley Stickel, CPA
Colby, KS

Logan Terry, CPA
Tonganoxie, KS

Tasneem Unwala, CPA
Wichita, KS

Derek Wagoner, CPA
Colwich, KS

Keith Wilson, CPA
Coffeyville, KS
Scholarships Now Available!
Thank You for Making the Future Shine!

Thank you to the following members who have made a scholarship contribution to the KSCPA Educational Foundation this month! Your generous donation affords the KSCPA Educational Foundation the ability to award scholarships to worthy students to assist in financing their education and also serves to expand the accounting pipeline!

**Other Contributors:**
Mary Rapp MacBain, CPA

Now is the time to spread the word about KSCPA and AICPA scholarships!

**February 9, 2018** marks the deadline for applications for the **Byron Bird Graduate Scholarship** ($3,000! [Application Here]), the **John J. Killian Scholarship** ($2,500! [Application Here]), and the **Mary Ellen Kirkpatrick Leadership Scholarship** ($2,500! [Application Here]).

Applications are also being accepted for the **2018-2019 AICPA Legacy Scholarship Program**. AICPA offers several scholarships, and in addition to receiving $1,000-$10,000 for school, 100+ annual recipients of AICPA Legacy Scholarships also become members of the prestigious group known as AICPA Legacy Scholars (talk about a resume booster!!). Deadline to apply is **March 1, 2018**. [Click here](https://www.kscpa.org/about/educational_foundation_contribution) for details!

Interested in making a difference by donating to a KSCPA scholarship? You're a Superhero! To make a contribution, please visit: [https://www.kscpa.org/about/educational_foundation_contribution](https://www.kscpa.org/about/educational_foundation_contribution)
Empower the Bright CPA Superheroes of Tomorrow

by Donating to a KSCPA Scholarship Today!

The SuperPOW What:
Your generous donation to the KSCPA Educational Foundation funds general scholarships to graduate and undergraduate accounting students in the State of Kansas, as well as faculty grants to Kansas colleges who are grooming and educating the accounting profession’s CPA Superheroes of tomorrow. For just a dollar a day, contributions to the Plan 365 program directly benefit the Mary Ellen Kirkpatrick Leadership Scholarship which is awarded to a student who has already demonstrated impressive leadership attributes. Read about:
- General Scholarships: https://www.kscpa.org/students/scholarships
- Plan 365 which directly benefits the Mary Ellen Kirkpatrick Leadership Scholarship: https://www.kscpa.org/about/educational_foundation

The SuperPOW Why - What’s In It for CPA Superhero You?
- Contributions of $500 or more land you the invitation to a ceremony to meet scholarship recipients face-to-face! Like planning for your own personal future, take steps to secure your business’s future access to its most POWerful asset - it’s people.
- Another perk in Empowering the future? The KSCPA Educational Foundation is classified as a 501(c)3 charitable organization - your donations are tax deductible!

The SuperPOW How:
Contribute Today!
https://www.kscpa.org/about/educational_foundation_contribution

Questions? Speak CPA Superhero with us! 785-272-4366
How a Few Little Letters Can Change Your Career

When there are hundreds of thousands of financial professionals at work in public accounting, business and industry, government, academia and consulting, how can you stand out in such a crowded profession?

Many financial professionals do this by leveraging the rapid growth of advisory services. By offering specialized knowledge to your clients or employer, you’re positioned to be more competitive in the marketplace and are able to differentiate yourself from others in the field. And that translates into increased compensation and career advancement opportunities. Firms are finding that offering more services can increase their bottom line.

When you move beyond compliance work to more future-oriented, value-added work, you can do more for your clients, serving them in new ways. Organizations with credentialed professionals realize increased profit margins through the management of risk, improved controls, process and workflow improvements and faster decision-making through simulations and data analytics.

The fact is, value-added services are not just a trend, and they are not going away. Of Accounting Today’s Top 100 Niche Services, business valuation consistently has ranked in the top five for the past 15 years. Also, an IBISWorld 2012 report projects that forensic accounting will grow at a rate four times that of the U.S. accounting profession through 2017. Financial planning follows closely at a growth rate that is double that of the accounting profession.

According to the Robert Half 2016 Salary Guide, the need for financial professionals with technology experience is rising, given the complexities of systems and tools, and emerging technologies.

Unlock the Possibilities
The AICPA offers the only credentials built on the foundation of competency, objectivity and integrity. The credentials are: Certified in Financial Forensics (CFF®), Personal Financial Specialist (PFS™), Accredited in Business Valuation (ABV®) and Certified Information Technology Professional (CITP®).

Credentials for All Areas of Interest
Forensic accounting has become one of the fastest growing specialty-practice areas for U.S. financial professionals who want to demonstrate their knowledge, skills and experience in the forensic accounting area. The CFF credential encompasses fundamental and specialized forensic accounting skills that you can apply in a variety of service areas, including bankruptcy and insolvency; computer forensic analysis; family law; valuations; economic damages calculations; and fraud prevention, detection and response. In addition, the CFF credential sets you apart as an expert witness in the courtroom.

The PFS credential showcases a financial professional’s expertise in personal financial planning. This credential is an excellent next step for financial professionals seeking to expand or diversify a tax-focused practice. Your comprehensive knowledge in financial planning and tax enable you to bring a holistic approach to your clients’ financial needs, whether advising in retirement, estate, tax, risk management and/or investment planning.

Two major factors are driving up the demand for financial planners. First, given the complexities of ATRA and the new net investment income tax that will affect every area of financial planning, clients are looking for objective guidance. Secondly, large numbers of boomers are heading into retirement and seeking advisers to help them plan accordingly to avoid outliving their financial resources.

The ABV credential is ideal for financial professionals who want to enter this in-demand area by positioning themselves as a premier business valuation service provider who goes beyond the core service of reaching a conclusion of value to creating value for clients through the strategic application of this analysis.
The rise in demand for business valuation experts and firms that offer this service has been fueled by a rapid increase in merger and acquisition activity, gifting and estate transfers, and the Small Business Administration's requirement for independent business valuations on loan regulations. Other valuation services include valuing a business due to transfer of ownership, divorce settlement, fair value accounting, ESOP valuations, economic damage calculations, and expert witness or litigation support.

Financial professionals who have considerable expertise in information management and technology assurance should seek the CITP credential. Financial professionals who have earned the CITP credential are recognized for their unique ability to provide technology-related assurance and business insight by leveraging knowledge of information, data relationships and supporting technologies.

This credential spans a broad base of knowledge — from IT assurance, IT risk management and security, and privacy to analytics and emerging technologies. CITP credential holders are helping their clients or organization improve operations, ensure financial data integrity, determine risks associated with financial reporting, and prevent and detect fraud.

### A Closer Look at the Requirements
In addition to being an AICPA member in good standing and signing a Declaration of Intent to comply with the requirements of credential recertification, each candidate must also meet the requirements listed on the chart below.

### Resources Available From the AICPA
No matter which credential you pursue, the AICPA supports you every step of the way by providing everything from exam prep materials to exclusive tools and technical resources that will help you, as a credential holder, maintain the highest level of competency in delivering advisory services. When you’re ready to take your career to the next level with an AICPA credential, visit aicpa.org/credentials.

<table>
<thead>
<tr>
<th>Exam Requirement</th>
<th>Business Experience Requirement</th>
<th>Education Requirement</th>
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<tr>
<td>CFF</td>
<td>Pass the CFF Examination</td>
<td>1,000 hours of business experience in forensic accounting within the five-year period preceding the date of the CFF application</td>
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<td>75 hours of forensic accounting continuing professional education (CPE) within the five-year period preceding the date of the CFF application</td>
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<td>PFS</td>
<td>Pass one of three comprehensive exams: Personal Financial Specialist (CPA/PFS), Certified Financial Planner (CFP) or Chartered Financial Consultant (ChFC)</td>
<td>3,000 hours of personal financial planning experience within the five-year period preceding the date of the PFS application; up to 1,000 hours of tax compliance experience can count toward the total experience requirement</td>
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<td>75 hours of personal financial planning CPE within the five-year period preceding the date of the PFS application</td>
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<td>ABV</td>
<td>Pass the ABV Examination (this is waived for Accredited Members and Accredited Senior Appraisers of the American Society of Appraisers)</td>
<td>Either 6 business valuation engagements or 150 hours of business valuation experience within the five-year period preceding the date of the ABV application</td>
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<td>75 hours of valuation CPE within the five-year period preceding the date of the ABV application</td>
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<tr>
<td>CITP</td>
<td>Pass the <a href="#">CITP Examination</a></td>
<td>1,000 hours of business experience in information management and technology assurance within the five-year period preceding the date of the CITP application</td>
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<td>75 hours of information management and technology assurance CPE within the five-year period preceding the date of the CITP application</td>
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Member News

Newton Now Features Insights of Kirk A. Stucky, CPA & Bruce D. Claassen, CPA on National Tax Reform

KSCPA members Kirk A. Stucky, CPA (Owner – Kirk A. Stucky, CPA) and Bruce D. Claassen, CPA (Member – White & Claassen LLC) recently provided insights on the impact the new tax bill will have on area residents and businesses. In Q&A format, the CPAs shared their expertise on many aspects of the reform, including individual tax brackets, standard deductions, investment income and corporate tax implications.

<table>
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<th>New Members</th>
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<tr>
<td><strong>CPA Members</strong></td>
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<tr>
<td>Rachel A. Cruz</td>
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<td>Miller Haviland Ketter PC PA</td>
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<tr>
<td>Westwood, KS</td>
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<tr>
<td>Tyler E. Roe</td>
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<td>T Roe CPA &amp; Consulting LLC</td>
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<tr>
<td>Oberlin, KS</td>
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<td>Stacy White</td>
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<td>Friends University</td>
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<td>Wichita, KS</td>
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<th><strong>Student Members</strong></th>
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<tr>
<td>Priyanka Kapur</td>
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<td>The University of Kansas</td>
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<td>Megan A. Schutz</td>
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<td>Kansas Wesleyan University</td>
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SELLING OR BUYING A CPA PRACTICE?

Let Accounting Practice Sales, the largest marketer of CPA practices in North America, assist you. We are the largest for a reason. We can help practice owners in all phases of the process—valuation, negotiation, financing, transition advice, etc. We understand your concerns and respect your confidentiality. Contact us for a free, no-obligation valuation of your firm. For buyers our website has more practice listings than anyone. Whether you are looking to expand or you are an individual wanting to become a CPA owner we can help. Contact us today.

KS1139 SE Kansas CPA Practice For Sale!
• 2016 gross revenues nearly $200,000!
• Seller would like to slow down. Willing to work part-time for buyer if needed.

Wade Holmes Wade@APS.net or 888-847-1040 x 2 www.APS.net

SELLING IS COMPLEX. WE CAN HELP.

Selling your firm is complex. Accounting Biz Brokers has been selling CPA firms for over 12 years and we know your market. Working together we can simplify the process and help you get the best results! We have a large database of buyers ready to purchase. Our “Six Steps to Success” process for selling your firm includes a personalized, confidential approach to bringing you the win-win deal you are seeking. Our brokers are Certified Business Intermediaries (CBI) specializing in the sale of CPA firms. We are here to help you navigate the entire sales process—from marketing to negotiating, to closing and successfully transitioning the firm. Contact us TODAY to receive a free market analysis.

Contact Kathy Brents, CPA CBI at Kathy@AccountingBizBrokers.com or 866-260-2793

Visit us on our website www.AccountingBizBrokers.com
CURRENT LISTINGS:

Check out our current listings in and around Kansas:

* NEW: East Central Kansas Gross $440k
* NEW: Johnson County Gross $700k
  * NEW: Wichita Gross $275k
  * Topeka Gross $100k
  * Central Kansas Gross $202k
* St. Thomas, Virgin Islands Gross $75k
* NE OK-Tulsa Area CPA Firm Gross $2.5M
  * Wichita Gross $118k – SOLD
  * Wichita Area Gross $430k – SOLD
  * Central Missouri Gross $1.1M – SOLD
* KC, MO Area – Eastern Jackson County Gross $600k - SOLD
  * Johnson County, KS Gross $425k – SOLD
    * Overland Park $2.5M – SOLD
    * Wichita Gross $400k - SOLD

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