



# PROGRAM



**tax11conference** <sup>57<sup>TH</sup> ANNUAL MNCPA</sup>

November 14-15 :: Minneapolis Convention Center :: [www.mncpa.org/taxconference](http://www.mncpa.org/taxconference)



Dear friends and colleagues,

On behalf of the 2011 planning task force, welcome to the 57th Annual MNCPA Tax Conference.

As you might guess, conference attendance soars when there's new tax legislation. Yet even though there's not much new this year, we're all still here. Why is that?

We're here because we believe the popular adage is true: You learn something new every day. At this conference, something new might be an innovative tax planning idea, the discovery of a little known tax credit, or a useful productivity tip. All of which can help us better serve our clients, firms and companies.

And while we're here to learn, we don't necessarily need or want to learn the same thing. So this year's agenda features more session choices than ever before. There are the essential tax updates as well as an increased number of specialized sessions. And let's not overlook the sprinkling of technology, practice management and ethics sessions that round out the schedule.

Of course, it isn't just the learning that draws us together. It's also the sharing – the sharing of ideas and experiences with our peers. This conference is the one event that brings hundreds of people and resources together from the same professional community.

Take a look at our exhibitors, for instance. Sure, they have some great free stuff and giveaways. But more importantly, they represent products, services and resources that can help us professionally – and in some cases, personally. I invite you to visit with them and discover all they have to offer. If you're feeling shy, play Walk & Talk Bingo to help get the conversations started.

And what about your own professional network? If you can't find enough time to meet with people during breaks, why not make plans to connect at the Monday evening reception? It's a great place to catch up with each other. Plus, you can enjoy complimentary food and beverages while skipping rush-hour traffic. The planning task force and I hope to see you there.

From beginning to end, this event offers top-rated tax education, networking opportunities and even a little fun. Now it's up to you to make the most of it.

Enjoy the conference!



W. Alan Williams, CFP®, CPA/PFS  
Conference Planning Task Force Chair

P.S. Several great prizes, including a NOOK Color and Minnesota Vikings tickets, will be given away at the end of the conference. For a chance to win, drop off your door prize drawing ticket at the MNCPA booth on the lower level. Good luck!

## Planning Task Force

Thank you to all of the task force members who contributed their expertise and time to the development of the 57th Annual MNCPA Tax Conference. Their dedication to its success is much appreciated by MNCPA members and staff.

### Chair

**W. Alan Williams, CFP®, CPA/PFS**  
Accredited Investors, Inc.

### Members

**Saul Bernick, JD, CPA**  
Bernick, Lifson, Greenstein, Greene & Liszt, PA

**Grover Cleveland, CPA**  
Metropolitan State University

**Scott Curtis, JD, MBT, CPA**  
US Bank N.A.

**Jon Govin, CPA, CFP®, AIF®**  
Summit Wealth Advocates, LLC

**Nancy Heimer, CPA**  
Heimer Dixon Lindsey, Ltd.

**Catherine Holtzclaw, CPA, CFP®, MBT**  
Holtzclaw Planning LLC

**Martin Kanter, CPA**  
Schechter Dokken Kanter, CPAs

**Roger Landy, CPA**

**Gregory Margarit, CPA**  
Boulay, Heutmaker, Zibell & Co. PLLP

**Marianne Micco, CPA**

**William Miller, CPA, MBA**  
William P. Miller, CPA, LLC

**Carl Peterson, CPA**  
Peterson, Peterson & Associates, PLC

**Mark Pridgeon, JD, CPA**  
Mark A. Pridgeon Attorney at Law

**Bryan Ross, CPA, MS (Tax)**  
Eide Bailly LLP

**David Stenseth, CPA**  
Stenseth, Samuelson & Boese, Ltd.

### MNCPA Conference Management

**Barbara Wente**, Director of Education

**Lynn Kletscher**, Conference Manager

**Tessa Pinkstaff**, Conference Coordinator

**Allie Nissen**, Conference Coordinator

**Leslie Mueller**, Exhibitors & Sponsors



## MNCPA Tax Conference Task Force Recognizes Two Members

“The MNCPA’s annual Tax Conference doesn’t just happen. It’s the result of many hours of meetings and planning,” said current Tax Conference Task Force Chair Alan Williams.

Two members who have made the conference part of their life’s work include Martin Kanter, a retired senior tax partner with Schechter, Dokken, Kanter and Saul Bernick, an attorney and CPA with Bernick, Lifson, Greenstein, Greene & Liszt.

Bernick’s first involvement with the MNCPA Tax Conference started in 1971 when his manager asked him to present a session on complex trusts. Now marking 25 years of service on the conference’s task force, Bernick said, “I have enjoyed my relationship with the MNCPA and the Tax Conference Task Force as a presenter and a committee member. I believe the Society, the committee and I have all benefited from that relationship, with me benefiting the most. I hope to continue with both relationships for a long time.”

The other veteran task force member, Martin Kanter, has logged 30 years of service with the Tax Conference. Kanter said, “I’m honored to have been involved in the best state society tax conference in the country since 1978, when I was a first-time speaker at that year’s conference. Since then, I have been a multiple year speaker and/or moderator, besides my 30 years of conference task force service. Kudos to the many fellow task force members and Society staff I have worked with over those years. It was their hard work and expertise that has made our conference great!”

Kanter, having moved to Illinois, has decided to make the 2011 Tax Conference his last. The MNCPA is seeking another member to join Bernick and the other members as they begin planning the 2012 Tax Conference. Serving on the task force requires 10 or more years of active tax experience as well as the ability to meet three to four times per year. If you would like more information or to be considered for the task force, please contact MNCPA Conference Manager Lynn Kletscher at lkletscher@mncpa.org or 952-885-5513.

### 25 Years of Service



Saul Bernick, JD, CPA  
Bernick, Lifson, Greenstein, Greene & Liszt, PA

### 30 Years of Service



Martin Kanter, CPA  
Schechter Dokken Kanter, CPAs

### Agendas With Room Locations

Day one: Monday, Nov. 14 .....	13
Day two: Tuesday, Nov. 15 .....	15

### Continuing Education

Credits .....	5
Certificates of attendance .....	5
Conference materials .....	5

### Exhibitors

Map .....	7
Directory .....	8-11
Prizes and giveaways .....	18-19

### MNCPA

Conference calendar .....	5
Member resources .....	23
CPE spotlight .....	20-21

### Advertisers

ADP .....	12
Carlson Capital Management .....	22
Fidelity Bank .....	19
Forward Hindsight .....	16
Hunter Hamilton Finance & Accounting .....	4
InterceptEFT .....	22
Marsh U.S. Consumer .....	24
MNCPA PAC .....	17
OTT, Inc. – Microsoft Dynamics Partner .....	19
Robert Half .....	6
U.S. Bank .....	14

## Fun and Games

There is even more to see and do outside the classroom!

### Play Walk & Talk Bingo

Meet exhibitors and fill up your bingo card for your chance to win great prizes.

*See insert in program for more details.*



# Invest in your future – today.



**Partner with a company that delivers beyond your expectations.**

At Hunter Hamilton<sup>SM</sup>, we understand the importance of matching the right talent with the right organization. We specialize in **smartSourcing solutions, executive search services and finance and accounting mid- to senior-level staffing**. Our consultative, personal approach delivers proven performance in *financial reporting, analysis, general accounting, audit and tax*. Call us today to see how our unique methodology can help you reach your goals and exceed your expectations.

**We provide our customers with:**

- Consultative leadership and strategy
- Tailored solutions addressing your specific challenges and needs
- Time-sensitive response
- Hand selected candidates

**We provide our talent with:**

- Comprehensive talent evaluation
- Precision career mapping
- Personalized guidance and coaching
- Right-fit placement process

Contact Hunter Hamilton:  
612.373.5767  
[www.hunterhamiltonpr.com](http://www.hunterhamiltonpr.com)



An Atterro Human Capital Group company  
©2011. Atterro, Inc.

## Credits

The 57th Annual MNCPA Tax Conference is approved for the following continuing education credits:

**CPE:** 16 hours

*Total approved hours are based on attendance at both days of the conference.*

**Ethics:** 5 hours available

*To claim ethics credits, you must attend approved sessions: D4 (1.5 hours), E4 (1 hour), H4 (1 hour) and K2 (1.5 hours).*

**CLE (Standard):** 13.25 hours

*Total approved hours are based on attendance at both days of the conference.*

**CFP®:** 15 hours available

*To claim CFP credits, you must sign in at the registration desk located on the mezzanine level, provide your CFP identification number, and register for and attend approved sessions. See pages 13 and 15 for approved sessions.*

### Helpful Hint

To ensure that you receive appropriate continuing education credits, please verify that the sessions listed on your name badge are accurate. If you need to correct or change your session choices, complete a session registration form and return it to the registration desk located on the mezzanine level.

## Save the Date

Thank you for attending the conference.  
We hope to see you again next year!

## 58th Annual MNCPA Tax Conference

Nov. 15-16, 2012  
Minneapolis Convention Center

[www.mncpa.org/taxconference](http://www.mncpa.org/taxconference)

## Certificates of Attendance (CPE Transcripts)

Beginning Friday, Nov. 18, you can access your certificates of attendance (a.k.a. CPE transcripts) online at [www.mncpa.org/transcript](http://www.mncpa.org/transcript). If you prefer to have them mailed to you, please email your request to [registrations@mncpa.org](mailto:registrations@mncpa.org) or call 952-831-2707 (option 1).

## Conference Materials

**Printed:** Session A1, B1/G1, C2/I2 and L1 handouts are pre-stuffed in the conference tote you received at check-in. All other handouts are available at their respective session rooms just prior to the start of the presentations. *Note: Please refrain from taking handouts from sessions you don't attend. If extras are available, you can find them at a table near the registration desk located on the mezzanine level after the conclusion of the session.*

**Digital (PDF):** Most session handouts are available for download from the conference website. To access this online service, your registration must be paid in full. Downloading handouts is as easy as 1-2-3:

1. Go to [www.mncpa.org/taxconference/materials](http://www.mncpa.org/taxconference/materials)
2. Log in using your MNCPA username and password
3. Select the handouts you wish to download

## 2012 Conference Calendar

May 21	Audits of Employee Benefit Plans Conference Crowne Plaza Minneapolis West, Plymouth
June 4	School District Audits Conference Earle Brown Heritage Center, Brooklyn Center
June 6	State Taxation of Multistate Business Conference Earle Brown Heritage Center, Brooklyn Center
June 11	Practice Management Conference Crowne Plaza Minneapolis West, Plymouth
June 18-19	Estate & Personal Financial Planning Conference Earle Brown Heritage Center, Brooklyn Center
June 25-26	Management & Business Advisors Conference Minneapolis Convention Center
Sept. 17	Audits of Lawful Gambling Conference Earle Brown Heritage Center, Brooklyn Center
Sept. 19	Construction Conference Earle Brown Heritage Center, Brooklyn Center
Oct. 22	Audits of Local Governments Conference Earle Brown Heritage Center, Brooklyn Center
Oct. 23	Not-for-Profit Conference Earle Brown Heritage Center, Brooklyn Center
Oct. 25	Business Valuation Conference Crowne Plaza Minneapolis West, Plymouth
Nov. 15-16	Tax Conference Minneapolis Convention Center

[www.mncpa.org/conferences](http://www.mncpa.org/conferences)

# We see where financial salaries are going before they get there.

Our Salary Center tools offer in-depth compensation data for over 200 financial positions. To review salary trends, calculate local salary ranges and download a FREE *2012 Salary Guide*, visit [roberthalf.com/salarycenter](http://roberthalf.com/salarycenter).



Minneapolis • St. Paul • Bloomington  
Minnetonka • Burnsville

1.800.803.8367



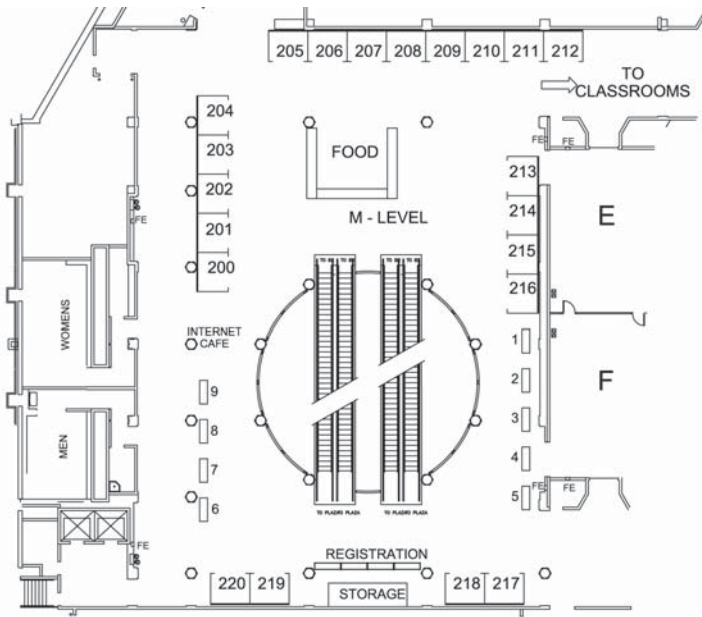
**Robert Half**<sup>®</sup>

Excellence in Professional Staffing

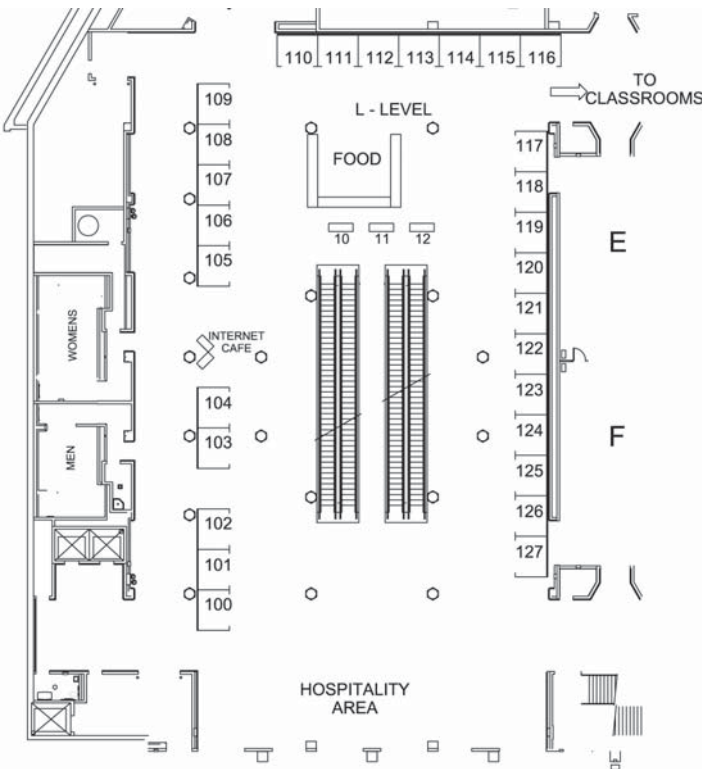
# Exhibitor Map



## Mezzanine Level



## Lower Level



## Company

## Booth #

AccountAbility Minnesota.....	7
Accountants Concerned for Accountants .....	6
ADP – Preferred Payroll Service Provider of the MNCPA .....	106
Alliance Payroll Services, Inc.....	2
alliantgroup, LP.....	10
Associated Financial Group.....	112
BNA .....	207
Carlson Capital Management – Bronze Sponsor.....	3
CCH Small Firm Services.....	202-203
CCH, a Wolters Kluwer business.....	9 & 204
Cost Seg Associates.....	114
Emochila, Inc. ....	213
Experis (formerly Jefferson Wells).....	113
Fidelity Bank.....	127
Forward Hindsight – Bronze Sponsor.....	111
Foster Klima & Company, LLC.....	121
H. Robert Anderson & Associates, Inc. ....	219
Hunter Hamilton Finance & Accounting – Lanyard Sponsor .....	117
InterceptEFT .....	119
Internal Revenue Service .....	100-102
Kforce Inc.....	125
Liberty Mutual Insurance – MNCPA Endorsed Insurance Provider .....	105
M&E Cost Segregation .....	209
Marsh U.S. Consumer – MNCPA Endorsed Insurance Provider .....	110
Microsoft Corporation .....	122
Minnesota Department of Employment & Economic Development.....	100-102
Minnesota Department of Natural Resources – Nongame Wildlife Program .....	100-102
Minnesota Department of Revenue.....	100-102
<b>Minnesota Society of CPAs .....</b>	<b>107-109</b>
Minnesota Society of CPAs – Custom Education .....	1
Monroe Systems for Business.....	115
Morgan Stanley Smith Barney – The Ament Group .....	215
Newgate Education Center.....	5
Office Tools Professional.....	120
Paychex .....	124
Payroll Control Systems.....	200
Pioneer SecureShred.....	205
ProfitSee Inc.....	123
RJ Ahmann Company.....	208
Robert Half – Silver Sponsor .....	104
Sauk Rapids Tax Solutions .....	12
Science Museum of Minnesota – Computer Education Center .....	4
ShareFile .....	116
Shred Right .....	218
Signature Bank .....	118
Sit Mutual Funds.....	206
Tax Materials, Inc. – Publishers of TheTaxBook.....	216
TaxWorks by Redgear.....	217
Tenez, Inc. ....	220
Thomson Reuters.....	210
Thomson Reuters Tax & Accounting .....	211-212
U.S. Bank – Gold Sponsor .....	103
University of Minnesota-MBT .....	8
UPS – Affinity Partner.....	201
Value Consulting Group .....	126
Venture Bank.....	214
Wiredoc.com .....	11

# Exhibitor Directory

## AccountAbility Minnesota

2610 University Ave. W., Ste. 450  
St. Paul, MN 55114

**Contact:** Adam Faitek

**Phone:** 651-287-0187 x103

**Fax:** 651-287-0190

**Email:** [afaitek@accountabilitymn.org](mailto:afaitek@accountabilitymn.org)

**Website:** [www.accountabilitymn.org](http://www.accountabilitymn.org)

**Products:** Volunteer opportunities for CPAs

**Booth:** 7

## Accountants Concerned for Accountants

4530 West 77th St., Ste. 240  
Edina, MN 55435

**Contact:** Diane Naas

**Phone:** 952-920-5287 **Fax:** 952-920-5305

**Email:** [DianeNaas@aca-accountants.org](mailto:DianeNaas@aca-accountants.org)

**Website:** [www.aca-accountants.org](http://www.aca-accountants.org)

**Products:** Addiction support for CPAs

**Booth:** 6

## ADP

*Preferred Payroll Service Provider of the MNCPA*

8100 Cedar Ave.

Bloomington, MN 55425

**Contact:** Jon Ross

**Phone:** 952-854-1700 **Fax:** 952-814-5899

**Email:** [jon\\_ross@adp.com](mailto:jon_ross@adp.com)

**Website:** [www.adp.com](http://www.adp.com)

**Products:** Payroll services

**Booth:** 106

## Alliance Payroll Services, Inc.

*New this year!*

9303 New Trails, Ste. 100

The Woodlands, TX 77381

**Contact:** Chris Murphy

**Phone:** 800-473-4509

**Email:** [cmurphy@alliancepayroll.com](mailto:cmurphy@alliancepayroll.com)

**Website:** [www.alliancepayroll.com/allpaydemo](http://www.alliancepayroll.com/allpaydemo)

**Products:** Payroll, benefit and HR management

**Booth:** 2

## alliantgroup, LP

100 S 5th St., Floor 19

Minneapolis, MN 55402-1210

**Contact:** Tracy Lustyan, Amila Salihbasic

**Phone:** 612-605-6053 **Fax:** 866-669-4581

**Email:** [Tracy.lustyan@alliantgroup.com](mailto:Tracy.lustyan@alliantgroup.com)

**Website:** [www.alliantgroup.com](http://www.alliantgroup.com)

**Booth:** 10

## Associated Financial Group

12600 Whitewater Dr., Ste. 100

Mnetonka, MN 55343

**Contact:** Erik Hinz

**Phone:** 952-607-9427 **Fax:** 952-945-9477

**Email:** [erik.hinz@associatedfinancialgroup.com](mailto:erik.hinz@associatedfinancialgroup.com)

**Website:** [www.associatedfinancialgroup.com](http://www.associatedfinancialgroup.com)

**Products:** Employee benefits, HR consulting, business insurance

**Booth:** 112

## BNA

4830 Bisset Ln.

Inver Grove Heights, MN 55076

**Contact:** Devin Richards

**Phone:** 612-599-0889 **Fax:** 888-584-8110

**Email:** [drichards@bna.com](mailto:drichards@bna.com)

**Website:** [www.bna.com](http://www.bna.com)

**Products:** Tax research products, tax planning software

**Booth:** 207

## Carlson Capital Management

*New this year! — Bronze Sponsor*

1700 W. 82nd St., Ste. 110

Bloomington, MN 55431

**Phone:** 952-230-6700

**Email:** [info@carlsoncap.com](mailto:info@carlsoncap.com)

**Website:** [www.carlsoncap.com](http://www.carlsoncap.com)

**Products:** Integrated wealth management services and strategic alliances with CPAs

**Booth:** 3

## CCH Small Firm Services

*New this year!*

225 Chastain Meadows Ct., Ste. 200

Kennesaw, GA 30144

**Contact:** Marie Jung

**Phone:** 770-857-5074

**Email:** [marie.jung@cchsf.com](mailto:marie.jung@cchsf.com)

**Website:** [www.cchsf.com](http://www.cchsf.com)

**Products:** ATX and TaxWise

**Booth:** 202-203

## CCH, a Wolters Kluwer business

2700 Lake Cook Rd.

Riverwoods, IL 60015

**Phone:** 847-267-2163 **Fax:** 847-267-2873

**Website:** [www.cchgroup.com](http://www.cchgroup.com)

**Products:** Integrated tax products and software solutions

**Booth:** 9 & 204

## Cost Seg Associates

4600 W. 77th St., Ste. 350

Edina, MN 55435

**Contact:** Rodney Axtell, CPA

**Phone:** 952-831-6300 **Fax:** 952-831-6302

**Email:** [raxtell@csateam.com](mailto:raxtell@csateam.com)

**Website:** [www.csateam.com](http://www.csateam.com)

**Products:** Cost segregation services

**Booth:** 114

## Emochila, Inc.

2601 Misson St., Ste. 503

San Francisco, CA 94110

**Contact:** Cameron Hendrich

**Phone:** 866-340-5652 **Fax:** 800-798-0573

**Email:** [cameron@emochila.com](mailto:cameron@emochila.com)

**Website:** [www.emochila.com](http://www.emochila.com)

**Products:** Customized CPA website design

**Booth:** 213

## Experis (formerly Jefferson Wells)

*New this year!*

3600 Minnesota Dr., Ste. 850

Edina, MN 55435

**Contact:** Paula Graff

**Phone:** 612-851-1641 **Fax:** 612-486-4935

**Email:** [paula.graff@experis.com](mailto:paula.graff@experis.com)

**Website:** [www.experis.com](http://www.experis.com)

**Products:** Professional services, tax operations, financial accounting

**Booth:** 113

## Fidelity Bank

7600 Parklawn Ave.

Edina, MN 55435

**Contact:** Steve Stoup

**Phone:** 952-830-7230 **Fax:** 952-831-1828

**Email:** [steves@fidelitybankmn.com](mailto:steves@fidelitybankmn.com)

**Website:** [www.fidelitybankmn.com](http://www.fidelitybankmn.com)

**Products:** Small business banking

**Booth:** 127

## Forward Hindsight

*New this year! — Bronze Sponsor*

3500 American Blvd. W.

Minneapolis, MN 55431

**Contact:** Ashish Gadnis

**Phone:** 612-751-7739

**Email:** [agadnis@forwardhindsight.com](mailto:agadnis@forwardhindsight.com)

**Website:** [www.forwardhindsight.com](http://www.forwardhindsight.com)

**Products:** NetSuite - Cloud Solutions

**Booth:** 111

## Foster Klima & Company, LLC

920 2nd Ave. S., Ste. 1100  
Minneapolis, MN 55402

**Contact:** Megan Thul

**Phone:** 612-746-2308 **Fax:** 612-746-2399

**Email:** [megan.thul@fosterklima.com](mailto:megan.thul@fosterklima.com)

**Website:** [www.fosterklima.com](http://www.fosterklima.com)

**Products:** 360 Professional Alliance

**Booth:** 121

## H. Robert Anderson & Associates, Inc.

4600 W. 77th, Ste. 105  
Edina, MN 55435

**Contact:** Theresa Anderson

**Phone:** 952-893-1933 **Fax:** 952-893-1819

**Email:** [theresa@hrandersoninsurance.com](mailto:theresa@hrandersoninsurance.com)

**Products:** Professional liability insurance

**Booth:** 219

## Hunter Hamilton Finance & Accounting

*Lanyard Sponsor*

500 S. 10th St., Ste. 500  
Minneapolis, MN 55403

**Contact:** Meredith Swanson

**Phone:** 612-373-5767 **Fax:** 612-373-5760

**Email:** [meredith.swanson@hunterhamiltonpr.com](mailto:meredith.swanson@hunterhamiltonpr.com)

**Website:** [www.hunterhamiltonpr.com](http://www.hunterhamiltonpr.com)

**Products:** Finance and accounting staffing, executive search, smart sourcing

**Booth:** 117

## InterceptEFT

*New this year!*

1700 42nd St. S., Ste. 2000  
 Fargo, ND 58103

**Contact:** Sandie Adams-Bruins

**Phone:** 800-378-3328 **Fax:** 701-241-9930

**Email:** [sandie@intercepteft.com](mailto:sandie@intercepteft.com)

**Website:** [www.intercepteft.com](http://www.intercepteft.com)

**Products:** ACH services, credit card processing

**Booth:** 119

## Internal Revenue Service

1550 American Blvd. E., Ste. 705  
Bloomington, MN 55425

**Contact:** Carole Smith

**Phone:** 651-726-1598 **Fax:** 651-726-1582

**Email:** [carole.a.smith@irs.gov](mailto:carole.a.smith@irs.gov)

**Website:** [www.irs.gov](http://www.irs.gov)

**Products:** Federal tax information

**Booth:** 100-102

## Kforce Inc.

*New this year!*

7760 France Ave. S., Ste. 210  
Bloomington, MN 55435

**Contact:** Amanda Sorteberg

**Phone:** 952-835-5100 **Fax:** 952-835-1347

**Email:** [asorteberg@kforce.com](mailto:asorteberg@kforce.com)

**Website:** [www.kforce.com](http://www.kforce.com)

**Products:** Finance and accounting staffing

**Booth:** 125

## Liberty Mutual Insurance

*MNCPA Endorsed Insurance Provider*

14985 Glazier Ave., Ste. 645  
Apple Valley, MN 55124

**Contact:** Darlene Von Arx

**Phone:** 952-891-6363 **Fax:** 952-891-6370

**Email:** [Darlene.vonarx@libertymutual.com](mailto:Darlene.vonarx@libertymutual.com)

**Website:** [www.libertymutual.com](http://www.libertymutual.com)

**Products:** Discount home/auto insurance benefits for MNCPA members

**Booth:** 105

## M&E Cost Segregation

900 IDS Center, 80 S. 8th St.  
Minneapolis, MN 55401

**Contact:** Chuck Evans/Doug Mortenson

**Phone:** 612-216-0968 **Fax:** 612-216-0968

**Email:** [chuck@costsegleader.com](mailto:chuck@costsegleader.com)

**Website:** [www.costsegleader.com](http://www.costsegleader.com)

**Products:** Cost segregation services

**Booth:** 209

## Marsh U.S. Consumer

*MNCPA Endorsed Insurance Provider*

333 South 7th St., Ste. 1600  
Minneapolis, MN 55402

**Contact:** John Collentine

**Phone:** 800-328-4671 x7655

**Fax:** 866-715-0997

**Email:** [john.t.collentine@marshpm.com](mailto:john.t.collentine@marshpm.com)

**Website:** [www.mncpa-insurance.com](http://www.mncpa-insurance.com)

**Products:** MNCPA Endorsed Insurance Program

**Booth:** 110

## Microsoft Corporation

*New this year!*

3601 76th St.  
Edina, MN 55435

**Contact:** Curt Witt

**Phone:** 952-837-4541

**Email:** [curt.witt@microsoft.com](mailto:curt.witt@microsoft.com)

**website:** [www.microsoft.com/business](http://www.microsoft.com/business)

**Booth:** 122

## MN Dept. of Employment & Economic Development

332 Minnesota St.

St. Paul, MN 55101

**Contact:** Gary Johnson/Aaron Tell

**Phone:** 651-259-7220 **Fax:** 651-296-7192

**Email:** [gary.c2.johnson@state.mn.us](mailto:gary.c2.johnson@state.mn.us)

**Website:** [www.uimn.org](http://www.uimn.org)

**Products:** Unemployment insurance information

**Booth:** 100-102

## MN Dept. of Natural Resources – Nongame Wildlife Program

500 Lafayette Rd., Box 25

St. Paul, MN 55155

**Contact:** Lori Naumann

**Phone:** 651-259-5148 **Fax:** 651-296-1811

**Email:** [lori.naumann@state.mn.us](mailto:lori.naumann@state.mn.us)

**Website:** [www.mndnr.gov](http://www.mndnr.gov)

**Products:** Nongame checkoff

**Booth:** 100-102

## MN Dept. of Revenue

600 N. Robert St.

St. Paul, MN 55146

**Contact:** John Hennessy

**Phone:** 651-556-6951 **Fax:** 651-297-7430

**Email:** [john.hennessy@state.mn.us](mailto:john.hennessy@state.mn.us)

**Website:** [www.taxes.state.mn.us](http://www.taxes.state.mn.us)

**Products:** State tax resources

**Booth:** 100-102

## Minnesota Society of CPAs

1650 W. 82nd St., Ste. 600

Bloomington, MN 55431

**Contact:** Stephanie Schmidt

**Phone:** 952-885-5523 **Fax:** 952-831-7875

**Email:** [sschmidt@mncpa.org](mailto:sschmidt@mncpa.org)

**Website:** [www.mncpa.org](http://www.mncpa.org)

**Products:** Membership services

**Booth:** 107-109

## Minnesota Society of CPAs – Custom Education

1650 W. 82nd St., Ste. 600

Bloomington, MN 55431

**Contact:** Kate Cooper

**Phone:** 952-885-5508 **Fax:** 952-831-7875

**Email:** [kcooper@mncpa.org](mailto:kcooper@mncpa.org)

**Website:** [www.mncpa.org/onsite](http://www.mncpa.org/onsite)

**Products:** Customized on-site CPE education for firms and businesses

**Booth:** 1

## Monroe Systems for Business

*New this year!*

47 Runway Dr., Ste. G  
Levittown, PA 19057

**Contact:** Richard Roberts

**Phone:** 888-666-7631 **Fax:** 877-666-7635

**Email:** rroberts@monroe-systems.com

**Website:** www.monroe-systems.com

**Products:** Calculators

**Booth:** 115

## Morgan Stanley Smith Barney – The Ament Group

445 E. Lake St., Ste. 320  
Wayzata, MN 55391

**Contact:** Dan Ament

**Phone:** 952-475-4302 **Fax:** 952-475-2587

**Email:** Dan.A.Ament@mssb.com

**Website:** fa.smithbarney.com/amentgroup.com

**Products:** Financial services

**Booth:** 215

## Newgate Education Center

2900 E. Hennepin Ave.  
Minneapolis, MN 55413

**Contact:** Mike Nesvacil

**Phone:** 612-378-0177 **Fax:** 612-378-0874

**Email:** mjnesvacil@newgateschool.org

**Website:** www.newgateschool.org

**Products:** Tax-deductible vehicle donations used for auto repair training. Fair market value deductions possible!

**Booth:** 5

## Office Tools Professional

514 Commerce Ave., Ste. D  
Palmdale, CA 93551

**Contact:** Matthew Carberry

**Phone:** 661-951-9200 **Fax:** 661-951-3875

**Email:** matthewc@officetoolspro.com

**Website:** www.officetoolspro.com

**Products:** Practice management software

**Booth:** 120

## Paychex

1210 Northland Dr.  
Mendota Heights, MN 55120

**Contact:** Holly Bauers, Travis Emery,  
Mike Grimaldi

**Phone:** 651-365-5060

**Email:** hbauers@paychex.com

**Website:** www.paychex.com

**Products:** Payroll and human resource services

**Booth:** 124

## Payroll Control Systems

6040 Earle Brown Dr., Ste. 250  
Minneapolis, MN 55430

**Contact:** Bob Willbanks

**Phone:** 763-513-5951 **Fax:** 763-513-5968

**Email:** bwillbanks@pcspayroll.com

**Website:** www.pcspayroll.com

**Products:** Payroll, Timekeeping solutions,  
HRIS solutions

**Booth:** 200

## Pioneer SecureShred

*New this year!*

155 Irving Ave. N.  
Minneapolis, MN 55405

**Contact:** Stacey Klee

**Phone:** 612-381-2175 **Fax:** 612-374-5982

**Email:** sklee@pioneerintl.com

**Website:** www.pioneersecureshred.com

**Products:** Shredding service

**Booth:** 205

## ProfitSee Inc.

*New this year!*

7935 Stone Creek Dr., Ste. 120  
Chanassen, MN 55317

**Contact:** Peter Vessenes

**Phone:** 866-668-6510 **Fax:** 952-470-7989

**Email:** peterv@myprofitsee.com

**Website:** www.myprofitsee.com

**Products:** Profitsee and Profitsee Pro

**Booth:** 123

## RJ Ahmann Company

7555 Market Place Dr.  
Eden Prairie, MN 55344

**Contact:** Amy Hairston

**Phone:** 952-947-9753 **Fax:** 952-947-9793

**Email:** ahairston@rja.com

**Website:** www.rja.com

**Products:** AICPA endorsed insurance products and financial services

**Booth:** 208

## Robert Half

*Silver Sponsor*

8500 Normandale Lake Blvd., Ste. 1010  
Bloomington, MN 55435

**Contact:** Jennifer Carlson

**Phone:** 952-831-7240 **Fax:** 952-831-6878

**Email:** Jennifer.carlson@rhmr.com

**Website:** www.rhmr.com

**Products:** Specialized accounting and finance staffing services for temporary, full-time and project professionals.

**Booth:** 104

## Sauk Rapids Tax Solutions

1529 E. 46th St.  
Minneapolis, MN 55407

**Contact:** Bill Bergstrom

**Phone:** 612-722-5166 **Fax:** 612-722-4628

**Email:** bergstrom@bergstromtax.com

**Website:** www.saukrapidsforms.com

**Products:** Tax organizers, newsletters and fact sheets

**Booth:** 12

## Science Museum of Minnesota – Computer Education Center

*New this year!*

120 W. Kellogg Blvd.  
St. Paul, MN 55102

**Contact:** Karen Iverson

**Phone:** 651-221-4722 **Fax:** 651-204-5092

**Email:** kiverson@smm.org

**Website:** www.comped.smm.org

**Products:** Computer education

**Booth:** 4

## ShareFile

*New this year!*

4140 Parklake Ave., Ste. 320  
Raleigh, NC 27612

**Contact:** Laura Ivey

**Phone:** 919-324-6658 **Fax:** 919-324-6662

**Email:** laura@sharefile.com

**Website:** www.sharefile.com

**Products:** ShareFile for Accountants

**Booth:** 116

## Shred Right

862 Hersey St.  
St. Paul, MN 55114

**Contact:** Charlie Pearson

**Phone:** 651-647-1300 **Fax:** 651-647-1208

**Email:** charlie@shredrightnow.com

**Website:** www.shredrightnow.com

**Products:** Confidential information destruction services

**Booth:** 218

## Signature Bank

*New this year!*

9800 Bren Rd. E., Ste. 200  
Minnetonka, MN 55343

**Phone:** 952-936-7800 **Fax:** 952-936-7801

**Website:** www.signaturebankonline.com

**Booth:** 118



## Sit Mutual Funds

80 S. 8th St., Ste. 3300  
 Minneapolis, MN 55402  
**Contact:** Steve Benjamin  
**Phone:** 612-359-2554 **Fax:** 612-342-2111  
**Email:** spb@sitinvest.com  
**Website:** www.sitfunds.com  
**Products:** Mutual funds  
**Booth:** 206

## Tax Materials, Inc. – Publishers of TheTaxBook!

15105 Minnetonka Industrial Blvd., Ste. 221  
 Minnetonka, MN 55345  
**Contact:** Jean David/Jacob Meyer  
**Phone:** 866-919-5277 **Fax:** 952-746-5278  
**Email:** info@thetaxbook.com  
**Website:** www.thetaxbook.com  
**Products:** TheTaxBook and TheTaxLibrary  
 Series, other products for tax professionals  
**Booth:** 216

## TaxWorks by Redgear

1265 Sportsplex Dr.  
 Kaysville, UT 84037  
**Contact:** Mike Hinckley  
**Phone:** 801-529-9075 **Fax:** 801-529-9199  
**Email:** mike.hinckley@taxworks.com  
**Website:** www.taxworks.com  
**Products:** Tax Software  
**Booth:** 217

## Tenenz, Inc.

1100 80th St. E.  
 Bloomington, MN 55420  
**Contact:** Bob Tenner, Kim Barnes, Tara O'Neal  
**Phone:** 952-277-1702 **Fax:** 952-881-5939  
**Email:** btenner@tenenz.com  
**Website:** www.tenenz.com  
**Products:** Full line of newsletters, folders,  
 website and marketing materials  
**Booth:** 220

## Thomson Reuters

7322 Newman Blvd.  
 Dexter, MI 48130  
**Contact:** Pamela Lambert  
**Phone:** 734-426-7333  
**Email:** pam.lambert@thomsonreuters.com  
**Website:** www.cs.thomsonreuters.com  
**Products:** Tax and accounting software  
 and services  
**Booth:** 210

## Thomson Reuters Tax & Accounting

610 Opperman Dr.  
 Eagan, MN 55123  
**Contact:** Dan McCarthy  
**Phone:** 612-382-2011 **Fax:** 800-605-1242  
**Email:** daniel.mccarthy@thomsonreuters.com  
**Website:** www.ria.thomsonreuters.com  
**Products:** Tax and accounting research and  
 guidance  
**Booth:** 211-212

## U.S. Bank

*Gold Sponsor*  
 7001 France Ave. S.  
 Edina, MN 55435  
**Contact:** Craig Veurink  
**Phone:** 952-927-1277 **Fax:** 952-927-1706  
**Email:** craig.veurink@usbank.com  
**Website:** www.usbank.com  
**Products:** Small business banking products  
 and services  
**Booth:** 103

## University of Minnesota-MBT

321 19th Ave. S.  
 Minneapolis, MN 55455  
**Contact:** Mark Sellner  
**Phone:** 612-624-1050  
**Email:** selln01@umn.edu  
**Website:** www.umn.edu  
**Products:** Master of Business Taxation program  
**Booth:** 8

## UPS

*Affinity Partner*  
 3312 Broadway NE  
 Minneapolis, MN 55413  
**Contact:** Andrew Bosanec  
**Phone:** 626-785-7248  
**Email:** abonanec@ups.com  
**Website:** www.savewithups.com/mncpa  
**Products:** MNCPA members save with  
 discount shipping program  
**Booth:** 201

## Value Consulting Group

*New this year!*  
 401 N. Third St., Ste. 245  
 Minneapolis, MN 55401  
**Contact:** Jennifer Loeffler & Patrick Schmidt  
**Phone:** 612-436-0559 **Fax:** 612-436-0616  
**Email:** jennifer@valcongrp.com  
**Website:** www.valcongrp.com  
**Products:** Business valuation services,  
 litigation support  
**Booth:** 126

## Venture Bank

2640 Eagan Woods Dr.  
 Eagan, MN 55121  
**Contact:** Dion Muchow  
**Phone:** 651-289-2230 **Fax:** 651-289-0200  
**Email:** dmuchow@venturebankonline.com  
**Website:** www.venturebankonline.com  
**Products:** Small business banking  
**Booth:** 214

## WireDoc.com

*New this year!*  
 9637 Anderson Lakes Pkwy., #103  
 Eden Prairie, MN 55344  
**Contact:** Deepak Kamath  
**Phone:** 877-WIREDOC  
**Email:** dkamath@wiredoc.com  
**Website:** www.wiredoc.com  
**Products:** Secure electronic document  
 delivery system  
**Booth:** 11

## Thank You Sponsors and Exhibitors

**Preferred Payroll Service  
 Provider of the MNCPA**



**Gold Sponsor**



**Silver Sponsor**



**Bronze Sponsors**




**Lanyard Sponsor**





IN THE BUSINESS OF YOUR SUCCESS<sup>SM</sup>

ADP<sup>®</sup> is the Preferred Payroll Service Provider of the



Minnesota Society of  
Certified Public Accountants

## At ADP<sup>®</sup> we understand that every practice is different – that's why we offer accountants many options.

- **Refer your clients to ADP** – You will continue to provide them with trusted advisory and consulting services while ADP expertly manages their payroll and more.
- **Let ADP process your clients' payroll for you** – RUN Powered by ADP Payroll for Accountants<sup>®</sup> is specifically designed to help accountants more efficiently process their clients' payroll. This powerful online application allows you to offer your clients additional value and services that can help increase client retention, help keep them compliant, and provide your firm with a new source of revenue.
- **Sell your payroll base to ADP** – Put your payroll clients in experienced hands while providing you the opportunity to generate capital and free up time to focus on building your practice.
- **Earn Rewards or Share Revenue for Referring Your Clients** – ADP's Referral Rewards and Revenue Share Incentive programs offer you the chance to earn points towards valuable gifts or earn revenue for your firm, while providing value-added payroll and HR solutions to your clients.



For more information contact:

Jon Ross  
952.814.5824  
jon.ross@adp.com

[accountant.adp.com](http://accountant.adp.com)

HR. Payroll. Benefits.



7 – 8					
<b>CHECK-IN, CONTINENTAL BREAKFAST, EXHIBITS</b>					
8 – 8:50	<b>A1. Tax and Budget Policy Ahead: Making Sense of Chaos</b> Kenneth Kies, tax policy expert CFP: 1 hr Auditorium (Street Level)				
9 – 10:15	<b>B1. Federal Individual Tax Highlights</b> Andrew Biebl CFP: 1.5 hrs Auditorium (Street Level)	<b>B2. International Business Tax Issues</b> Jonathan Hobbs CFP: 1.5 hrs M100B (Mezzanine Level)	<b>B3. The Other Taxable Income: Tax Reporting for Debt Forgiveness, Foreclosure and Disputed Claims</b> E. Lynn Nichols CFP: 1.5 hrs 101 (Street Level)	<b>B4. The Importance of the Three M's: Mentoring, Marketing and Managing</b> Rita Keller M101 (Mezzanine Level)	<b>B5. Internal Controls for Small Businesses Using QuickBooks</b> Mary Beth Raimondi M100D (Mezzanine Level) Sponsored by Intuit
<b>10:15 – 10:45</b>					
<b>REFRESHMENT BREAK, EXHIBITS</b>					
10:45 – 12	<b>C1. International Individual Reporting Issues</b> Adam Tritabaugh CFP: 1.5 hrs M100D (Mezzanine Level)	<b>C2. Federal Business Tax Highlights</b> Andrew Biebl CFP: 1.5 hrs Auditorium (Street Level)	<b>C3. Not-for-Profit Update</b> Karen Gries CFP: 1.5 hrs L100 (Lower Level)	<b>C4. Developing and Keeping Top Talent: The Key to Succession</b> Rita Keller M101 (Mezzanine Level)	<b>C5. Automating Your Tax Workflow</b> Thomas Gawne M100B (Mezzanine Level) Sponsored by Thomson Reuters
<b>12 – 1</b>					
<b>LUNCH, EXHIBITS</b>					
1 – 2:15	<b>D1. Case Studies in Estate Planning for Retirement Benefits</b> Natalie Choate CFP: 1.5 hrs 101 (Street Level)	<b>D2. Intersection of GAAP and Tax Accounting: Reconciling the Rules</b> Mark Sellner CFP: 1.5 hrs M100B (Mezzanine Level)	<b>D3. Minnesota Legislative and Regulatory Update</b> Betsy Adrian Geno Fragnito M100D (Mezzanine Level)	<b>D4. Business Ethics: Lessons Learned From Ethical Lapses</b> Henry Shea Donald Snede L100 (Lower Level)	<b>D5. Benchmarking Best Paperless Processes</b> Milla Austin M101 (Mezzanine Level) Sponsored by CCH, a Wolters Kluwer business
<b>2:15 – 2:45</b>					
<b>REFRESHMENT BREAK, EXHIBITS</b>					
2:45 – 3:35	<b>E1. IRAs With Hair: What to Do With an IRA That Has a Shady Past</b> Natalie Choate CFP: 1 hr M100D (Mezzanine Level)	<b>E2. Health Care Reform Update: Past, Present and Future</b> Nicole Fallon CFP: 1 hr 101 (Street Level)	<b>E3. IRS-Issued FAQs: Where, When and How to Apply Them</b> E. Lynn Nichols CFP: 1 hr M100B (Mezzanine Level)	<b>E4. Ethics for Tax Professionals: Rules, Standards and Best Practices</b> Mark Sellner L100 (Lower Level)	<b>E5. Microsoft Outlook 2007: Beyond the Inbox</b> Paul Burkhartzmeyer M101 (Mezzanine Level) Sponsored by Science Museum of Minnesota Computer Education Center
3:45 – 5	<b>F1. Understanding the Minimum Distribution Rules</b> Natalie Choate CFP: 1.5 hrs 101 (Street Level)	<b>F2. FAS 109 and FIN 48: Computation, Reporting and Analysis</b> Mark Sellner CFP: 1.5 hrs M100D (Mezzanine Level)	<b>F3. Special Allocations in Partnerships: Debt and Other Unique Issues</b> E. Lynn Nichols CFP: 1.5 hrs L100 (Lower Level)	<b>F4. The Power of Generational Differences</b> Rita Keller M100B (Mezzanine Level)	<b>F5. Tax Automation and Risk Management</b> J. David Frazier Christine Moyer M101 (Mezzanine Level) Sponsored by Experis (formerly Jefferson Wells)
<b>5 – 6:30</b>					
<b>RECEPTION</b> Seasons (Second Level)					

LOOK

us UP  
with us



Managing your

Cash Flow

Payments

Business Growth

Future

## Go from where you are to where you want to be with us.

At U.S. Bank, our goal is simple: to be the primary financial partner for you and your clients. We provide the strength and resources of a national bank, while maintaining our community roots, and delivering best in class, personalized service.

Our specialized Business Bankers know your community - because they live there - and have vast business banking knowledge to take your practice, and your customer's businesses, to new heights.

There has never been a better time to look up and look ahead with us. Contact us today.

All of **us** serving you®

Craig Veurink  
952-927-1275



[usbank.com/smallbusiness](http://usbank.com/smallbusiness)

All applications are subject to normal credit approval. Call your business banking expert for current rates and terms. Member FDIC



7 – 8					
CHECK-IN, CONTINENTAL BREAKFAST, EXHIBITS					
8 – 9:15	<b>G1. Federal Individual Tax Highlights (Repeat of B1)</b> Andrew Biebl CFP: 1.5 hrs L100 (Lower Level)	<b>G2. State Tax Considerations for Closely Held Businesses</b> Deborah Rood CFP: 1.5 hrs 101 (Street Level)	<b>G3. Post-Mortem Planning</b> Peter Hatinen Dana Neu CFP: 1.5 hrs M100B (Mezzanine Level)	<b>G4. Organizing Your Life: Tools and Techniques to Save You Time</b> Thomas Stephens M100D (Mezzanine Level)	<b>G5. The Mobile Firm</b> Thomas Gawne M101 (Mezzanine Level) Sponsored by Thomson Reuters
9:25 – 10:15	<b>H1. Estate Planning in Light of Federal Tax Law Changes</b> Martin Finn CFP: 1 hr 101 (Street Level)	<b>H2. IRS CP Notices: Completely Perplexed or Confident and Prepared</b> Robert Thelen CFP: 1 hr M100B (Mezzanine Level)	<b>H3. Retirement Realities: What Your Clients REALLY Need to Know as Retirement Looms</b> Andy Landis CFP: 1 hr M100D (Mezzanine Level)	<b>H4. Professional Ethics: A Preventive Maintenance Approach</b> Christopher Bauer L100 (Lower Level)	<b>H5. Effective CPA Websites</b> Cameron Hendrick M101 (Mezzanine Level) Sponsored by Emochila, Inc.
10:15 – 10:45					
REFRESHMENT BREAK, EXHIBITS					
10:45 – 12	<b>I1. Social Security: Mastering the Client Mysteries</b> Andy Landis CFP: 1.5 hrs 101 (Street Level)	<b>I2. Federal Business Tax Highlights (Repeat of C2)</b> Andrew Biebl CFP: 1.5 hrs M100D (Mezzanine Level)	<b>I3. Minnesota Tax Update</b> Caroline Balfour Dale Busacker CFP: 1.5 hrs L100 (Lower Level)	<b>I4. Consuming Content on Tablets, Smartphones and Netbooks</b> Thomas Stephens M100B (Mezzanine Level)	<b>I5. Tax Research: Getting More Bang for Your Buck</b> Milla Austin M101 (Mezzanine Level) Sponsored by CCH, a Wolters Kluwer business
12 – 1					
LUNCH, EXHIBITS					
1 – 2:15	<b>J1. It's a Matter of Trust: 10 Reasons Why Trusts Must Be a Part of Your Client's Estate, Tax and Financial Plan</b> Martin Finn CFP: 1.5 hrs L100 (Lower Level)	<b>J2. Fighting the IRS Collections Battle</b> Robert Thelen CFP: 1.5 hrs M100B (Mezzanine Level)	<b>J3. Employee Stock Ownership Plans: Why, How and When</b> Stephen Eide Steven Nelson Sarah Niklaus Gengenbach CFP: 1.5 hrs M101 (Mezzanine Level)	<b>J4. Cloud Computing</b> Thomas Stephens M100D (Mezzanine Level)	<b>J5. Retirement Plans for Today's Small Businesses</b> Ryan Brockhouse Jon Ross CFP: 1.5 hrs 101 (Street Level) Sponsored by ADP
2:15 – 2:45					
REFRESHMENT BREAK, EXHIBITS					
2:45 – 4	<b>K1. Top 10 Senior Mistakes</b> Martin Finn CFP: 1.5 hrs M100D (Mezzanine Level)	<b>K2. Ethics and Tax: A Bridge Over Troubled Waters</b> Charles Selcer L100 (Lower Level)	<b>K3. Minnesota Tax Update (Repeat of I3)</b> Caroline Balfour Dale Busacker CFP: 1.5 hrs 101 (Street Level)	<b>K4. Tech Update 2011</b> Thomas Stephens M100B (Mezzanine Level)	<b>K5. Empowering Firm Productivity With Software Technology</b> Jarred Freiberg M101 (Mezzanine Level) Sponsored by Office Tools Professional
4:10 – 5	<b>L1. Your X Factor: Energy Is Everything</b> Brandon Johnson, positive energy guy 101 (Street Level)				
5 – 5:15					
DOOR PRIZE DRAWINGS					



**ARE YOU READY**

**FOR THE CLOUD?**

*"FHI helped us realize the extensive benefits of utilizing a cloud strategy for our business. Our NetSuite solution will streamline our business operations from lead to cash, enabling us to enhance our customer centric focus."*

*- Managing Partner, Minneapolis CPA Firm*

---

**FORWARD HINDSIGHT CAN EVALUATE IF YOUR ORGANIZATION IS READY FOR CLOUD COMPUTING.**

A Preferred NetSuite partner  **NETSUITE**

Contact Forward Hindsight today for an introduction to the CLOUD.

**ForwardHindsight.com | 612-751-7739**



# The **POWER** of the **MNCPA PAC**

## You have the **POWER** to make a difference for the CPA profession.

The Minnesota Society of CPAs advocates year round to ensure the voice of the CPA profession is heard by state government.

The MNCPA Political Action Committee is nonpartisan and allows us to support legislators who are friends of the profession and leaders of their party. It offers additional opportunities to interact with legislators, strengthening existing relationships and raising the visibility and credibility of the CPA profession in the political arena.

### Invest today

To make a contribution while at this year's Tax Conference, complete this form and return to the registration desk on the mezzanine level. Contributions can also be made online at [www.mncpa.org/pac](http://www.mncpa.org/pac).

The success of the PAC is only possible because of individual support and contributions from MNCPA members. It has allowed us to have an influence on professional issues such as:

- Preventing a tax on professional services
- Pursuing additional tort reform
- Conforming to federal tax laws
- Allowing all counties the option to bid their audits

CPAs who join together by contributing to the MNCPA PAC can accomplish more than any individual making a single contribution to any one candidate.



### MNCPA Political Action Committee

Minnesota law prohibits us from accepting corporate checks and only allows **PERSONAL** checks or **PERSONAL** credit cards.

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Amount of contribution enclosed \$ \_\_\_\_\_

Check (Please make payable to: MNCPA PAC)

VISA  MasterCard  Discover  American Express

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

# Prizes and Giveaways

## ADP

*Preferred Payroll Service Provider of the MNCPA*

Booth: 106

Giveaways: Rulers

## BNA

Booth: 207

Giveaways: Gift card

Drawings: Pens, notepads, keychains

## Carlson Capital Management

*Bronze Sponsor*

Booth: 3

Drawings: iPad2

## CCH, a Wolters Kluwer business

Booth: 9 & 204 (at both locations)

Giveaways: Pens, key chain flashlights, care kits

Drawings: \$50 American Express gift card

## Emochila, Inc.

Booth: 213

Drawings: Free website design

## Experis (formerly Jefferson Wells)

Booth: 113

Giveaways: Highlighters, USB hubs, coozies, etc.

Drawings: Ultra 8GB HD Video Flip camera

## Forward Hindsight

*Bronze Sponsor*

Booth: 111

Giveaways: Post-its, pens

Drawings: \$200 gift card

## Foster Klima & Company, LLC

Booth: 121

Drawings: Apple product

## H. Robert Anderson & Associates, Inc.

Booth: 219

Giveaways: Rulers, highlighters, pencils

## Hunter Hamilton Finance & Accounting

*Lanyard Sponsor*

Booth: 117

Giveaways: Candy bars

Drawings: Kindle

## InterceptEFT

Booth: 119

Giveaways: Pens

## M&E Cost Segregation

Booth: 209

Giveaways: Notepads, tape measures

Drawings: \$100 gift card

## Marsh U.S. Consumer

*MNCPA Endorsed Insurance Provider*

Booth: 110

Giveaways: Notepads, highlighters

Drawings: MP3 player earbuds

## Microsoft Corporation

Booth: 122

Drawings: Xbox 360/Kinect

## MN Dept. of Natural Resources – Nongame Wildlife Program

Booth: 100-102

Giveaways: Posters

Drawings: Book

## Minnesota Society of CPAs

Booth: 107-109

Giveaways: T-shirts, logo items

Drawings: Unlock a prize box and win!

## Minnesota Society of CPAs – Custom Education

Booth: 1

Giveaways: Wine accessories

## Morgan Stanley Smith Barney – The Ament Group

Booth: 215

Giveaways: Various logoed items

Drawings: Core Power yoga gift certificate

## Newgate Education Center

Booth: 5

Drawings: (2) \$25 gas cards

## Payroll Control Systems

Booth: 200

Giveaways: Highlighters, pens

Drawings: Best Buy gift card

## Pioneer SecureShred

Booth: 205

Giveaways: Pens, leatherette cellphone holders

Drawings: \$75 Target gift certificates

## ProfitSee Inc.

Booth: 123

Drawings: Bose Headset, 6 copies of "How  
Capitalism Saved America"

## Robert Half

*Silver Sponsor*

Booth: 104

Giveaways: Pens and salary guides

Drawings: iPod Nano

## Sauk Rapids Tax Solutions

Booth: 12

Giveaways: Pens

Drawings: Two eTaxsuite subscriptions

## Science Museum of Minnesota – Computer Education Center

Booth: 4

Giveaways: Paperclips

## ShareFile

Booth: 116

Giveaways: Koozies

## Shred Right

Booth: 218

Giveaways: Post-it notes

Drawings: Fall gift basket

## Signature Bank

Booth: 118

Giveaways: Pens, apples, chocolates

Drawings: Signature Bank pullover

## Sit Mutual Funds

Booth: 206

Giveaways: Pens, hand sanitizers

Drawings: Briefcase and book

## Tax Materials, Inc. –

## Publishers of TheTaxBook!

Booth: 216

Giveaways: Client tax tools, scratch pads

Drawings: Five subscriptions to TheTaxLibrary  
WebPortal Plus

## TaxWorks by Redgear

Booth: 217

Giveaways: Pens, demo disk, tax reference  
guides

Drawings: (2) \$25 American Express gift cards

## Thomson Reuters

Booth: 210

Giveaways: Tote bags

## Thomson Reuters Tax & Accounting

Booth: 211-212

Giveaways: Pens, water bottles

Drawings: \$200 American Express gift card

## University of Minnesota-MBT

Booth: 8

Giveaways: Highlighters

Drawings: \$75 gift certificate

**Value Consulting Group**  
Booth: 126  
Drawings: Pens, luggage tags

**Wiredoc.com**  
Booth: 11  
Giveaways: Sticky notes  
Drawings: (2) \$50 Punch Pizza gift certificates

## Conference Door Prizes

Several great prizes are being given away at 5 p.m. on Tuesday, Nov. 15, immediately following Brandon Johnson's closing keynote, "Your X Factor: Energy Is Everything." You must be present to win.

### Prizes

- (1) NOOK Color e-reader and \$50 gift card
- (1) Pair of tickets to the Minnesota Vikings vs. Chicago Bears game on Jan. 1, 2012, at Mall of America Field
- (1) Hilton Minneapolis gift certificate for a one night weekend stay with breakfast for two (*compliments of Hilton Minneapolis, preferred hotel for 2011 MNCPA Tax Conference*)
- (1) \$100 Target gift card
- (1) \$100 Best Buy gift card
- (3) \$25 Caribou Coffee gift card

### How to Enter

To be eligible to win one of the conference door prizes, bring your door prize drawing ticket (or business card) to the MNCPA booth located on the lower level by 2:45 p.m. on Tuesday, Nov. 15. Only one entry per person, please.



**The beans can't touch the meatloaf.**

What do meticulous eating habits have to do with banking? Nothing. And everything. Because we know he's meticulous about everything in his life, especially his business. At Fidelity Bank we go way beyond credit scores and spreadsheets. Our customers benefit from long-term relationships with bankers who have an in-depth knowledge of their businesses and business banking. That Intellectual Capital™ translates to quicker reactions to business needs, anticipating issues and providing creative financial solutions. [www.fidelitybankmn.com](http://www.fidelitybankmn.com)

**Fidelity BANK**  
It's the Intellectual Capital.™

Member FDIC ©2009 Fidelity Bank. All rights reserved.

## Grow Your Business with OTT, Inc. and Microsoft Dynamics GP



your trusted business solutions partner.™

**OTT, Inc. an award winning Microsoft Partner, is your choice for integrated accounting, relationship management, and IT solutions and services. With multiple Microsoft and professional certifications, our team has the experience to deliver technology solutions that will optimize your business processes now and into the future.**

### Take advantage of the 'Give Me 5' promotion today

Maximize your profitability, drive growth, gain confidence in decision making throughout your organization with Microsoft Dynamics GP. It is easier and more affordable than you think! OTT, Inc. is excited to provide the opportunity of the 'Give Me 5' Promotion; allowing up to an 85% discount on 5-users of qualifying Microsoft Dynamics GP.

### CONTACT US!

2675 Long Lake Road  
Saint Paul, MN 55113

t. 651.262.2600  
f. 651.262.2601

info@OTT-Inc.com  
www.OTT-Inc.com



## Staff Tax Training

### Foundational education for your firm.

Ensure that your new and less experienced staff members are ready for the upcoming tax season with these in-depth training courses.

### Hands-on Tax Return Workshop — S Corporations (Form 1120S)

Staff will quickly get up to speed in common areas of S Corporation taxation and prepare Form 1120S in class using a complex trial balance common to most S Corporation income tax returns.

Date	Code	Location	Credits	Fees
Dec. 5	HOWS	MNCPA, Bloomington	8 CPE	309/269

### Hands-on Tax Return Workshop — Partnerships and LLCs (Form 1065)

Staff will receive hands-on experience preparing Form 1065 using a complex trial balance common to most partnership, LLP and LLC income tax returns, exploring the differences between these entity options.

Date	Code	Location	Credits	Fees
Dec. 6	HOWP	MNCPA, Bloomington	8 CPE	309/269

### Fundamentals of Taxation 2011 — Staff Tax Training

Staff will enhance client service by learning the fundamentals of taxation. Attendees will reinforce common concepts, examine advanced tax principles, and understand their application in real client service situations.

Date	Code	Location	Credits	Fees
Dec. 15-16	FTSTT	MNCPA, Bloomington	16 CPE	469/389



### Preparing Individual Tax Returns for New Staff and Paraprofessionals

Staff will learn to prepare a complicated federal individual income tax return while exploring key concepts such as filing status, exemptions, taxable and tax-exempt interest, capital gains transactions and more.

Date	Code	Location	Credits	Fees
Jan. 17	PITR	MNCPA, Bloomington	8 CPE	309/269

### Preparing C Corporation Tax Returns for New Staff and Paraprofessionals

Staff will gain practical guidance on preparing a complicated federal corporate income tax return, examining critical tax areas affecting all business entities.

Date	Code	Location	Credits	Fees
Jan. 18	PCTR	MNCPA, Bloomington	8 CPE	309/269

### AICPA's 1040 Tax Return Workshop

Staff will explore the latest real-world tax return insights and learn how to apply the latest tax changes to federal income tax returns. Attendees will address frequently used concepts and come away with a wealth of tax planning strategies and tips.

Date	Code	Location	Credits	Fees
Jan. 19-20	IITW	MNCPA, Bloomington	16 CPE	499/419*

\*AICPA members save \$60.

**Don't wait — register your staff members at [www.mncpa.org/cpe](http://www.mncpa.org/cpe).**



## Biebl and Ranweiler's Tax Advisors Update

Don't miss the MNCPA's most popular annual seminar. Leading tax experts Andy Biebl and Bob Ranweiler guide you through real-world interpretations of 2011 tax developments, so you can advise clients wisely and be well-prepared for tax season.

Date	City	Code	Instructor
Nov. 28, 2011	Oakdale, MN	PTU2	Bob Ranweiler
Dec. 2, 2011	St. Cloud, MN	ZZPTU	Andy Biebl
Dec. 8, 2011	Duluth, MN	ZDPTU	Andy Biebl
Dec. 9, 2011	Alexandria, MN	XCMPTU	Andy Biebl
Jan. 9, 2012	St. Paul, MN	PTU3	Bob Ranweiler

Register online at [www.mncpa.org/taxupdate](http://www.mncpa.org/taxupdate).

## Creative Estate Planning featuring Randy Roth

Deliver peace of mind and help your clients shield their assets with this innovative seminar. Explore timely, practical strategies to minimize estate taxes and protect assets from unnecessary exposure to creditors.

**Code:** CWP  
**Date:** Dec. 16, 2011  
**Location:** MNCPA, Bloomington  
**Credits:** 8 CPE, 8 CFP®, 6.5 CLE  
**Fees:** \$439 nonmember / \$399 member

Register today at [www.mncpa.org/cpe/cwp](http://www.mncpa.org/cpe/cwp).

## On-site training just makes sense. See for yourself at booth #1.



Whether it's a tax update, ethics course or another topic, you can bring any of our seminars to your office and get everyone on the same page.

### MNCPA on-site training just makes sense:

- Cut travel costs and save money
- Train your staff as a team
- Reduce your employees' time away from the office
- Accommodate your schedule
- Tailor content to meet your specific educational needs
- Discuss proprietary information without competitors present
- Offer employees CPE approved by the Minnesota Board of Accountancy

Contact Kate Cooper at 952-885-5508 or [kcooper@mncpa.org](mailto:kcooper@mncpa.org) to learn more about affordable on-site training.

[www.mncpa.org/onsite](http://www.mncpa.org/onsite)

*Build leaders and strengthen your bottom line with MNCPA on-site training.*



THE CCM INTEGRATED  
WEALTH ADVISORY TEAM 2011



**CARLSON**  
CAPITAL MANAGEMENT

*Experience. Expertise. Care.*

BLOOMINGTON  
HASTINGS  
NORTHFIELD  
ROCHESTER

[www.carlsoncap.com](http://www.carlsoncap.com)  
507.645.8887

For 25 years, CARLSON CAPITAL MANAGEMENT (CCM) has been a trusted advisor for clients seeking comprehensive management of their financial lives. At CCM, we surround our clients by a team committed to understanding their unique circumstances and goals. Clients can expect fully *integrated planning* that coordinates all facets of their financial needs; a disciplined, diversified, tax-efficient investment strategy; a demonstrated commitment to the highest fiduciary standards; and an independent fee-based structure ensuring objectivity and integrity.

Investments ■ Retirement Planning ■ Estate Planning ■ Insurance ■ Philanthropic Planning

*...which can be fully integrated with the expert tax advice you provide your clients.*

CONTACT US TODAY at 507.645.8887 or [info@carlsoncap.com](mailto:info@carlsoncap.com)

Visit us at the MNCPA Conference at Booth #3 on the Mezzanine Level and register for a chance to win a free iPad2.

## Smart, Efficient Electronic Payment Services

InterceptEFT provides convenient, cost-effective electronic payroll processing services for your business.

We offer:

- Quicker access to notifications and data
- Competitive pricing
- Safe, secure transactions

InterceptEFT will streamline your process so you can accomplish **more** and **stressless**.

**Learn More**

- (800) 378-3328
- [www.intercepteft.com](http://www.intercepteft.com)

## Your Complete Electronic Transactions Provider

- ▶ **Direct Deposit**
- ▶ **Tax Impound & Payment**
- ▶ **Credit Card Processing**
- ▶ **Email & Text Notifications**
- ▶ **Instant Report Access**
- ▶ **Revenue Opportunities**
- ▶ **Billing**



*Intercept* EFT™  
accomplish**more**. stress**less**.

# MNCPA resources and reminders for the eXceptional CPA

## eXpedite the renewal process

### Renew your CPA certificate online

Not sure if it's time to renew? If you fall into either of these categories, you must renew by Dec. 31, 2011:

1. CPAs with last names beginning with letters I through P.
2. CPAs who received their initial Minnesota certificate any time in 2011.

Renewing online is faster and reduces risk of error.

**Stop by the MNCPA booth for complete information about certificate renewal and CPE reporting.**

[www.mncpa.org/renewal](http://www.mncpa.org/renewal)

## eXplore the latest tax developments

### Tax podcasts for busy CPAs

These 20-minute podcasts created by nationally-known experts Lynn Nichols and Edward Zollars will help you stay up-to-date on federal tax developments and evolving tax laws so you can give your clients outstanding service.

**Stop by the MNCPA booth for more information.**

[www.mncpa.org/taxpodcasts](http://www.mncpa.org/taxpodcasts)

## eXpand your resources

### Access CCH Online Research

It's impossible to have all the answers, regardless of how long you've been in practice. MNCPA's partnership with CCH gives members access to over 19 CCH online journals and newsletters in order to supplement your research library. Search using keywords or citations or log in daily to see the latest tax news on:

- Federal tax
- State tax
- International tax
- Financial & estate planning
- Special entity

**Stop by the MNCPA booth to pick up a copy of the *Journal of Passthrough Entities*.**

[www.mncpa.org/cch](http://www.mncpa.org/cch)

## eXemplify the importance of hiring a CPA

### 'Why Hire a CPA' brochures back for tax season

Back by popular demand is our one-page marketing piece that firms with MNCPA members can give to current and prospective clients, explaining the value CPAs bring to tax preparation.

**Stop by the MNCPA booth to pick up a stack of brochures.**

## X marks the winner

### Win a Tax11 T-shirt

Don't forget to stop by the MNCPA booth to check out which design was voted the official T-shirt of Tax11.

**Find an X marks the spot card throughout the conference and stop at the booth to pick up your free Tax11 T-shirt.**

Visit the MNCPA Booth 107-109 on the lower level for more information.



**See us at  
Booth 110!**

## **Rest Assured** with MNCPA-sponsored Insurance Plans

### **First-Class Coverage Negotiated Exclusively For MNCPA Members**

Whether you need term life coverage to help protect your family ... a solid disability program to help protect your income ... or long-term care coverage to help protect your quality of life, MNCPA-sponsored Insurance Plans are a smart financial safety net—*that are NOT tied to any firm or employee benefit program.*

### **Insurance Protection You Can Trust—**

For more information, call **1-800-328-4671 (ext. 7653)** to speak to Jenny Hedtko about your plan options, or visit [www.mncpa-insurance.com](http://www.mncpa-insurance.com) for your free, no-obligation information packet including costs, eligibility, renewability, exclusions, limitations and terms of coverage. No insurance agent will call.



AR Ins. Lic. #245544, CA Ins. Lic. #0633005  
d/b/a in CA Seabury & Smith Insurance Program Management

Plans may vary and may not be available in all states.  
50547 ©Seabury & Smith, Inc. 2011

### **MNCPA-sponsored Insurance Plans include:**

- Disability Income Insurance Plan
- Annual Renewable Group Term Life Insurance
- Employment Practices Liability Insurance
- Healthcare Coverage
- Senior Group Term Life Insurance
- Accountants Professional Liability Insurance
- Business Owners Insurance
- 10- or 20-Year Group Level Term Life Insurance
- Auto/Home Insurance Program