



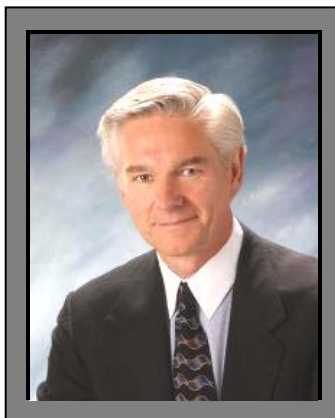
GARY ZEUNE & ASSOCIATES

Training, Writing and Consulting in:
 Fraud, Theft and Abuse
 Audit Standards and Failures
 Leadership Skills and Strategies
 Strategic Profitability Strategies

10356 Wellington Blvd Suite D
 Powell, OH 43065
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 gzfraud@bigfoot.com
 www.TheProsAndTheCons.com

2009 Professional Education Courses

All courses are now available in 4 or 8 hours. You decide.



Garv Zeune, CPA

NEW	AA	YB	Auditing: The 50 Biggest Risks NOT in Your 2009 Checklist
NEW	AA	YB	Auditing: The 10 Scariest Cases You've Ever Seen
NEW	AA		Accountants Guide to Protecting Your Firm and Clients from the 20 Latest Scams and Rip-offs
NEW	MGT		Business Strategies: 13 NEW Techniques You Need to Know for 2009+2010
NEW	AA		Fraud: 15 NEW Cases You Need to Know for 2009 Financial Statements
UPDATED	AA	YB	Auditing Standards: New & Review for 2009 Financial Statements
UPDATED	AA		Accountants Guide to Detecting and Preventing Internal Fraud, Theft and Abuse
UPDATED	AA	YB	Accountants Guide to Fraud and Abuse in Government and Non-profits
UPDATED	MGT		Controller to CFO: 11 Skills to Make the Trip



NEW AA Accountants Guide to Why Good Clients Do Bad Things

Fred Shapiro, JD, MBA, former attorney who committed the then largest mortgage fraud in the history of Philadelphia

AA	YB	Auditing: Ex-con Shares 14 Fraudulent Financial Reporting Techniques
AA		Ex-con Mark Morze Teaches Fraud Detection and Prevention



Mark Morze

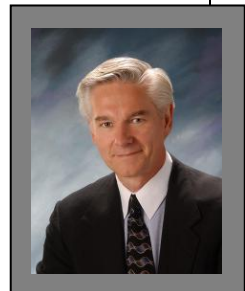


UPDATED	BLaw	Accountants Guide to Practical Business Law for 2009+2010
UPDATED	BLaw	Accountants Guide to Email, Record Retention, Destruction & Security for 2009+2010
Ben Wright, Esq.		

NEW

76% of my newsletter
replies asked for a
course on scams.

TITLE	Accountants Guide to Protecting Your Firm and Clients from the 20 Latest Scams and Rip-offs
SUBTITLE	Many scams result in materially misstated financial statements. Can you spot them?
AUDIENCE	Any CPA who doesn't want to get taken or work for a company that scams customers.
OBJECTIVE	Recognize, avoid, recover and prevent new scams.
LEARN	<p>Some of the things you'll learn:</p> <ol style="list-style-type: none">1. The most current scams2. How to spot a predator3. Scam-busting techniques4. What to do if you're a victim5. Fleecing Grandma and Grandpa6. Real estate and mortgage fraud7. Cyberscams: phishing, vishing, pharming, social engineering, war driving, and key loggers8. How companies use eBay to scam customers9. Health and fitness industry scams10. Medical industry scams from physicians to healthcare providers11. Purchasing scams and how to detect them12. Identity theft and scams13. Ponzi and affinity schemes, and other investment scams14. How car dealers cheat customers in sales and service15. How companies use credit card scams to boost revenue16. College scholarship scams17. How travel companies scam customers18. 419 scams19. Don't give your hard earned money to a charity scam20. How a \$15 gadget can take down your firm or company
BONUS	Subscribe to Gary's electronic newsletter
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Advanced
ACRONYM	Scams
FOR	Auditors, clients, CFEs, controllers, CFOs
AREA	A&A
PREREQ	None
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	May 1, 2009
IN-HOUSE	We customize our presentations for in-house or conference presentations



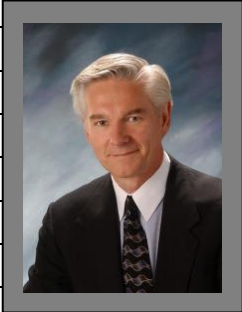
NEW

Your course caused the "light to go on". Audits have been narrowly focused on fraud risks. It's obvious that "risk" for financial statements is much broader than fraud. This will help us avoid getting blindsided by non-fraud risks.....Jerry Weikel, Oklahoma CPA

TITLE	Auditing: The 50 Biggest Risks NOT in Your 2009 Checklist
SUBTITLE	Can you list at least 5 legal/economic/regulatory/disruptive/systems risks for every client or your company?
AUDIENCE	Every CPA/auditor/controller/CFO because every entity faces new risks every year
OBJECTIVE	Learn the risks facing all entities (private companies, gov't entities, non-profits) to comply with the Risk Assessment Standards
LEARN	<p>Here are some of the 50 risks in more than a dozen industries, including: Non-profits, Government, Banking, Real estate, Restaurants, Lodging, Transportation, Pharmaceutical, Recreation, Construction, Print Media and Telecommunications.....</p> <p>Legal risks.....</p> <ol style="list-style-type: none">1. How one state Attorney General is forcing an entire industry to shut down2. How the new rules that are straining non-profit adoption agencies3. A court ruling that threatens 1.2 million small business people4. A controller got a 5 year prison sentence for accounting for illegal activity <p>Economic risks.....</p> <ol style="list-style-type: none">5. The two risks affecting EVERY entity in the U.S.6. Get the 'leading' indicators of risk and where to find them7. The risk new hires are exposing you to and you don't even know it8. Do you know what 3000 small businesses closed <p>Regulatory risks.....</p> <ol style="list-style-type: none">9. The new regulatory risk for non-profits and charities10. New rules for doctors, medical and healthcare companies11. The risk that caused an owner to say, "It will completely destroy our business."12. New EPA rules that threaten thousands of small businesses <p>Disruptive technology risks.....</p> <ol style="list-style-type: none">13. The risk when a boom turns out to be a bubble14. What new technology threatens a 500 year-old industry <p>Systems risks.....</p> <ol style="list-style-type: none">15. How one company's compensation system caused theft16. Learn the one place to look to see if your client has evaluated risks that will affect your work17. How accounting and other work is done creates risk18. How just one new hire took down the largest company of its kind in the U.S.
BONUS	Subscribe to Gary's Risk Update newsletter
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Advanced
ACRONYM	Risk09
FOR	Auditors, clients, CFEs, controllers, CFOs
AREA	A&A
PREREQ	None
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	½-day available Sept 1, 2008 and full-day available January 1, 2009
IN-HOUSE	We customize our presentations for in-house or conference presentations

Qualifies for Yellow Book

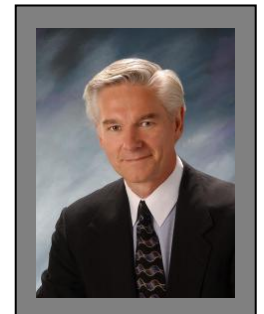
AVAILABILITY
A number of CPAs have asked for this course for 2008 audits. I'll have a ½-day version by Sept. 1 as an addition to a current trip. The full-day class will be available January 1.



NEW

Qualifies for
24 and 80 Hour Yellow
Book Requirement

TITLE	Auditing: The 10 Scariest Cases You've Ever Seen
SUBTITLE	10 cases that took down firms and resulted in new auditing standards
AUDIENCE	90% auditors
OBJECTIVE	Learn how to spot career-ending audit failures BEFORE they happen
LEARN	<p>These 10 cases changed the profession....</p> <ol style="list-style-type: none">1. Client sold more rooms than they had causing a firm to collapse2. 86% of the revenue was fake and no one caught it3. The partner who helped the client cook the books4. The firm made a LOT money installing systems, then missed the fraud in the system5. One simple disclosure to the client allowed a \$500 million fraud6. Undetected fake warehouses leads to major change7. This partner went to the can8. The client faked 40% of assets with one piece of paper, and may take the firm down9. When the inventory count doesn't make sense10. How one company swept up it's profits <p>The cases cover critical audit topics.....</p> <ol style="list-style-type: none">1. Client pressure on auditors2. Confirmation procedures3. Identification of management assertions4. Limitations of audit evidence5. Audit scope limitations6. Auditing sales and returns7. Revenue recognition8. Inventory observation
BONUS	Subscribe to Gary's Risk Update newsletter
HOURS	4 or 8 (Maryland data base has only 8)
LEVEL	Advanced
ACRONYM	10Cases
FOR	Auditors, clients, CFEs, controllers, CFOs
AREA	A&A
PREREQ	None
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	May 1, 2009
IN-HOUSE	We customize our presentations for in-house or conference presentations

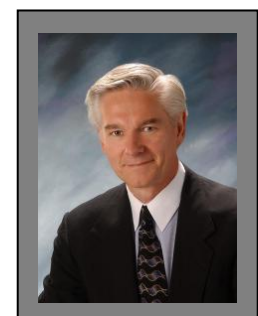


Updated

**Qualifies for
24 and 80 Hour Yellow
Book Requirement**

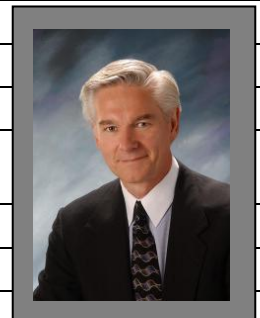
TITLE	Auditing Standards: New & Review for 2009 Financial Statements
SUBTITLE	Get the latest up-to-date methods to comply, including the Risk Assessment Standards
AUDIENCE	90% practitioners
OBJECTIVE	Learn how to comply with constantly changing auditing standards and be efficient at the same time.
LEARN	<p>Here are just some of things you'll learn to protect yourself, do better audits, retain your clients, and boost profitability.....</p> <ol style="list-style-type: none">1. Latest techniques to comply with SAS 1 – 103 and the most recently issued and proposed standard including SAS 112 to 114 to avoid peer review deficiencies and malpractice liability including..... 54 (Illegal Acts), 56 (Analytical Procedures), 45 (Related Parties), 59 (Going Concern), 67 (Confirmations), SAS 99 (Fraud), 102 (Should + Must), 103 (Documentation) and others2. AICPA audit quality centers, statements of position, practice aids, technical bulletins3. Actual cases of auditors failing to comply with standards including.....<ul style="list-style-type: none">▪ Losing independence and violating ethics requirements▪ Failing to understand the entity, its environment and internal controls▪ Losing control of the confirmation process▪ Ignoring significant risks and failing to modify the audit program▪ Failure to properly audit related party transactions▪ Failure to audit management assertions▪ Failure to understand material transactions are NOT just a percent or amount
SPECIAL	Video of a partner explaining why violated too many auditing and independence standards to count
BONUS	Subscribe to Gary's FREE electronic newsletter on Fraud
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Advanced
ACRONYM	ANR
FOR	Auditors, clients, CFEs, controllers, CFOs
AREA	A&A Update
PREREQ	10 years CPA
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	Now
IN-HOUSE	We customize our presentations for in-house or conference presentations

**Questions??? Contact Gary at
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NEW

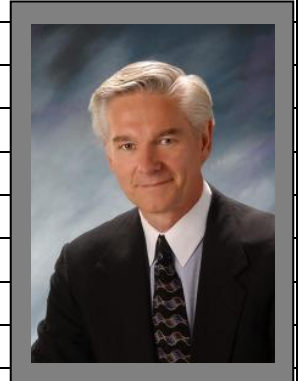
TITLE	Business Strategies: 13 NEW Techniques You Need to Know for 2009+2010
SUBTITLE	Your customers don't judge you in a vacuum. They judge you against your competitors. Are you ready to compete?
AUDIENCE	75% industry and 25% practitioners
OBJECTIVE	Many hats. One person. CPAs are rapidly evolving into leaders where 1/3 of the job is technical accounting knowledge and 2/3 is leadership skills that weren't on the CPA exam.
LEARN	<ol style="list-style-type: none"> 1. How the most successful companies use customer gripes to make more money 2. How to sell your unused ideas and make money 3. What the top 5 business gurus say you need to do NOW 4. How a company lost millions apologizing to customers, 23 cents at a time 5. A trusted employee filled out one form incorrectly, which cost the company \$40 million 6. Three strategies to get customers to say "Yes" and buy from you 7. What you can learn about inventory management and cost control from libraries 8. Want to boost your bottom line, learn why the best customer service is no customer service (it's not what you think) 9. 4 high value, common sense, quick read business books to pack for a trip vacation 10. 7 tips to make forecasting more effective 11. 6 innovative compensation and work structures to maximize employee productivity 12. 2 ways companies are controlling health care cost without reducing benefits 13. Customers are demanding mass customization of products and services....are you ready
BONUS	Subscribe to Gary's strategy newsletter
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Update
ACRONYM	BS09
FOR	Senior management including controllers, CFOs, CEOs, HR professionals, treasurers, and consultants to senior management
AREA	Mgt
PREREQ	None
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	May 1, 2009
IN-HOUSE	We customize our presentations for in-house or conference presentations



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NEW

TITLE	Fraud: 15 NEW Cases You Need to Know for 2009 Financial Statements
SUBTITLE	Protect yourself, and your firm or company from constantly evolving fraud techniques
AUDIENCE	Historically — 50% members in industry and 50% practitioners
OBJECTIVE	No matter what the environment, people who commit fraud, theft, embezzle, or enter into kick-back and corruption schemes are thinking of ways to fool you. Stay up-to-date on their newest techniques.
LEARN	<ol style="list-style-type: none">1. Why and how the CEO of a famous actor's charity stole contributions2. Inside the FDIC at a bank failure3. 2 firms settle accounting fraud cases for \$400+ million4. New frauds in Medicare and Medicaid managed care5. 3 donors suing for fraudulent use of donations6. New medical regulations that drive illegal financial statements7. Priests gone bad: Theft from the pulpit8. How public, online and charter schools manipulate the numbers to obtain illegal funding9. CEO in prison for \$100 million fraud, company allowed to stay in business10. Why a small business controller is spending 5 years in prison11. Campaign treasurers who stole from their candidates12. Detecting and preventing government procurement fraud13. What CPAs can learn from Amtrak14. 30,000 Medicaid providers cheating IRS15. Jury says CFO accounting was WRONG costing him \$4 million
SPECIAL	Video clips of actual frauds
BONUS	Subscribe to Gary's Fraud newsletter
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Update
ACRONYM	F09
FOR	Public practitioners, Controllers, CFOs, CEOs, business owners
AREA	A&A
PREREQ	10 Years Auditing
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	May 1, 2009
IN-HOUSE	We customize our presentations for in-house or conference presentations

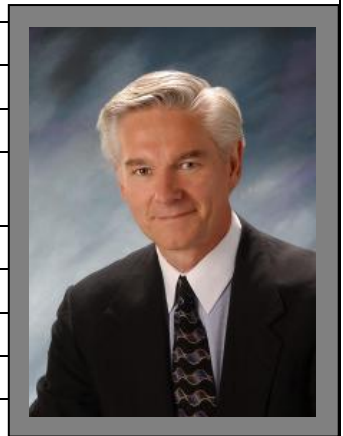


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Contact Gary at 614-761-8911 or gzfraud@bigfoot.com.

Updated

**Qualifies for
24 and 80 Hour
Yellow Book**

TITLE	Accountants Guide to Fraud and Abuse in Government and Non-Profits
SUBTITLE	Auditors are at greater risk if they miss fraud and abuse in government and non-profits than corporations
AUDIENCE	75% practitioners and 25% non-practitioners
OBJECTIVE	Using current actual cases, find out why government and non-profits have a higher risk of fraud and abuse, how to detect and prevent it, and protect yourself.
LEARN	<p>Fraud and abuse in and on non-profits:</p> <ul style="list-style-type: none">▪ Types of NPOs at risk of fraud and abuse▪ Types of and who commits fraud and abuse against NPOs▪ Comprehensive model for controlling fraud and abuse in NPOs▪ Purchasing and disbursement schemes▪ Preventing fraud and abuse through sound HR and administrative policies▪ Management and board responsibilities and liabilities <p>Fraud and abuse in and on government entities:</p> <ul style="list-style-type: none">▪ The special nature of government fraud and abuse▪ Corruption and funding of public bodies▪ Computer systems. . . . the loose cannon of government fraud and abuse▪ Key revenue and expenditure manipulations, risks, detection and controls▪ Risks and controls over benefits, claims, grants and rebates▪ Fraud and abuse committed ON the government entity
SPECIAL	Video tape of government and non-profit executives and employees committing fraud and abuse
BONUS	Subscribe to Gary's electronic newsletter
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Intermediate
ACRONYM	FAGNP
FOR	Public practitioners, financial managers, Controllers, CFOs, executive directors
AREA	A&A and Yellow Book Update
PREREQ	None
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	Now
IN-HOUSE	We customize our presentations for in-house or conference presentations

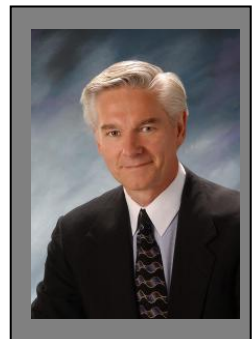


All speakers are available for conference and in-house presentations.

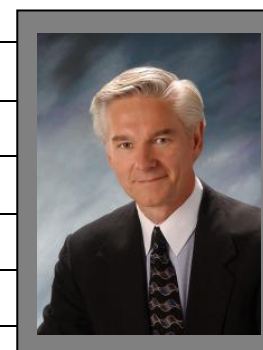
Updated

TITLE	Accountants Guide to Detecting and Preventing Internal Fraud, Theft and Abuse
SUBTITLE	Don't work hard just to have employees run off with your money
AUDIENCE	75% industry
OBJECTIVE	Fraud, abuse and theft are the primary cause of 50% of all business failures. Using real live cases learn the techniques employees and managers use to defraud and cheat your company.
LEARN	Private companies lose an average of \$200,000 per theft, translating to 6% of revenue or \$9 per day per employee. Topics Gary will cover..... <ul style="list-style-type: none">▪ Just because you made a sale doesn't mean the cash went in the drawer▪ Do you know who your highest paid employees are (hint: this is a fraud course)▪ How employees steal money from your checking account (and a simple way to protect it)▪ How employees collude with vendors and customers to steal you blind▪ See how easy it is to steal inventory and other goods▪ Find out why corruption is soooooo hard to detect, and how to do it▪ Kickback and bid-rigging schemes aren't on the books, so what can you do▪ Don't let employee bribery and conflicts of interest harm your bottom line▪ How employees manipulate non-financial measurements to steal from you
SPECIAL	Watch video of ex-cons explain their frauds, thefts and abuses
BONUS	Subscribe to Gary's electronic newsletter on Fraud
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Advanced
ACRONYM	IFTA
FOR	Controllers, CFOs, CEOs, business owners, department managers, loss prevention specialists, HR professionals, investigators
AREA	A&A
PREREQ	10 years CPA
INSTRUCTOR	Gary D. Zeune, CPA
AVAILABLE	Now
IN-HOUSE	We customize our presentations for in-house or conference presentations

Questions??? Contact Gary at
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TITLE	Controller to CFO: 11 Skills to Make the Trip	UPDATED
SUBTITLE	Controllers learn the skills needed to become a world-class small business CFO	
AUDIENCE	Members in Industry	
OBJECTIVE	Transform yourself into to a top-notch CFO	
LEARN	<p>Here's what you'll learn in Gary's Controller to CFO class:</p> <ol style="list-style-type: none"> 1. Why isn't the controller having the desired impact 2. How do you decide if you want to work for someone 3. How to get your staff to understand their impact on the bottom line 4. Situational leadership: how to use different 'styles' to accomplish what needs to get done 5. How to get employees to take bold risk and solve their own problems 6. How to 'brand' yourself to maximize your value 7. How to manage employee conflict, anger and emotions 8. How to cultivate finance talent from bottom to top 9. How to get that open CFO job 10. Learn to get customers, employees, vendors and management to trust you 11. How to use business intelligence to build the bottom line <p>Sample case studies: 100-key adding machines vs. 10-key K-Mart vs. Wal-Mart DVD vs. VHS Cell phones vs. land lines</p>	
SPECIAL	Video of how Southwest Airlines went from startup to industry leader in just 30 short years.	
BONUS	Subscribe to Gary's electronic newsletter on Fraud	
HOURS	4 or 8 (Maryland data base has only 8 hours)	
LEVEL	Advanced	
ACRONYM	CFO	
FOR	Practitioners, controllers, CFOs, CEOs, business owners	
AREA	Management	
PREREQ	None	
INSTRUCTOR	Gary D. Zeune, CPA	
AVAILABLE	Now	
IN-HOUSE	We customize our presentations for in-house or conference presentations	



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“Fred was engrossing and enlightening and very entertaining. The participants were excited about the topic and the presentation was unique. Fred’s class is a good way for tax practitioners to get A&A credit. The response was overwhelmingly positive and we look forward to having him back soon.”

Delaware Society of CPAs, Dana L. Rubenstein, Esq., President/CEO

NEW

TITLE	Accountants Guide to “Why Good Clients Do Bad Things”	
SUBTITLE	Attorney, professor and ex-white-collar criminal Fred Shapiro will teach you what business school can’t.	
AUDIENCE	Attend only if you want to protect yourself from clients and employees.	
OBJECTIVE	Learn how to spot clients that put you at risk.	
LEARN	<p>Fred will explain the 16 “Whys”, “Hows” & “Rushes” of client white-collar crime. Topics include.....</p> <ol style="list-style-type: none"> 1. An attorney’s remarkable journey through the criminal justice system. 2. Anatomy of a White-Collar Crime ©. 3. Personality Profile of a white-collar criminal – the 10 red flags every accountant should know. 4. Why Good Accountants Do Bad Things ©. 5. The Big Five reasons clients and companies do wrong. 6. Where have you gone Arthur Andersen and why did you go? 7. Instant respectyou have it.....don’t lose it. 8. Where financial reporting dangers are buried. 9. You know how to fix things using debits and credits. 10. Small Steps...How common everyday decisions can destroy your career. 11. Why accountants help clients and don’t even know it. 12. The Business of Cheating. 13. Trust.....The best weapon of a deceptive client. 14. Do you have the Professional Courage to say “NO”? 15. What happens if you don’t respect your license? 16. It’s happened to people you know.....Don’t think it can’t happen to you! 	<p>Watch Fred speak. Go to TheProsAndTheCons.com and Click</p> <p>Videos</p>
BONUS	“White-Collar Crime Jeopardy” ©.....a Provocative & Informative Game	
HOURS	4 or 8 (Maryland data base has only 8 hours)	
LEVEL	Advanced	
ACRONYM	Good	
FOR	Controllers, CFOs, CEOs, business owners, department managers, loss prevention professionals, investigators	
AREA	A&A	
PREREQ	None	
INSTRUCTOR	Fred Shapiro, JD, MBA, former attorney who committed the then largest mortgage fraud in the history of Philadelphia	
AVAILABLE	Now	
IN-HOUSE	We customize our presentations for in-house or conference presentations	



Fred.....It certainly was my pleasure to have you speak at our fraud seminar. It was a great success. I received many favorable comments. Your presentation was compelling and the audience responded to your message. I will gladly market you to other colleagues..... **David E. Goss CPA, CIA, CFE, Partner - Fraud and Forensic/Litigation, Beard Miller.**

Watch Mark speak. Go to
TheProsAndTheCons.com
and Click



Qualifies for
24 and 80
Hour Yellow
Book

TITLE	Auditing: Ex-con Shares 14 Fraudulent Financial Reporting Techniques	
SUBTITLE	Mark Morze, CFO of ZZZZ Best Carpet Cleaning, will show you the 14 techniques he used to fool his auditors, and would talk you into violating the new Risk Assessment Standards	
AUDIENCE	85% Practitioners	
OBJECTIVE	Learn how Morze structured explanations, phone calls, bank and receivable confirmations, inventory counts and documents to commit financial reporting fraud.	
LEARN	Morze will show you some of the 10,000 phony documents he created for audit support, the \$7.2 million 'sting' construction job, and non-existent carpet to circumvent the requirements of these Auditing Standards.....	
	SAS #	SAS Title
	1	Training and Proficiency, Independence, Due Professional Care, Inventories, Adherence to GAAP, Subsequent Events
	22	Planning and Supervision
	31	Evidential Matter
	37	Filings Under Federal Securities Statutes
	39	Audit Sampling
	45	Substantive Tests Prior to Balance Sheet Date
	45	Related Parties
	47	Audit Risk and Materiality
	54	Illegal Acts by Clients
	56	Analytical Procedures
	57	Auditing Accounting Estimates
	67	The Confirmation Process
	84	Communications Between Predecessor and Successor Auditors
99	Consideration of Fraud in a Financial Statement Audit	
ETHICS	1 Hour	
SPECIAL	Get 50+ questions that the auditors could have asked to uncover the fraud. But no one did.	
HOURS	4 or 8 (Maryland data base has only 8 hours)	
LEVEL	All	
ACRONYM	Manip	
FOR	Auditors, firm counsel, defense and plaintiff attorneys and regulators	
AREA	A&A and Yellowbook	
PREREQ	10 Year Auditor	
INSTRUCTOR	Mark Morze	
AVAILABLE	Now	
IN-HOUSE	We customize our presentations for in-house or conference presentations	



Watch Mark speak. Go to
TheProsAndTheCons.com and Click

Videos



TITLE	Ex-con Mark Morze Teaches Fraud Detection and Prevention
SUBTITLE	Master white-collar fraudster and former CFO of the ZZZZ Best Carpet Cleaning Company, Mark Morze shows you how to detect, deter, understand, and protect against fraud.
AUDIENCE	75% Public, 25% Private
OBJECTIVE	Professionals will know how to avoid even inadvertent involvement in fraud
LEARN	<ol style="list-style-type: none"> 1. By studying the elements in the perpetrating of real cases, learn how fraud has many more disguises than we knew 2. How a major fraud was detected because of the “color of ink” 3. The legal ramifications, both criminal and civil, of frauds, including those who are inadvertently connected with the fraud 4. The staggering civil costs to those were convicted of nothing 5. How white collar crime has evolved through the past two decades 6. How a single “sales person”, auditor, or lawyer can destroy a company 7. How Sarbanes-Oxley is driving change in non-public companies 8. How “off balance sheet” entities have been misused in sophisticated crimes 9. How are Truth and Reality than Accuracy, and why accountants need to know 10. How to make a “road map” for an ethical corporation 11. “Tools” you can immediately use to spot areas of potential fraud and markers 12. How to not look guilty or incompetent because of a lack of deniability due to the actions of others
ETHICS	1 Hour
SPECIAL	A 14-page article analyzing and predicting the involvement and fines Citi-Group and Morgan Stanley recently paid—written over 3 years ago!
BONUS	Spillovers: Some implications of M. Levin’s “Men in Black” and A. Napolitano’s “Constitutional Chaos” books, and of TV’s CSI shows and their impact on juries
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	All
ACRONYM	EC2
FOR	Public and non-Public CPAs, Lawyers, Executives, Management, Bankers, Sales People, Controllers, Business Owners, Investors
AREA	A&A
PREREQ	None
INSTRUCTOR	Mark L. Morze, who has been rated as the most interesting, entertaining, and informative speaker ever at dozens of venues, including state CPA Societies.
AVAILABLE	Now
IN-HOUSE	We customize our presentations for in-house or conference presentations

UPDATED for Current Issues Affecting CPAs

TITLE	Accountants Guide to Practical Business Law for 2009+2010
SUBTITLE	The latest changes that technology, modern risks and new laws are forcing on accounting practices.
AUDIENCE	Partners, firm counsels, general counsels, business owners, CFOs
OBJECTIVE	A CPA routinely encounters legal questions applicable to either the client or the firm. This course is chock full of tips, best practices and recent developments from a seasoned lawyer.
LEARN	<p>As the business world changes, so do the law and the best measures for staying out of trouble. Do you know the latest traps in business law? Do you know how to use technology to gain advantage and avoid liability?</p> <ul style="list-style-type: none"> ▪ Get the terms you want in negotiations and business relationships ▪ Avoid contract pitfalls ▪ Exploit technology as a tool of negotiation ▪ How to turn records into your allies ▪ Accountants can be held liable for many missteps beyond just malpractice . . . do you know how to protect yourself and your firm? ▪ Understand how computer forensics is changing even the best legal practices ▪ Lessons from recent business scandals ▪ Learn how savvy accountants know when crooks are abusing corporate computer networks ▪ What new expectations does society have for law-abiding executives, enterprises and professional firms? ▪ Tips for procuring software or technology consulting
SPECIAL	Materials contain references and URLs to outside materials for further reading
HOURS	4 or 8 (Maryland data base has only 8 hours)
LEVEL	Advanced
ACRONYM	PBL
FOR	Public accountants, Controllers, CFOs, CEOs, business executives, security officers
AREA	Specialized Knowledge
PREREQ	None
INSTRUCTOR	Benjamin Wright, Esq.
AVAILABLE	Now
IN-HOUSE	We customize our presentations for in-house or conference presentations



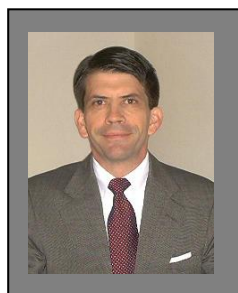
A CPA routinely encounters legal questions applicable to either the client or the firm. This course is chock full of tips, best practices and recent developments from a seasoned lawyer.

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UPDATED for Current Issues Affecting CPAs

TITLE	Accountants Guide to Email, Record Retention, Destruction & Security for 2009+2010
SUBTITLE	Updated with the most recent changes in this rapidly developing field.
AUDIENCE	75% Practitioners
OBJECTIVE	Protect yourself under the rapidly changing laws of technology, privacy, electronic commerce and computer security.
LEARN	Attorney Wright will cover..... <ol style="list-style-type: none"> 1. Criminal prosecution of Arthur Andersen for destroying records 2. Legal theory of record retention policies 3. Coping with the unique legal properties of e-mail 4. The proliferation of e-mail and other electronic records 5. The magic of computer forensic experts 6. How to reform your record retention policies to protect yourself 7. Unraveling the confusion around electronic signatures 8. How computer forensic experts uncover damaging information 9. New Federal Rules on discovery of e-mail and other e-records in litigation. 10. Record creation/delivery/retention rules for using electronic commerce with consumers 11. The new laws requiring companies to notify customers of identity theft and consumer privacy 12. Your liability for insecurity of e-records and information systems
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In a survey by CAMICO Insurance, 90% of jurors said accountants should know the laws that relate to financial matters.

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