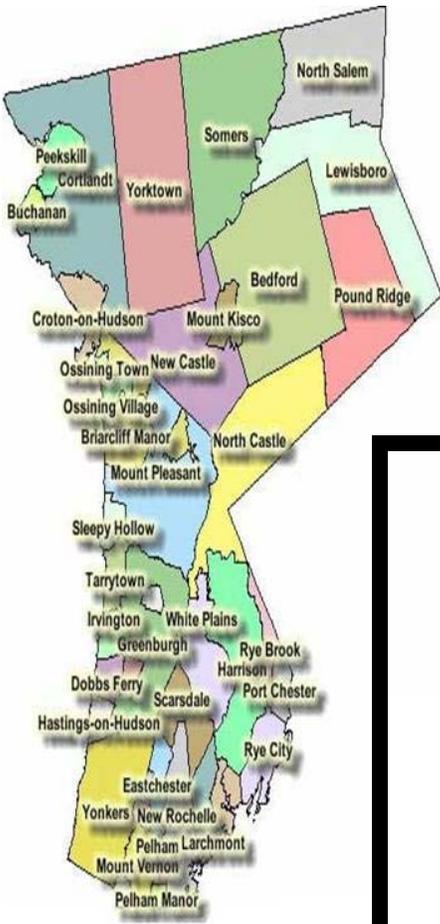




Westchester Chapter E-Newsletter January 2017



Please join us at:

The Managing Partners Breakfast

When: Tuesday, January 17th, 2017

Where: Doral Arrowwood

Time: 9:00 a.m.

To reserve your spot please contact Catherine Censullo
at 914-997-7724 or e-mail at:

Catherine.Censullo@cmcensullocpa.com



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From Chapter President Catherine Censullo...

Dear Fellow Westchester Chapter Members,

We are off and running to the start of 2017! This is certain to be an exciting year with a lot of changes as well as a lot of new challenges to face. We will soon have a new President in the Oval Office who has plans to make many changes nationwide, and a desire to implement them quickly. You have already seen a surge in the stock market in anticipation of the new direction to come.

And, of course, with change comes opportunity. So, how can you prepare to take advantage of the opportunities that will present themselves in 2017? And how will you lead your team so that you will maximize your results? A little bit of planning can take you a long way to get the most out of the opportunities that will come your way.

We have three events coming up quickly that you can't afford to miss to help you prepare for a successful year ahead. Don't let these planning and strategizing activities pass you by.

The first key event takes place on Monday, January 9th to help you plan your CPA Firm of the Future. Join us so that you can put a plan in place that will help you plan for your success as well as position your firm for your future succession. Alan Badey will help you key in on the factors that will drive your profitability and lead to your success. You will learn how to best develop your future partners and bring in the ones that you can't develop internally. Understand the factors that will develop a culture to retain your best employees by making it fun as well as successful. Become aware of the trends that will help you focus your vision on where you want to be in the future. This two hour program will start at 8:00 am sharp at the Doral Arrowwood, so come a little early to get a bite to eat before you get started. What better way to kick off the New Year than with a plan to surpass your competition?

On Tuesday, January 10th join the Allied Professional Group of Westchester at the Doral Arrowwood for our second key event. Now you will get a chance to expand your horizons by mingling with your fellow CPAs, financial planners, and attorneys to forge new relationships for working together that will help you and your clients in 2017 and beyond. This session will help you focus on the current trends and economic environment in Westchester County to help you hone your strategy, lead your firm, and target the right audience for your future expansion and success. Westchester County legislator Michael B. Kaplowitz will be on hand to provide you with the latest updates and answer any questions you may have.



Continued on next page...

The third key event to kick off the New Year will be held on Tuesday, January 17th at 9:00 am at the Doral Arrowwood. This event is an exclusive personal invitation to our managing partners and solo practitioners in the Chapter. We invite you, and encourage you to meet with the statewide NYSSCPA leadership team, get an update on where the State Society is headed, find out what is happening on the legislative front that could impact you, and discuss how the Westchester area economic update may affect you. Bring your questions and concerns to share with our leadership team to help support your efforts going forward. By keeping your lines of communication open, you help our leaders move in the right direction to help you succeed.

Our top leaders in the Chapter are sure to plan to attend all three events. It is important to take a little time away from your day to day activities to plan your firm's future.

Another topic that is of great concern to many of your clients is the cost of aging. How can your clients plan for that? What resources do they need to set aside? How will they pay for it? What strategies do they need to have in place to see that things go smoothly for them? Learn some tips to help your clients better deal with these issues. Join the Accountants in Industry on Wednesday, January 18th at 7:45 am so that you can be positioned to better advise your clients in this area.

This is just a bright and early start to help you get a leg up on 2017. There is much more to come. We will be holding our Tax Hotline again this year, and are sponsoring a new networking barbeque this spring.

Save the date of May 18th for an evening networking barbeque, and June 12th for our annual golf event at Willow Ridge Country Club. Sign up for the Golf Outing before February 15th to be eligible for the discounted rate.

I know you will have a great year, and those of you who plan the best for it will achieve the greatest results. I wish you and your families the very best of peace, prosperity, opportunity, good health and success in 2017.

I look forward to seeing you at our upcoming events. Thank you for making Westchester such a great Chapter.

Best Regards,

A handwritten signature in cursive script that reads "Catherine M. Censullo".

Catherine Censullo can be reached at: 914-997-7724 or by email at: Catherine.Censullo@cmcensullocpa.com



Plan for Your Success and Position Your Firm for Future Succession

Are you serving in a leadership role in your CPA firm? Are you a managing partner, officer, senior manager, or owner of a CPA firm? Are you interested in positioning your firm for future growth and/or future transition?

If so, join us on Monday, January 9th, 2017 from 8:00 am to 10:00 am at the Doral Arrowwood, at 975 Anderson Hill Road, Rye Brook, NY 10573, to help you plan your CPA Firm of the Future. Learn how to put a plan in place that will help you plan for your success as well as position your firm for your future succession.

[Alan G. Badey](#) (click on name for bio), managing partner at Citrin Cooperman, will help you key in on the factors that will drive your profitability and lead to your success. You will learn how to best develop your future partners and bring in the ones that you can't develop internally. Understand the factors that will develop a culture to retain your best employees by making it fun as well as successful.

Become aware of the trends that will help you focus your vision on where you want to be in the future. This two hour program will start at 8:00 am sharp, so plan to come a bit early to get a bite to eat before you get started. Check-in and breakfast will begin at 7:30 am. You will receive two CPE advisory credits for course code 29112704. Cost of the program and breakfast are \$40.

What better way to kick off the New Year than with a plan to surpass your competition? Better understand the changing state of the CPA industry from CPA number cruncher and compliance expert to business consultant and advisor. Obtain a better view of how to develop your firm's technology capabilities to drive efficiencies of scale, and allow you to develop niche practices in specialized areas that will drive your practice to greater profitability and success.

Join us and start working on your plan. You will be so glad you did. Register now to address your future succession issues and build your successful CPA Firm of the Future. Sponsored by the Westchester Chapter Local Practitioners Committee. Click on the link below to register for this valuable session on Succession Planning – CPA Firm of the Future.

[Register Now!](#)



**JOIN THE ALLIED PROFESSIONAL GROUP OF WESTCHESTER
AT THEIR NEXT BREAKFAST CPE EVENT:
"WESTCHESTER'S ECONOMIC AND
BUSINESS FUTURE"**

With a new year beginning, and our elections behind us, now is a great time for you to consider the current trends and economic environment in Westchester County. This will enable you to focus on the new developments and be informed about the future direction of your clientele for appropriately targeting and marketing your services.

Please join us on January 10, 2017 from 7:30 am to 9:30 am at the Doral Arrowwood, as we get updates from Westchester County Legislator [Michael B. Kaplowitz](#) (click on name for bio), who is currently Chairman of the Board of this group. He is in a great position to inform you of what is up and coming in Westchester and answer any questions you may have about local trends, changes, and legislation.

Save the date, and register for this most informative program. At the same time, you will have the opportunity to network with your colleagues who are CPAs, attorneys, and financial planners. Don't miss this opportunity to be smart about how you will adjust your firm to the changing future in Westchester.

**Tuesday, January 10th, 2017
07:30 AM - 09:30 AM
Doral Arrowwood
975 Anderson Hill Rd, Rye Brook, NY 10573**

SEATING IS LIMITED! PLEASE REGISTER BY: Tuesday, January 3rd, 2017
TO REGISTER: Contact your Association Person below.
Registration fee for members and non-members is \$40.00.
You will be provided registration confirmation required to attend the event.

Breakfast is included in the price.

FPA Greater Hudson Valley
Marcia Kaplan, CFP®
marcia.s.kaplan@ampf.com
914-289-0700 x11
1 CFP CE Credit - Pending approval

NYSSCPA
Amy Amodeo
rle@ecker-law.com
914-273-0777 (fax 914-273-1787)
1 CPE Credit – Course Code 29115706
To Register Online please [click here](#)

Westchester County Bar Association
Luis Rivera, Esq.
cle@wcbany.org
914-761-3707 x20
Certificates for 1 CLE credit will be provided to Attorney attendees

We look forward to seeing you.

**JOIN US AT THE
ACCOUNTANTS IN INDUSTRY COMMITTEE
WEDNESDAY JANUARY 18, 2017**

THE COST OF AGING

We welcome our speaker, Bonnie Yam, Managing Director of Pension Maxima Investment Advisory. Please join us in an informative discussion about our aging population and the related ramifications. The brief outline of the program is as follows:

- **Stages of Retirement**
- **Cash flow Planning**
- **Long Term Care**
- **Medicaid Spend-down Policy**

**PLEASE JOIN US IN THE 3RD FLOOR CONFERENCE CENTER OF SKADDEN ARPS
AT 360 HAMILTON AVENUE IN WHITE PLAINS FROM 7:45 TO 9 AM**

Learn and Earn 1 CPE credit. Under the new Accountancy law all CPAs in industry are subject to the CPE regulations. - Course Number **29115705**.

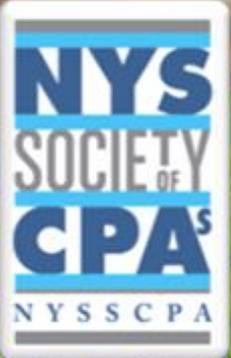
Bring a colleague. We provide the coffee and conversation to wake up your brain. We would like to thank our sponsor, Lisa Esteves, Controller, Skadden Arps Slate Meagher & Flom LLP for the use of their conference center.

Contact Michael Herz, michaelbherz@gmail.com or Deborah Rubin, drubin@lepatner.com for further information.

REGISTER NOW



A rectangular card with rounded corners, featuring a white background and a silver border. At the top is a cartoon illustration of a golden-brown hamburger bun. Below the bun, the text reads: "Save the Date" in red script, "NYSSCPA" in large green block letters, and "Networking Event" in yellow block letters. Underneath is the address "123 North St, Harrison, NY 10528" in black. A horizontal line with red, yellow, and green stripes separates the address from the venue information: "Willow Ridge Country Club" in black script and "May 18th, 2017 5:30 pm-8:30pm" in black. At the bottom is another cartoon illustration of a golden-brown hamburger bun.



NYS SOCIETY OF CPA'S - WESTCHESTER CHAPTER

Announces

THE ANNUAL GOLF OUTING EVENT

MONDAY, June 12th, 2017

WILLOW RIDGE COUNTRY CLUB

123 North Street – Harrison, NY (914) 967-6161

PAYMENT RECEIVED PRIOR TO DECEMBER 31ST, 2016 - \$300

PAYMENT RECEIVED PRIOR TO FEBRUARY 15TH, 2017 - \$325

SPONSORSHIPS:

Lunch, Golf, Cocktail Hour, Buffet & Dessert* \$350
Cocktail Hour, Buffet and Dessert Only \$150

LIMITED GOLD SPONSORSHIP: \$1,850 includes
♦ Sign near tee box area that company sponsored the hole
♦ Table at registration desk
♦ Reserved tables at cocktail hour and dinner
♦ Recognition at dinner
♦ Brunch, golf, drinks and dinner for one

* Includes greens fees, forecaddie, cart, and driving range

Hole Sponsorship - \$150

***** RESERVE EARLY – THIS EVENT WILL GET CLOSED OUT! *****

-  Line up your foursome with CPAs, clients, bankers, lawyers, etc. If you can't complete a foursome, we will do it for you.
-  The day begins with **sign-in/registration/brunch at 11:00 am, followed by a shotgun start at 12:30 pm.** Cocktail "hour" and hors d'oeuvres will begin at **approximately 5:30 pm** with open bar. Prizes will be awarded during buffet dinner. **ALL PRO SHOP CERTIFICATES MUST BE REDEEMED THAT EVENING.**
-  Our members, attorneys, bankers, and friends have contributed prizes. We thank them for their contributions.
-  Clients, spouses and others are welcome to attend!
-  Make your reservations early. I look forward to seeing you.
-  Rain or Shine! * No Refunds

Jeff Schwartz, Chairman

Westchester Chapter Golf Outing – June 12th, 2017

Name (please print) _____
Office Telephone Number _____
Firm Name and address _____
E-mail Address: _____



- I want to play in a scramble format (OR BELOW)**
- I want to play my own ball**
- Dinner Only
- Please put me in a foursome. My handicap is _____.
- I have arranged my foursome (Please list other 3 names) _____
- _____ _____
- My check for \$ _____ is enclosed.

Send check payable to "NYSSCPA – Westchester Chapter" to:

Emmerman, Boyle & Associates, LLC

1025 Westchester Avenue – Suite 301

White Plains, NY 10604

Att'n: Jeffrey A. Schwartz, CPA

Telephone (914) 286-6908

E-Mail: jschwartz@eba.nyc

2017 CALENDAR

<u>Date</u>	<u>Program/Activity/Event</u>	<u>Time</u>
01/09/2017	Local Practitioners CPE Event on Succession Planning	7:30 a.m. - 10:00 a.m.
01/10/2017	Allied Professionals Breakfast CPE Event	7:30 a.m. - 9:30 a.m.
01/17/2017	Managing Partners Breakfast Meeting	9:00 a.m. - 10:00 a.m.
01/18/2017	Accountants In Industry CPE Event - The Cost of Aging	7:45 a.m. - 9:00 a.m.
05/18/2017	Networking Event	5:30 p.m. - 8:30 p.m.
06/12/2017	Annual Golf Outing	All Day Event

<u>Newsletter Committee</u>	<u>Phone</u>	<u>E-Mail</u>
Licia Vizcarra	(914) 997-7724	Licia.Vizcarra@cmcensullocpa.com
Catherine Censullo	(914) 997-7724	Catherine.Censullo@cmcensullocpa.com

(E-mail submissions to the newsletter committee no later than the 10th day of the month prior to publication.)

For ALL Newsletter Mailing Issues - Use This Form or Call (212)719-8333

CPA Certificate No. /_/_/_/_/_/_/_/_/_/_

Name: (Last, First, Middle Initial)

Firm Name _____

Firm Address _____

City, State, Zip _____

Business Phone () _____

CPA Certificate No. /_/_/_/_/_/_/_/_/_/_

Name: (Last, First, Middle Initial)

Firm Name _____

Firm Address _____

City, State, Zip _____

Business Phone () _____

Return this form to: Membership Dept., NYSSCPA, 14 Wall St, 19th Floor, New York, NY 10005

FUTURE BOARD MEETINGS 2017

(Board Meetings are generally the 3rd Thursday Morning of the month. Exceptions are noted)

01/19/17 @ 8:00 a.m. - Conference Call

Call in number: 800-501-8979 - Access Code: 5627592

NEXT NEWSLETTER - FEBRUARY 2017

HAPPY NEW YEAR!
WELCOME 2017!

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