

IMA
c/o Greg Selby
6342 West Umatilla Avenue
Kennewick WA 99336-7637

Golden West Council and Pacific
Northwest Council Presents:

**12th Annual
REST 2007**
**Reno Educational Seminar & Training
Conference**
Reno Educational and Management Conference
February 22-24, 2007
**Peppermill Hotel Casino
Reno, Nevada**

**IMPORTANT
DO NOT DISCARD OR RETURN**

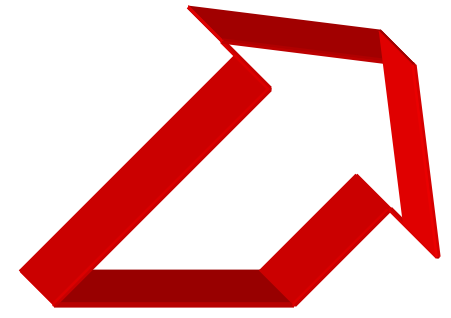
If you do not wish to attend, please pass along to a colleague

Place
Stamp
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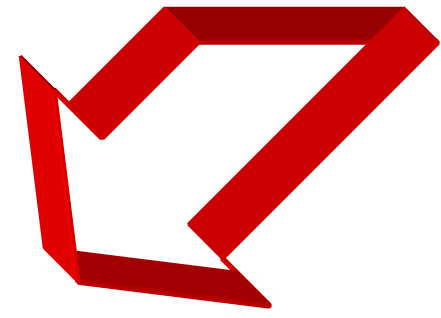


IMA's **Golden West Council** and
Pacific Northwest Council Present:

20 Hours of CPE



REST 2007
Reno Educational Seminar & Training



Accounting and
Management Conference
February 22 – 24, 2007
Peppermill Hotel Casino
Reno, Nevada

REST 2007

The Golden West Council and the Pacific Northwest Council of IMA, representing 28 chapters in eight states, is pleased to present the premier educational event in the Western U.S. – REST 2007. This two and a half day program celebrates its 12th year of offering high quality, leading edge programs geared to accounting and finance professionals. Prior year attendees have been impressed with the quality of topics and speakers, combined with a low cost destination served by airlines, and offering low cost transportation. This type of seminar is an excellent opportunity for both business and personal networking not available through other CPE delivery mediums.

OVERVIEW

This two and a half day program allows participants to select topics that directly influence their day-to-day professional lives. Topics are designed to provide attendees with practical knowledge that can be used to enhance future performance. Participants may select from topics that will offer the greatest benefits based on where they or their companies currently are, or wish to be. Participants may switch back and forth between tracks.

WHO SHOULD ATTEND

Accounting and finance professionals from all levels who wish to increase their skill sets and be on the leading edge of the issues and challenges faced in today's work environment.

LODGING

Seminar location is the Peppermill Hotel Casino, 2707 South Virginia Street, Reno, NV 89502-4213. Attendees planning to stay at the Peppermill will receive a special rate of \$64.00 per night single or double, plus applicable taxes. In order to receive this rate, attendees must identify themselves as a member of the Institute of Management Accountants (Code: CIMA207; Password: CIMA2071). Please call the Peppermill toll-free reservation number at (866) 821-9996 or local number at (775) 826-2121. Reservations can also be made on-line at <http://www.peppermillreno.com/reservations/>. Reservations need to be made by **January 20, 2007** to be guaranteed this special group discount rate and will require a deposit with a major credit card. Rates are not valid for one night stays or Saturday arrivals.

TRAVEL ARRANGEMENTS

Participants are responsible for their own travel arrangements. Substantial savings may be available by making your travel plans as early as possible. Lowest lodging rates at the Peppermill Hotel Casino may be obtained by booking your room before the cutoff date. Free transportation is available from the Reno/Tahoe International Airport via hotel shuttle.

SPEAKERS

William H Blair, CPA has over 11 years experience in public accounting providing services to international clients. His practice specialized in SEC reporting of companies in the Distribution and Health Care industries. Additionally, Bill has over 12 years experience as the CFO for a multi-state grocery chain and an international telecom software company. Bill has been an instructor and trainer for over 10 years, developing courses in strategic planning and process improvement.

Dr. Cecil W. Jackson, CPA, PhD. is a Professor of Clinical Accounting in the Marshall School of Business at USC. He teaches Fraudulent Financial Reporting and Managerial Accounting courses on both the graduate and undergraduate level. Dr. Jackson, a widely recognized authority on managerial accounting, possesses undergraduate degrees from Rhodes University and the University of the Witwatersrand. He also obtained a Masters Degree from Rhodes University and a Doctor of Commerce Degree

from the University of South Africa. Dr. Jackson is the author of *Business Fairy Tales: Grim Realities of Fictitious Financial Reporting*. He is Director of the USC Center of the California Council on Economic Education (CCEE).

Drummond Kahn, CGAP, CGFM, CIA is the Director of Audit Services for the City of Portland. Before joining the City in 2005, he served for nearly ten years in Oregon State Government and over five years in the U.S. General Accounting Office. Drummond has been training auditors and financial managers for 15 years through professional associations like the Association of Government Accountants, the Institute of Internal Auditors, and instructing for the USDA Graduate School. He has taught graduate courses in auditing and financial management in the Hatfield School of Government at Portland State University, graduate courses in auditing in the Lundquist College of Business at the University of Oregon, and a once-a-year graduate course in governance and oversight at Reims Management School in France.

Ann Krilanovich is CEO of Insurance Dynamics, a risk and insurance consulting firm now in its 22nd year. Ann is a well-known insurance broker, consultant, and teacher. Her entire career has centered on commercial insurance and education. Her course is entitled "*The Wonderful World of Insurance*" and offers a chance to get an updated survey of today's commercial insurance issues. You will take away 10 ideas that will save insurance dollars and you will know how to deal with agents and brokers on issues of coverage and service.

Charley Kyd runs www.ExcelUser.com, a web site dedicated to the business use of Microsoft Excel. He has written a book about financial management using Lotus 1-2-3, two similar books about Excel, and a book about programming in Excel. His e-book, *Dashboard Reporting with Excel*, currently is the only book that covers this useful topic. Charley is also the publisher of New Office Press. This start-up company soon will introduce a variety of e-books, written by well-known authors, which explain how to use different Office programs for business applications. He has consulted for both large and small companies, in industries as diverse as high-tech manufacturing, public utilities, telecommunications, a chain of hardware stores, and a fat rendering company.

Craig Lewelling has been in the investment business for over 13 years professionally. He is the principal owner of US Investors International, and specializes in financial and tax wise planning. Additionally, he has taught various investment classes at Portland Community College, Clackamas Community College, Clark Community College, and Central Oregon Community College. The classes cover a broad range, from stock basics, including fundamental and technical analysis, to understanding mutual funds and financial planning.

Ronald M. Rael, CPA is an award-winning speaker, trainer, and facilitator who applies proven advanced learning techniques to deliver measurable, bottom line results. His customized skills training and coaching approach will enhance the performance and effectiveness of people at all levels of your organization. Ron has facilitated and mentored teams in several of the Northwest's leading companies. His teams enhanced customer service, reduced turnover, and boosted productivity. They also implemented both technical and people systems. Ron collaborates with a variety of clients including corporations (Starbucks Coffee and Costco Wholesale), Governmental Agencies (US Navy and the Social Security Administration), and associations.

George Schilling, CTP, MBA is Principal of Schilling & Associates, a training/consulting firm that specializes in treasury management, corporate finance, and project management training. He is a former Assistant Treasurer of Chevron USA where he directed and coordinated nationwide treasury operations. Mr. Schilling serves on the Association for Financial Professionals Certified Treasury Professional (CTP) review faculty, is a member of the Institute of Management Accountants faculty for professional development, and is a Past President of the San Francisco Treasury Management Association. He is the author of *User-Friendly Finance*, an operationally oriented training program designed for non-financial professionals. Mr. Schilling received his MBA from Golden Gate University.

SCHEDULE, TOPICS, AND SPEAKERS

Wednesday, February 21, 2007 Registration: 6:30 p.m. – 9:00 p.m. in the Hospitality Suite	
Thursday, February 22, 2007 Registration: 7:30 a.m. – 8:00 a.m.	
Track 1 Managerial Training	Track 2 Accounting & Finance Training
8:00 a.m. – 9:45 a.m. <i>“But Will They Be There Tomorrow? – How To Lead Today’s Diverse Workforce”</i> <ul style="list-style-type: none"> Driving forces behind employees View deadlines so they are met Cope with changing roles Presented by – Ronald M. Rael	8:00 a.m. – 9:45 a.m. <i>“Today’s economy: is the real estate market the stock markets next best friend?”</i> <ul style="list-style-type: none"> Markets = Economy = People Market history, understanding the psychology Interest rates, Federal Reserve, and Politics Presented by – Craig Lewelling
9:45 a.m. – 10:00 a.m. Break	9:45 a.m. – 10:00 a.m. Break
10:00 a.m. – 11:45 a.m. <i>“But Will They Be There Tomorrow? – How To Lead Today’s Diverse Workforce” (continued)</i>	10:00 a.m. – 11:45 a.m. <i>“Understanding the competition through market analysis”</i> <ul style="list-style-type: none"> Buying and Selling Corporate Dividends Globalization Presented by – Craig Lewelling
11:45 a.m. – 1:00 p.m. Lunch	11:45 a.m. – 1:00 p.m. Lunch
1:00 p.m. – 2:45 p.m. <i>“Cultures of Professionalism – Use the Law of Attraction To Raise The Bar”</i> <ul style="list-style-type: none"> 5½ Realities of Today’s Work World The Professional Customer-centric Team Criticism - Professionally Presented by – Ronald M. Rael	1:00 p.m. – 2:45 p.m. <i>“Managing Financial Risk”</i> <ul style="list-style-type: none"> Elements of Financial Mgmt Managing FX Risk Managing Interest Rate Risk Presented by – George Schilling
2:45 p.m. – 3:00 p.m. Break	2:45 p.m. – 3:00 p.m. Break
3:00 p.m. – 4:45 p.m. <i>“Cultures of Professionalism – Use the Law of Attraction To Raise The Bar” (continued)</i>	3:00 p.m. – 4:45 p.m. <i>“Introduction To Electronic Commerce”</i> <ul style="list-style-type: none"> Cost/Benefit of EC Impact on Credit Terms Current EC Applications Presented by – George Schilling
5:00 p.m. to ____ Socializing in the Hospitality Suite	

Friday, February 23, 2007 Registration: 7:30 a.m. – 8:00 a.m.	
Track 1 Managerial Training	Track 2 Accounting & Finance Training
8:00 a.m. – 9:45 a.m. <i>“Earnings Management via Improper Timing of Revenue and Understatement of Expenses”</i> <ul style="list-style-type: none"> Acceleration of revenue Deferment of expenses Improper capitalization Presented by – Dr. Cecil Jackson	8:00 a.m. – 9:45 a.m. <i>“Next Steps in Performance Auditing”</i> <ul style="list-style-type: none"> Internal auditing defined Tools & techniques Improved mgmt accounting Presented by – Drummond Kahn
9:45 a.m. – 10:00 a.m. Break	9:45 a.m. – 10:00 a.m. Break
10:00 a.m. – 11:45 a.m. <i>“Hired Guns – the Contract Controller”</i> <ul style="list-style-type: none"> Restoring order Keeping the order New order in town Long term strategy with part-time professional assistance Presented by – William H Blair	10:00 a.m. – 11:45 a.m. <i>“Performance Measurement”</i> <ul style="list-style-type: none"> What to measure/analyze “Efficiency” and “effectiveness” The “InstaMeasure” kit Presented by – Drummond Kahn
11:45 a.m. – 1:00 p.m. Lunch	11:45 a.m. – 1:00 p.m. Lunch
1:00 p.m. – 2:45 p.m. <i>“Earnings Management via Acquisitions, Off-Balance Sheet Entities, and More”</i> <ul style="list-style-type: none"> SPE’s & VIE’s Goodwill on acquisition Roundtrip transactions Presented by – Dr Cecil Jackson	1:00 p.m. – 2:45 p.m. <i>“The Wonderful World of Insurance”</i> <ul style="list-style-type: none"> Basic types of insurance Stomp out coinsurance in property policies How to lower your premiums Presented by – Ann Krilonovich
2:45 p.m. – 3:00 p.m. Break	2:45 p.m. – 3:00 p.m. Break
3:00 p.m. – 4:45 p.m. <i>“Earnings Management via Acquisitions, Off-Balance Sheet Entities, and More” (continued)</i>	3:00 p.m. – 4:45 p.m. <i>“The Wonderful World of Insurance” (continued)</i> <ul style="list-style-type: none"> Professional liabilities, i.e. E & O, D & O, EPLI, M & A, accountant’s malpractice, etc. Fiduciary liabilities, fidelity insurance, lease provisions to use, HIPPA provisions, bonds Presented by – Ann Krilonovich
5:00 p.m. to ____ Socializing in the Hospitality Suite	
Saturday, February 24, 2007 Registration: 7:30 a.m. – 8:00 a.m.	
8:00 a.m. – 11:45 a.m. <i>“Excel Business Reporting”</i> <ul style="list-style-type: none"> Reducing Excel errors Improving Excel presentations Managing business data in Excel Presented by – Charley Kyd	

REST 2007 REGISTRATION FORM

Name: _____ CFM CMA CPA

Nickname for Badge: _____

Title: _____

Company: _____

Address: _____

City, State, Zip: _____

Telephone: _____

E-Mail: _____

IMA Member Number: _____

IMA Chapter: _____

Course Fees:

	By 1/15/2007	After 1/15/2007
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IMA Member		
Full Program	<input type="checkbox"/> \$325	<input type="checkbox"/> \$350
Day 1	<input type="checkbox"/> \$175	<input type="checkbox"/> \$175
Day 2	<input type="checkbox"/> \$175	<input type="checkbox"/> \$175
Day 3	<input type="checkbox"/> \$150	<input type="checkbox"/> \$150

IMA Student Member		
Full Program	<input type="checkbox"/> \$175	<input type="checkbox"/> \$195

Non-member		
Full Program	<input type="checkbox"/> \$350	<input type="checkbox"/> \$375
Day 1	<input type="checkbox"/> \$175	<input type="checkbox"/> \$195
Day 2	<input type="checkbox"/> \$175	<input type="checkbox"/> \$195
Day 3	<input type="checkbox"/> \$150	<input type="checkbox"/> \$150

Team of 3 from one company (IMA Members and Non-members)		
Full Program	<input type="checkbox"/> \$900	<input type="checkbox"/> \$1000

Payment Information:

Check enclosed payable to: **Institute of Management Accountants**

Visa MasterCard

_____ / _____
Card Number Expiration Date

Cardholder Name (print)

Authorized Signature

Please check concurrent session you're most likely to primarily attend:
Attendees may change sessions later. This information is for reference only to assist the event planning.

Thursday, February 22, 2007

Morning Session – Track 1 Morning Session – Track 2
 Afternoon Session – Track 1 Afternoon Session – Track 2

Friday, February 23, 2007

Morning Session – Track 1 Morning Session – Track 2
 Afternoon Session – Track 1 Afternoon Session – Track 2

Saturday, February 24, 2007

Morning Session

REGISTRATION

Registration begins at 6:30 p.m. on Wednesday, February 21, 2007. The conference begins at 8:00 a.m. each day and concludes at 4:45 p.m. each day except Saturday. Tuition includes continental breakfast, lunch, refreshment breaks, and course materials. Course fees are payable in advance. **Remember the early birds get a prize – it pays to register early. See you there!**

MAIL, FAX, OR E-MAIL REGISTRATION FORM TO:

IMA
c/o Greg Selby
6342 West Umatilla Avenue
Kennewick, WA 99336-7637

Work Phone: (509) 376-6041
Fax: (509) 373-7581
E-mail: greg.selby@fluor.com

Credit card charges can be by VISA or MasterCard, and will reflect Tri-Cities Chapter – IMA on your statement.

CANCELLATION, REFUNDS, AND SUBSTITUTIONS

Written cancellations postmarked up to fourteen calendar days before the course begins entitle you to a full refund of your registration fee. Cancellations received between eight and thirteen days prior to the course are subject to a cancellation charge of \$40. Individuals who do not attend or who fail to substitute their registration or cancel within seven days prior to the start of the course are liable for the entire registration fee. If your plans change and you are unable to attend the course, you may substitute another individual for your registration prior to the course. Simply call Greg Selby and inform him of the change.

SCHEDULE CHANGES

We reserve the right to change speakers when necessary and to cancel the program as appropriate with a minimum of one-week advance notice to registrants. Should this occur, all registration fees will be refunded in full.

ACCREDITATION

This program is designed to meet the NASBA guidelines for CPE credits for CPA's and the ICMA guidelines for CPE credits for CFM's and CMA's. However, state boards of accountancy have final authority on the acceptance of individual courses for CPE credit.

20 Recommended CPE Hours

Field of Study: Management and Accounting/Finance (see schedule)

Conference Objectives: See Statement of Objectives in brochure

Advance Preparation: Rest up – lots of brain food here!

Prerequisite: None

Experience Level: Intermediate

Teaching Method: Lecture + Discussion + Case Study