A Message From The President

Happy New Year to all of the Nassau Chapter members. I hope everyone had a great holiday season and was able to celebrate and spend some quality time with their friends and family. Now it is time to gear up for the busy season.

Before we move forward, let’s reminisce awhile on 2015. The Nassau Chapter had a great year in 2015. We ran over 30 events and provided some of the best CPEs in the country, which included several all-day accounting and tax programs. The dedication of these program organizers is remarkable and we are blessed to have such a talented and giving leadership group. In addition, we held many social and charitable events, such as the Ellen Gordon Run/Walk, the Annual Golf Outing, the Bankers’ Meeting, Student Night, Attorneys/Accountants’ Night and a Young CPA Committee social. The chapter also ran another successful Annual Blood Drive, to which I and many others donated. I am most proud of the five-day COAP Event held at my Alma Mater, Adelphi University, which was attended by 30 high school students. The program began on Saturday, June 27 and, during the five days that they spent together, the students experienced a variety of training programs that will surely help them get off to a good start in their accounting and professional endeavors.

This past December was a particularly busy month. Our Chapter hosted six events that offered CPE credit, along with several non-credit meetings. I had the pleasure of presenting the opening comments to start the all-day annual tax update, which was held at the Uniondale Marriott on Saturday, December 5, with a repeat day on Sunday, December 6, and was attended by more than 200 CPAs. It was amazing to witness the dedication of the event organizers and presenters who donated both days of their weekend to assist and present at this event. Their great efforts were well received as the attendees were provided with a superior program.

January 2016 promises to be another great month with chapter events that include the All-Day Estate and Personal Financial Planning conference on January 16 and the Cooperation with Bankers and Credit Grantors meeting on January 20. We will also host the Town Hall Managing Partners Meeting, featuring representatives from NYSSCPA who will be discussing what is important to our membership, followed by the Annual CPA Ethics Update, which will both be held at the Chateau Brand on January 13.

I’d like to thank the officers, board and all the committee chairs for working so hard this past year. 2015 was very successful for our chapter and we have so much more in store for the New Year. I hope to see many of you at our upcoming meetings and events and I look forward to the remaining months as your President.

Wishing you all a very happy, healthy and prosperous New Year.

All the best for 2016,

Philip H. Kanyuk, CPA
NYSSCPA — Nassau Chapter President, 2015-2016
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## Save the Dates:

### JANUARY

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<th>Event</th>
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</thead>
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<tr>
<td>NASSAU CHAPTER</td>
<td>Wednesday, 1/13</td>
<td>Annual CPA Ethics Update</td>
<td>Details not provided</td>
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<tr>
<td>General Ethics Chateau Briand, Carle Place</td>
<td></td>
<td></td>
<td>Details not provided</td>
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<tr>
<td>CFO Committee</td>
<td>Thursday, 1/14</td>
<td>Financial, Legal &amp; Practical Process of Selling a Company Deloitte, Jericho</td>
<td>8 to 10 AM</td>
</tr>
<tr>
<td>Small Firm MAP Committee</td>
<td>Friday, 1/15</td>
<td>Dress for Success &amp; Healthy Eating On Parade Diner, Woodbury</td>
<td>8 to 10 AM</td>
</tr>
<tr>
<td>Taxation Committee</td>
<td>Wednesday, 1/20</td>
<td>Current Tax Law Update and Hedgefund and Investment Partnership Mio Posto, Hicksville</td>
<td>8 to 10:15 AM</td>
</tr>
<tr>
<td>Practice Continuity Committee</td>
<td>Friday, 1/22</td>
<td>Accounting Firm Mergers and Acquisitions On Parade Diner, Woodbury</td>
<td>8 AM</td>
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### FEBRUARY

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location</th>
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<tbody>
<tr>
<td>CFO Committee</td>
<td>Thursday, 2/11</td>
<td>Estate Planning for the Closely Held Business Marcum, Melville</td>
<td>8 to 10 AM</td>
</tr>
<tr>
<td>Small Firm MAP Committee</td>
<td>Friday, 2/19</td>
<td>Pre-Tax Season Roundtable Discussion - Bring your questions. On Parade Diner, Woodbury</td>
<td>8 to 10 AM</td>
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### MARCH

<table>
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<th>Location</th>
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<tbody>
<tr>
<td>CFO Committee</td>
<td>Thursday, 3/10</td>
<td>Banking Market Update Deloitte, Jericho</td>
<td>8 to 10 AM</td>
</tr>
</tbody>
</table>
Nassau Chapter Practice Continuity Committee

The Practice Continuity Committee wishes you all a Happy and Prosperous New Year! We're excited about the upcoming schedule and hope you'll join us at our Committee breakfast meetings. On January 22, Bill Carlino and Philip Whitman will address important concerns we have in the Continuity and Succession arena.

Transition Advisors’ Managing Director Bill Carlino will speak about the latest in accounting firm mergers and acquisitions. Bill says: “The numbers don’t lie. With 77 million Baby Boomers retiring, the accounting profession is in the midst of a succession crisis. Nearly 60 percent of all equity CPA firm partners are over the age of 50, and more than 70 percent of small firms with 15 or less employees have no succession plan in place. Firm owners who put off succession strategies for too long are usually faced with two options: a hastily arranged merger with unfavorable terms, or closing the doors for good.”

In his presentation, Bill will tell you when to begin planning for your succession, how to choose your successor and the information necessary for explaining alternative deal structures on how to maintain control and autonomy after the merger. As you probably know, Bill joined Transition Advisors (a CPA mergers and acquisitions firm) after serving for nearly 12 years as Editor-in-Chief and Editorial Director of Accounting Today, where he was responsible for overseeing all content. During his tenure, the magazine won a number of financial journalism awards. He has been a frequent industry speaker, presenter and panel moderator and has appeared as an expert commentator on such business channels as CNBC, Reuters, Bloomberg and CNN, as well as on National Public Radio (NPR).

Philip Whitman, CPA, is President and CEO of Whitman Business Advisors, LLC. Recently named by Inside Public Accounting as one of the “Ten Most Recommended Consultants” in the country, firms of all sizes rely on him. Both Phil and the Whitman Business Advisors team specialize in succession planning, mergers and acquisitions, strategic talent acquisition, practice management consulting, training and coaching and business development lead generation services. Phil has authored several articles and has been a featured speaker for state societies, international CPA firm associations and CCH's annual user conference. According to Phil “M&A is one succession/transitioin strategy. Typically, we will take a multi-pronged approach, which includes identifying and developing internal resources for potential succession, along with the lateral transition of younger partners or potential future partners.” In a recent engagement, Whitman was hired to merge a firm up, but found an alternative solution. “We worked very closely with them and, within 45 days, identified two young entrepreneurial senior managers that were ready to step down from their middle market firms and be more entrepreneurial. This firm has now put plans to merge up on hold.” Phil will share with us some of the alternative strategies available for CPA succession.

Our final meeting of the season will be held on April 29. Mark Perlson, CPA/PFS of Perlson LLP, will lead a panel of speakers on staff development, how to turn them into partners and how to solve the succession issue with homegrown talent. Mark founded Perlson in 1985 as a small, two-person firm. Perlson LLP has since grown to become a significant multi-staff New York area firm, with an additional office in Charleston, South Carolina. Mark and his panel will give us insight into how to build a team capable of transitioning your CPA firm in succession.

Please see the coupon elsewhere in this newsletter to register for our January meeting and remember to schedule our events in your calendar now, to avoid conflicts. Our meetings are generally held at On Parade Diner, the last Friday of the meeting month, though dates and locations are subject to change. For more information on our meetings or our Committee, contact us at ginette@morriscpas.com. We look forward to seeing you at our events.

Craig Morris, Chairman
The birth of a sales tax assessment letter that begins like any other, with “Once upon a time...” and “...we are auditing your business for sales and use tax, please provide us with the following records...”

Under New York State law, in return for the privilege of operating a business, an owner is required to maintain certain books and records that detail the original sale for at least the past three years. For example, a retail store is required to keep register tapes, a restaurant is required to keep guest checks and an auto body shop is required to keep invoices. The Tax Department should be able to follow the trail of bread crumbs from the original source documents to the sales and use tax return.

New York State usually audits over a three year period. To commence the audit, the auditor assigned to the case will request documents such as bank statements, sales tax work sheets, tax returns and a general ledger. The auditor will review the company’s deposits, general ledger sales account and gross sales reported on the sales and federal income tax returns. At the very least, these numbers should be relatively similar. After all, why would a business have sales as one number on its books but report a different number on its returns?

After reviewing the company’s asset and expense accounts, the typical procedure is for the auditor to choose a test period for sales and expenses. This is done to both verify that the business reported the correct gross and taxable sales and to ensure that the company paid the appropriate sales tax on purchases. If every guest check, register roll and invoice is provided for the test period, and all of the books and records tie in, the business is deemed to have adequate books and records. Yes, just adequate.

The business must consent to a test period, but the owner(s) have every right to request the auditor go through every sales slip for the entire three-year audit period to verify/calculate sales in detail. In the majority of cases, a test period is the best option as it will help shorten the time it takes to complete the audit. Even with a test period, a normal audit usually takes anywhere from nine months to two years to complete. If a detailed audit is requested, the business can expect for the audit to last, at a minimum, twice as long, which is a very long time to live in a state of uncertainty.

If adequate books and records are not provided, the State has a right to use any reasonable means to determine sales. Courts have held that reasonable means can range from something as basic as utility and rent payments, or even through assumptions, such as the idea that every person who walks into a body shop has an average of $5,000 of repair work done. When trying to rebut such calculations, the State’s response is often, “well, prove us wrong.”

So, after documentation going to the auditor and work papers going to the business and negotiations going back and forth, the State will eventually issue an AU346, also known as a Statement of Proposed Audit Change. This is an informal document showing what the auditor has proposed is due in tax, interest and penalties for the audit period. Now, if the company used a magic wand, maybe this document shows zero tax, zero interest and zero penalties due. If that is the case, sign the AU346 as agreed and run.
If, on the other hand, tax, interest and penalties are due, the business has an opportunity to submit additional documentation. Once no further documentation can be provided, the State will issue a Notice of Determination. This document is like the ominous cloud that appears in every Disney movie. If no protest is made within 90 days (or 30 days if fraud involved) of the date on the Notice of Determination, the tax, interest and penalties become final and legally due.

But, let’s assume that the owner submitted a written protest to the Notice of Determination within the 90-day deadline. A Bureau of Conciliation and Mediation Services hearing will be held where a conferee will attempt to mediate a settlement between the Tax Department and the company. The owner or a qualified representative can appear at the hearing to argue the company’s case and is permitted to present additional documentation.

More often than not, the conferee will try to get the parties to come to an agreement. If no agreement is reached, the conferee will then issue his own findings. The conferee cannot increase the amount due, he can only decrease or confirm the assessment. First, Consent will be issued; this outlines the proposed settlement or findings and gives the company a chance to agree to such findings. If the company does not sign the Consent within 15 days, a Conciliation Order will be issued. Most of the time, the Conciliation Order will have the same numbers as the Consent, but not always.

The Bureau of Conciliation and Mediation Services Bureau is supposedly a neutral party, but it is a unit within the State Tax Department, so take that with a grain of salt. The Conciliation Order is binding on the Tax Department but can be appealed by the taxpayer. If the company wishes to appeal to the Division of Tax Appeals, the necessary paperwork must be postmarked within 90 days of the date of the Conciliation Order.

In order to appeal a case to the New York State Division of Tax Appeals, a petition for an Administrative Law Judge hearing must be submitted. It is important to note that if the company wishes to hire a person to represent it, only an attorney or CPA admitted to practice in New York State is permitted to appear before the Division of Tax Appeals.

The case will be assigned to a New York State attorney who will represent the Tax Department. It will take approximately six to nine months for a judge to be assigned and for the case to be scheduled for a hearing. At any time along the way, the company or its representative can speak to the State’s attorney and attempt to settle the case. If a settlement is reached, both parties will sign a stipulation and the hearing will be canceled.

If the parties cannot come to a settlement, the hearing will be scheduled and put on the calendar for approximately two months later. The Administrative Law Judge hearing is very similar to a trial in that a judge hears testimony from both sides. Witnesses testify, a stenographer records all dialogue and both sides have an opportunity to present evidence. Technically, the judge follows the Federal Rules of Evidence, but it tends to be much more relaxed. After the hearing, briefs are submitted outlining the law that supports each side’s argument.

Even after the hearing, the company and the State can come to a settlement. It will take another nine months or so for the Judge to issue a decision, which can then be appealed to the Tax Appeals Tribunal.

So that’s the story of a sales tax assessment. Whether it ends with a “happily ever after,” or with a wicked witch is yet to be foreseen.

Mark L. Stone, CPA, MST
Jennifer L. Koo, Esq. Sales Tax Defense LLC
Looking for a few good volunteers...

You already know that the NYSSCPA — Nassau Chapter is committed to providing you with many events and activities to broaden your experiences in the profession.

Consider furthering the value of your membership by joining us on a committee.

**Employee Benefits**

The NEW Nassau Chapter Employee Benefits Committee holds meetings and events dedicated to improving practitioner knowledge of tax and attest services related to employee benefit plans.

The committee is just getting started and there are plenty of opportunities, so now’s a good time to get involved.

To find out more about the Employee Benefits Committee, contact:

Tina M. Isbitsky, CPA, CGMA
631-406-4065
tmicpa@gmail.com

**Sponsorship**

This vital committee allows the chapter to continue its good work. The Sponsorship Committee coordinates between the chapter and vendors who want access to our members and their guests at chapter events.

We are looking for committee members to work with existing sponsors or help find new sponsors and match them to our many events.

To find out more about the Sponsorship Committee, contact:

Joshua S. Sechter, CPA/ABV, CFE
516-364-3232
joshua@goKLG.com

Philip Kanyuk, CPA/CFF/ABV, ASA
631-845-5252
phil.kanyuk@nybkw.com
UPCOMING MEETINGS AND EVENTS

Chartered 1953
NASSAU CHAPTER

63rd Annual
Installation Dinner

A Night in Havana

Wednesday, May 25
6:30 P.M.
Crest Hollow Country Club
Woodbury, NY

RESERVE YOUR SEAT TODAY!
Seats $100 per Person
Table of 10 $950
Sponsorships Available
Download our sponsorship packet HERE
UPCOMING MEETINGS AND EVENTS

Nassau Chapter

63rd Annual INSTALLATION DINNER
Wednesday, May 25 | 6:30 p.m.
Crest Hollow Country Club, Woodbury

Sponsorship Discounts Available - Limited Time Only
Pay by January 31 – 15% Discount
Pay by February 28 – 10% Discount

Sponsorships & Advertising:

☐ GOLD SPONSORSHIP: $2,000
  Recognition on the podium
  Full-page ad in event program
  Eight (8) tickets to the event*
  Signage at the event

☐ SILVER SPONSORSHIP: $1,400
  Recognition on the podium
  Half-page ad in event program
  Six (6) tickets to the event*
  Signage at the event

☐ BRONZE SPONSORSHIP: $900
  Recognition on the podium
  Quarter-page ad in event program
  Four (4) tickets to the event*
  Signage at the event

☐ GIFT SPONSORSHIP: $400
  Podium recognition during the prize drawing
  Eighth-page ad in event program
  One (1) ticket to the event
  Signage at the event

☐ PROGRAM ADVERTISING
  Full-page: $1,200 (7.25" x 9.75")
  Half-page: $700 (7.25" x 4.75")
  Quarter-page: $400 (3.5" x 4.75")
  Eighth-page: $225 (3.5" x 2.25")
  Business card: $100 (3.38" x 2")
  Submit original business card.

PDF or Word document to vivianlevy1@gmail.com

SPONSORSHIPS & ADVERTISING: To vivianlevy1@gmail.com no later than Friday, May 6
All sponsorship levels include recognition in our September newsletter. Include names of all guests below.

Tickets & Tables:

☐ TABLE OF 10: $950
  Number of tables ______

☐ INDIVIDUAL TICKETS: $100 per person
  Number of tickets ______

TICKET/TABLE RESERVATIONS: To lynnefuentes@optonline.net no later than Tuesday, May 17.
Include names of all guests below.

Names of Attendees:

Name: ____________________________________________________
Firm: ____________________________________________________
Address: _________________________________________________
City, State, Zip: ____________________________________________
Telephone: _______________________________________________
Email: ________________________________________________
Person who Solicited You: _______________________________

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Firm: ____________________________________________________
Address: _________________________________________________
City, State, Zip: ____________________________________________
Telephone: _______________________________________________
Email: ________________________________________________
Person who Solicited You: _______________________________

BY CHECK payable to NYSSCPA Nassau Chapter
Lynne Fuentes
Fuentes & Angel CPAs LLC
307 Hicksville Rd, #10
Bethpage, NY 11714

BY CREDIT CARD via PayPal: CLICK HERE
**After payment, send this form to Lynne Fuentes
Via Email to: lynnefuentes@optonline.net
Via E-fax to: 516-784-5263
The CFO & Financial Executives Committee welcomes CPAs in industry to participate in our monthly meetings. The CFO Committee organizes monthly, interactive learning experiences guided by professionals of multiple disciplines. Our committee provides a confidential forum for industry CPAs at a senior level to seek advice, exchange guidance with fellow professionals and develop a resourceful peer group. Our monthly education topics are planned in advance by a group of active committee members. Prior to each seminar, the committee allocates time for a “roundtable” discussion.

Prospective members should be a CFO or the most senior financial person at their company. The dates and topics for our upcoming committee meetings are detailed below. We look forward to seeing you at a meeting soon.

<table>
<thead>
<tr>
<th>DATE</th>
<th>TOPIC</th>
<th>LOCATION</th>
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</thead>
<tbody>
<tr>
<td>01/14/16</td>
<td>The Financial, Legal and Practical Process of Selling a Company</td>
<td>Jericho/Deloitte</td>
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<td>Melville/Marcum</td>
</tr>
<tr>
<td>03/10/16</td>
<td>Banking Market Update</td>
<td>Jericho/Deloitte</td>
</tr>
<tr>
<td>04/21/16</td>
<td>Buy-Sell Agreements</td>
<td>Jericho/Deloitte</td>
</tr>
<tr>
<td>05/19/16</td>
<td>Internal Control/Fraud/Cyber Security Techniques</td>
<td>Jericho/Deloitte</td>
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</table>

PAST SEMINARS FROM 2015
- September: GAAP Update
- October: Tax Update
- November: Healthcare/ACA update and IRS reporting requirements
- December: Fiduciary and Trustee Responsibilities of 401k Plans

MEETING TIME & FORMAT:
- 8 to 10 a.m. (two CPE credits)
- Light breakfast served
- $10 meeting fee

MEETING LOCATIONS:
- Jericho/Deloitte
  - 2 Jericho Plaza, Jericho
- Melville/Marcum LLP
  - 10 Melville Park Road, Melville

COMMITTEE CO-CHAIRS:
- Anthony Aronica, CPA, CFO: Graphic Paper
  - aaronica@graphicpaper.com
  - 631-964-8225
- Manlio Cafiero, CPA, CFO: Scales Industrial
  - mcaferio@scalesair.com
  - 516-248-9096

Please RSVP:
Email this form to:
aaronica@graphicpaper.com
Or fax this form to:
631-439-8822

CFO COMMITTEE MEETING RSVP
Meeting Date: __________
Name: __________________________________________________________
Firm: ___________________________________________________________
Address: ________________________________________________________
Telephone: _______________________________________________________
Email: __________________________________________________________
FINANCIAL LITERACY COMMITTEE
UPCOMING MEETING

WEDNESDAY, JANUARY 20
BREAKFAST MEETING: 8 TO 10 A.M.
SANDERS THALER VIOLA & KATZ
350 JERICHO TURNPIKE, SUITE 1
JERICHO, NY 11753

Please RSVP to
Liz Oberg: loberg@st-cpas.com

NYSSCPA – NASSAU CHAPTER
Blood Drive

The NYSSCPA – Nassau Chapter held its annual blood drive in December. This year, we had 52 volunteers. We thank all our members for their support and contribution to this worthwhile endeavor. Your efforts are crucial to the patients in need of blood and your willingness to commit your time is truly appreciated by the blood recipients and their loved ones. We are proud of our members for their time and commitment to making a difference.
THE FINANCIAL LITERACY COMMITTEE

WE ARE SEEKING VOLUNTEERS FOR AN EVENT THAT WE ARE PARTICIPATING IN ON FRIDAY, JANUARY 8, IN GARDEN CITY AT 7 P.M.

ANY INTERESTED MEMBERS, EXPERIENCED OR NOT, CAN CONTACT NANNETTE WATTS NWATTSCPA@YAHOO.COM OR JARRED BERMAN JRB@OSYB.COM

VOLUNTEERS NEEDED
UPCOMING MEETINGS AND EVENTS

NYSSCPA — NASSAU CHAPTER
Annual CPA Ethics Update

January 13
CPA Ethics Update: General Ethics

Objective:
To provide knowledge of recent changes to the AICPA and the NYSSCPA Code of Professional Conduct and New York State law, as well as to provide a general overview of ethics concepts, discuss common ethical dilemmas and provide ethics resources for practitioners in all practice areas.

Place: Chateau Briand
440 Old Country Road
Carle Place, NY 11514

Managing Partners Meeting: 4:30 p.m.
Cocktails: 5:30 p.m.  
(check-in begins at 5 p.m.)
Dinner: 6:30 p.m.
CPE only: 6:45 p.m.  
(check-in begins at 6:30 p.m.)

HOW TO REGISTER ONLINE:
Please note: All registration (dinner and CPE) is being handled by the NYSSCPA. The Nassau Chapter will not be taking registration for this program.

You can register online at www.nysscpa.org
by phone: 800-537-3635
or by mail with the coupon on this page.

To register for Ethics CPA Update: General Ethics
Course Code: 42032615
CPE Credits: 2
Member: $10
Nonmember: $20

To register for cocktails and dinner and CPE session:
Course Code: 42032625
CPE Credits: 2
Member: $70
Nonmember: $80

For additional information, please contact Lelia Dickenson at ldickenson@nysscpa.org or 212-719-8366

Please join us for this exciting event!

NYSSCPA — NASSAU CHAPTER
Annual CPA Ethics Update

January 13
Chateau Briand
440 Old Country Road
Carle Place, NY 11514

Please RSVP without delay in order to reserve your seat, using the coupon.

NOTE: YOU MUST PREREGISTER TO RECEIVE THE PROGRAM MATERIALS
Program materials will only be provided in electronic format to those who preregister. Hard copy material will not be provided at the program. Those not registered may not be allowed to attend the CPE presentation if the program sells out and will not be provided with the program materials until after the presentation.

Mail to:
Foundation for Accounting Education
P.O. Box 10490, Uniondale, NY 11555-0490

☐ I will attend cocktails and dinner and CPE presentation at 5:30 p.m. (check-in begins at 5 p.m.)

☐ I will attend the CPE presentation only at 6:45 p.m. (check-in begins at 6:30 p.m.)

Enclosed is my check for $__________ , payable to the Foundation for Accounting Education.

Name: ____________________________________________
Firm: ______________________________________________
Address: ____________________________________________
____________________________________________________
Telephone: __________________________________________
Fax:_________________________________________________
Email:_______________________________________________

Mail to:
Foundation for Accounting Education
P.O. Box 10490, Uniondale, NY 11555-0490
SAVE THE DATE

LITIGATION AND FORENSIC SERVICES COMMITTEE

DATE: Thursday, January 14
TOPIC: Labor and Employment Issues
SPEAKER: Domenique Camacho Moran, Esq. – Farrell Fritz, LLP
TIME: 8 a.m. – registration and networking
     8:30 a.m. – presentation begins
CREDITS: 2 CPE Credits
LOCATION: Grassi & Company
          50 Jericho Quadrangle, Suite 200
          Jericho, NY 11753

For more information, email
Nannette Watts at nwattscpa@yahoo.com
NYSSCPA — NASSAU CHAPTER
SMALL FIRM MAP COMMITTEE MEETING
JANUARY 15

TOPIC: DRESS FOR SUCCESS AND DE-STRESS YOUR LIFE

- Dressing Strategically
- Healing & Prevention
- Power Casual
- De-Stressing
- Business Style
- Lose Weight Naturally
- Psychology of Color
- Increase Energy
- Maximize Health & Well-Being
- AND MORE!

Speakers: Janine Giorgenti of Giorgenti Custom Menswear
Dr. Michael J. Berlin of The Family Wellness Center

CPE: 2 Credits Pending

Time: 8 to 10 a.m. (be prompt!)

Place: On Parade Diner
7980 Jericho Turnpike, Woodbury

Cost:* $25 per person paid in advance
$30 per person (includes pre-registered)
paying at the door – No Exceptions

Checks are payable to:
NYSSCPA — Nassau Chapter

Chairpersons: Scott Sanders, CPA, PFS, CGMA, CFP®, CFS
Eliot Lebenhart, CPA
Kenneth Hauptman, CPA
Alex Resnick, CPA

WE LOOK FORWARD TO SEEING YOU THERE!

*Refund/Credit Policy – If you send payment and are unable to attend the monthly meeting, we will issue a credit to you which will expire in six months. There are no refunds.

Please note: Meetings are subject to change.
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Please mail your check to:
Scott Sanders, CPA, PFS, CGMA, CFP®, CFS
Sanders Thaler Viola & Katz, LLP
350 Jericho Turnpike, Suite 1
Jericho, New York 11753-1317

☐ I am enclosing a check for $_____ at $25 per person, payable to NYSSCPA — Nassau Chapter

☐ I will be using my credit memo, which I will bring with me to the meeting.

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Date _______________________________________________________________
# ESTATE & PERSONAL FINANCIAL PLANNING CONFERENCE

**SPONSORED BY NYSSCPA – NASSAU CHAPTER**

## NASSAU CHAPTER ALL-DAY ESTATE AND PERSONAL FINANCIAL PLANNING CONFERENCE

**DATE:** SATURDAY, JANUARY 16

**TIME:** 9 A.M. TO 5 P.M.

**PLACE:** MELVILLE MARRIOTT, MELVILLE, NY

**CREDITS:** 8

**COURSE CODE:** 28603626

Presented by the Estate and Personal Financial Planning Committee, Nassau Chapter, New York State Society of Certified Public Accountants

### Topics and Speakers:
- "Elder Law & Medicare Update" — Lawrence E. Davidow, JD; Davidow, Davidow, Siegel & Stern, LLP
- "Estate Planning Update" — Eric Kramer, CPA, JD; Farrell Fritz, P.C.
- "Business Succession Planning: An Integral Part of Estate Planning" — Neil Katz, JD, Katz Bernstein & Katz, LLP
- "A Financial Planner's Guide to Seeing a Client's Closely Held Business Survive Death or Disability" — Bob Barnett, CPA, JD; Capell, Barnett, Matalon & Schoenfeld LLP
- "The Ins and Outs of Grantor Trust Rules" — Jordan Linn, JD; Farrell Fritz, P.C.
- Q & A Panel Discussion. Have your questions ready!

### Additional topics and presenters to be announced:
- Post Mortem Estate Planning: Life Insurance Techniques, Traps and Planning; Estate Litigation; Decanting; Understanding Trust Documents — Key Points, Charitable Planning

### Conference Committee & Chairpersons:
- Christine Hallahan, CPA
- Eric Kramer, CPA, Esq.; Farrell Fritz, P.C.
- Scott Sanders, CPA, PFS, CFP, CFPS; Sanders, Thaler, Viola & Katz, LLP
- Stuart Shapiro CPA, PFS; Shalik, Morris & Company, LLP

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

**Hotel:** MELVILLE MARRIOTT, MELVILLE, NY

**Contact:** 
- Phone: (666) 495-1354 | Phone (212) 719-8383 or (800) 537-3635
- Fax: (866) 495-1354

Register by:
- **Mail:** Foundation for Accounting Education
  P.O. Box 10490, Uniondale, NY 11555-0490
- **Fax:** (866) 495-1354 | Phone (212) 719-8383 or (800) 537-3635

Credit card information must accompany all fax, phone, and online registrations. Please be sure to type or print clearly when faxing. Walk-ins: All individuals who register on the date of the program will be charged an additional $25 fee.

**Registration Information**

**How To Register:** Simply complete the attached registration form in full and return it with full payment by mail or fax. Or phone or register online at [www.nysscpa.org](http://www.nysscpa.org). Registration forms may be photocopied, but please use a separate form for each registrant. Payment may be made by check or may be charged to American Express, MasterCard, Visa, or Discover. All registrations must be received 14 days prior to the event in order to guarantee a seat and course materials. Participants with special requirements should notify FAE staff at least 14 days in advance of the event. Refund, transfer, walk-in, and cancellation: Fee policies are available for review at [www.nysscpa.org](http://www.nysscpa.org). Mandatory Continuing Education Requirement: This program complies with the standards set forth by the New York State Education Department for mandatory continuing education for CPAs. FAE’s New York State CPE sponsor number is 000372; New Jersey 20CE00022200; Pennsylvania PX 177239. © 2014 Foundation for Accounting Education.
UPCOMING MEETINGS AND EVENTS

A TECHNICAL MEETING SPONSORED BY THE TAXATION COMMITTEE

JOIN US FOR AN ENLIGHTENING AND COMPREHENSIVE LOOK AT THE MOST CURRENT TAX LAWS

SPEAKER: BRIAN THAW, CPA, MST, CGMA, PARTNER RAICH ENDE MALTER & CO. LLP

AND

EVERYTHING YOU NEED TO KNOW ABOUT HEDGE FUND AND INVESTMENT PARTNERSHIP

SPEAKER: GIANLUCA CARRABS, CPA, MST WEISERMAZARS LLP

DATE: WEDNESDAY, JANUARY 20
TIME: 8AM TO 10:15AM
PLACE: MIO POSTO RESTAURANT 600 W. OLD COUNTRY ROAD HICKSVILLE, NY 11801
CREDITS: 2
COURSE CODE: TBA

BREAKFAST WILL BE SERVED

COST: $15 MEMBERS WITH BREAKFAST $20 NON-MEMBERS WITH BREAKFAST NO COST WITHOUT BREAKFAST

Please mail your response and check payable to NYSSCPA—Nassau Chapter to:
Iola Damante, CPA (idamante@rem-co.com)
Raich Ende Malter & Co. LLP
175 Broadhollow Road, Suite 250,
Melville, NY 11747
Fax: 516-256-3510

☐ I am a member and will attend the breakfast and CPE presentation on January 20. Enclosed is my check for $15.00.
☐ I am not a member and will attend the breakfast and CPE presentation on January 20. Enclosed is my check for $20.00.
☐ I will attend the CPE presentation only.

Name (Print)_______________________________________________________
Firm_____________________________________________________________
Firm Address ______________________________________________________
City __________________________ State ___________ Zip_________________
Telephone ____________________________ Fax__________________________
Email_____________________________________________________________
UPCOMING MEETINGS AND EVENTS

Practice Continuity Committee
Accounting Firm Mergers and Acquisitions
Succession Planning Strategies

PRESENTERS:
BILL CARLINO, TRANSITION ADVISORS
PHILIP WHITMAN, WHITMAN BUSINESS ADVISORS, LLC

ON PARADE DINER
7980 JERICHO TURNPIKE, WOODBURY, NEW YORK 11797
(516) 364-1870
FRIDAY, JANUARY 22 AT 8 A.M.

Dear Ginette:

____ I will be attending the breakfast meeting at 8 a.m.
____ Enclosed is my check for $____ at $25 per person
   (must be received by noon, Thursday, January 21)
____ I prefer to pay $____ at $30 per person at the door.
   (Walk-ins may be limited due to space availability).

Checks are payable to NYSSCPA — Nassau Chapter.

Note: Please RSVP by phone, fax or email as early as possible.

Name: _________________________________________________________________
Firm:  _________________________________________________________________
Address:  _________________________________________________________________
Telephone:  _________________________________________________________________
Email:  _________________________________________________________________

Ginette Morris
Craig Morris & Company
356 South Oyster Bay Road
Syosset, NY 11791
Tel: (516) 681-1121
Fax: (516) 681-1203
Email: ginette@morriscpas.com
NYSSCPA – NASSAU CHAPTER

Small Firm MAP Meeting Topics 2016*

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Speaker/Moderator</th>
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<tbody>
<tr>
<td>Friday, January 15</td>
<td>Dress for Success &amp; Healthy Eating</td>
<td>Janine Giorgenti — Giorgenti Custom Menswear</td>
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<td>Part I by NYSSCPA — Nassau Chapter</td>
<td>Carmela Frattasi — Corporate Wellness</td>
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<tr>
<td>Friday, February 19</td>
<td>Pre-Tax Season Issues — Roundtable Discussion</td>
<td>Scott Sanders, CPA, PFS, CGMA, CFP*, CFS</td>
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<td>Eliot Lebenhart, CPA</td>
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<td>Kenneth Hauptman, CPA</td>
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<td>Alex Resnick, CPA</td>
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<td><strong>March 2016 — No Meeting - Tax Season</strong></td>
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<tr>
<td>Wednesday, April 20</td>
<td>Post-Tax Season Issues — Roundtable Discussion</td>
<td>Scott Sanders, CPA, PFS, CGMA, CFP*, CFS</td>
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<td>Eliot Lebenhart, CPA</td>
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<td>Alex Resnick, CPA</td>
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<td>Wednesday, May 18</td>
<td>10 Ways to Lose a Client</td>
<td>Scott Sanders, CPA, PFS, CGMA, CFP*, CFS</td>
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<td>Eliot Lebenhart, CPA</td>
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<td>Alex Resnick, CPA</td>
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<tr>
<td>Wednesday, June 15</td>
<td>Labor Law Update</td>
<td>Ruth Kraft, Esq., Barlett, McDonough &amp; Monaghan, LLP</td>
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</tbody>
</table>

All meetings will be held at On Parade Diner
7980 Jericho Turnpike, Woodbury, NY 11797
Time: 8 to 10 a.m. (breakfast included)

Paid in Advance: $25  Cost: $30 for pre-registration, paying at the door — no exceptions

You Can Contact Your Co-Chairmen as Follows:

Scott Sanders, CPA, PFS, CGMA, CFP*, CFS  516 938-5219
Eliot Lebenhart, CPA  516 938-5219
Kenneth Hauptman, CPA  516 364-8888
Alex Resnick, CPA  516 364-8888

All meetings are held on Fridays unless otherwise noted. *Please note: Meeting dates, topics and speakers are subject to change.
NYSSCPA – NASSAU/SUFFOLK JOINT CHAPTER
COOPERATION WITH BANKERS AND OTHER CREDIT GRANTORS COMMITTEE
INVITES YOU TO THE:

ANNUAL JOINT NASSAU/SUFFOLK CHAPTER MEETING:
AN EVENING OF NETWORKING

WEDNESDAY, JANUARY 20
CREST HOLLOW COUNTRY CLUB – WOODBURY, NY
6 TO 8:30 P.M.
NETWORKING, COCKTAILS, BUFFET DINNER

$60 in advance; $70 walk-in at the door (not pre-registered)
Cash or check only; credit cards not accepted

RSVP REQUIRED BY JANUARY 15
Open to all NYSSCPA members, bankers and other professionals

PLEASE ATTACH A LIST OF NAMES/BUSINESS CARDS IF PAYING FOR MORE THAN ONE ATTENDEE:

Name: _______________________________ Firm: _______________________________
Address: _______________________________________________________________________
City, State, Zip: ___________________________________________________________________
Telephone: ___________________________ Email: ______________________________________
I am a: _____ CPA _____ Banker _____ Other
Number of People attending _______ Enclosed Amount $ ______

Please make checks payable to: NYSSCPA – Nassau Chapter
Mail to: Neal Korenberg, CPA
Castellano, Korenberg & Co., CPA’s, P.C.
313 W. Old Country Road, Hicksville, NY 11801

Questions: Phone (516) 937-9500
Fax (516) 932-0485
Email to: cpinto@ck-co.com

Additional Attendees: __________________________________________________________________
__________________________________________________________________________________
__________________________________________________________________________________
UPCOMING MEETINGS AND EVENTS

NYSSCPA — NASSAU CHAPTER
SMALL FIRM MAP COMMITTEE MEETING

FEBRUARY 19

TOPIC: PRE-TAX SEASON ROUNDTABLE DISCUSSION
BRING YOUR QUESTIONS!

CPE: 2 Credits Pending
Time: 8 to 10 a.m. (be prompt!)
Place: On Parade Diner
7980 Jericho Turnpike, Woodbury
Cost:* $25 per person paid in advance
$30 per person (includes pre-registered)
paying at the door – No Exceptions
Checks are payable to:
NYSSCPA — Nassau Chapter

Chairpersons:
Scott Sanders, CPA, PFS, CGMA, CFP*, CFS
Eliot Lebenhart, CPA
Kenneth Hauptman, CPA
Alex Resnick, CPA

WE LOOK FORWARD TO SEEING YOU THERE!

*Refund/Credit Policy – If you send payment and are unable to attend the monthly meeting, we will issue a credit to you which will expire in six months. There are no refunds.

Please note: Meetings are subject to change. Notifications will be sent to all registered attendees via email should this occur.
The NYSSCPA — Nassau Chapter held its annual Mentor-A-Student event on November 12, 2015 at Chateau Briand. This year’s event was very well attended and, as usual, was a great opportunity for students to network and speak with our young CPAs as well as more experienced professionals including owners and partners of many CPA firms. Representatives from many of our local colleges and universities were in attendance as well.
CFO Meeting

Speakers at the December 10, 2015 CFO meeting on the topic “Fiduciary Responsibilities of 401K Plans.” Pictured left to right Ryan Gardner of Fiduciary Investment Advisors; Christian Hancey, Esq. and Eric Paley, Esq. both of Nixon Peabody; and Diane Wasser, CPA of EisnerAmper.
Expand Your Knowledge — Join A Committee

Committee Service Application

Professional associations serve an important function of performing for its individual members’ projects that cannot be done as effectively, if at all, individually.

Nassau Chapter members have the opportunity to advance their knowledge and meet other professionals with similar interests. Our chapter is made up of many technical committees to assist our members in staying current on a wide variety of topics.

Use the coupon to join a committee today!

Committee Service Application

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☐ Attorney & Accountants
☐ CFO & Financial Executives
☐ Community Affairs & Public Relations
☐ Cooperation with Bankers & Credit Grantors
☐ Cooperation with Educational Institutions
☐ Employee Benefits
☐ Estate & Personal Financial Planning
☐ Financial Literacy
☐ Litigation & Forensic Service
☐ Management of Accounting Practice
☐ Medical & Other Professionals
☐ Membership
☐ Newsletter
☐ Practice Continuity
☐ Real Estate
☐ Small Practice MAP
☐ Sponsorship
☐ Taxation
☐ Technology
☐ Women’s Focus Group
☐ Young CPA
☐ Other ____________________________

Name: _________________________________________________
Firm Affiliation: _________________________________________
Address: _______________________________________________
City/State/Zip: __________________________________________
Phone: ________________________________________________
Email: ________________________________________________

Please forward your response to:
Lynne Fuentes, CPA
307 Hicksville Road, Bethpage, NY 11714
lynnefuentes@optonline.net | Tel: 516-622-3045

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e-mail: vivianlevy1@gmail.com

SPONSORSHIP

If you wish to sponsor any Nassau Chapter or committee event, download our sponsorship contract here or contact

Vivian Levy
c/o Sanders Thaler Viola & Katz, LLP
350 Jericho Turnpike, Suite 1
Jericho, NY 11753
Phone: (516) 938-5219 | Fax: (516) 938-0491
vivianlevy1@gmail.com
Have a Tax Problem?
The following members of the Taxation Committee are available to help answer your questions:

**General:**
- Robert S Barnett, CPA, Esq. (516) 931-8100
- Jack Angel, CPA (516) 656-0800
- Robert Lusthaus, CPA, Esq. (516) 937-1366
- Robert J. Schaffer, CPA (516) 937-9500

**Taxing Authorities**
- Ruth Sattig Betz, CPA (NYS) (516) 249-1919
- Karen J. Tenenbaum, Esq. (IRS & NYS) (631) 465-5000
- Noelle T. Geiger, Esq. (IRS & NYS) (516) 336-2447
- Yvonne Cort, Esq. (IRS & NYS) (631) 465-5000
- Brian Gordon, CPA (NYS) (516) 510-6041

**Emergency Assistance Hotline**
The committee member to call in the event of the disability or death of a member is:
- John Kearney, CPA (516) 746-5980

**Accounting and Auditing Technical Questions Hotline Volunteers**
- Thomas O. Linder, CPA (631) 462-1213
- Fred R. Goldstein, CPA (516) 249-2882

**Estate and Personal Financial Planning Committee Technical Questions Hotline Volunteers**
- Eric Kramer, CPA, Esq. (516) 227-0738
- Richard Zerah, CPA/PFS, CFP, CMFC (516) 735-4717
- Scott Sanders, CPA, PFS, CGMA, CFP, CFS (516) 938-5219

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**Newsletter Committee**
Newsletter produced by The Public Relations and Marketing Group
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Jericho, NY 11753
Phone: (516) 938-5219
vivianlevyl@gmail.com

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**NASSAU CHAPTER**
www.nysscpa.org

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**Nassau Chapter Newsletter Deadlines**
All submissions are due three weeks prior to issue date. Email submissions to: nassaunewsletter@nysscpa.org

**The newsletter is downloadable at:**
http://www.nysscpa.org/page/nassau-chapters-newsletters

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Name (Last, First, Middle Initial): 

Address: 

City/State/Zip: 

Home Phone: 

Email: 

Firm Name: 

Firm Address: 

City/State/Zip: 

Business Phone: 

Chapter Member:  Yes No

Please send all mail to:  Firm Home (Specify Chapter) 

I would like to receive an email with a direct link to the newsletter on nysscpa.org

**Return this form to:**
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