

Bottom Lines

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IMA INSTITUTE OF
MANAGEMENT
ACCOUNTANTS
Advancing the Profession™

www.imamichigan.org/kalamazoo

September/October 2008

--PAST PRESIDENTS' NIGHT--

Date: Tuesday, Sept 18, 2008

Location: **St. Julian Wine Company !!!**
716 S. Kalamazoo Street
(1/2 mile south of I-94 Exit 60)
Paw Paw, MI 49079
269-657-5568

Times:
5:45 Wine Tasting
6:30 Winery Tour
7:30 Dinner
8:00 Speaker – David Braganini,
President, St. Julian's Wine Co.

Buffet Dinner:
Roast Beef & Chicken Parmesan*

\$25 - Members and Guests
\$15 - Past Presidents of IMA

Reservations requested -

Please RSVP to Mark Woodin via email:

mark.woodin@theima.org

*Includes scalloped potatoes, baked ziti, green bean
casserole, and tossed salad.

<---Note the **Paw paw** location for this meeting! Call
mark (269) 323-2246 with questions.

SEPTEMBER 18 IMA EVENT AT:



St. Julian is Michigan's oldest and largest winery. This family-owned winery was founded by Mariano Meconi in 1921. Today, grandson David Braganini has adopted the family tradition of wine making while turning St. Julian into Michigan's most renowned winery.

From the first shoots of the Michigan spring through the harvest and barrel tasting of late fall, the family tradition that has flourished transforms grapes to wine, fruit to nectar, as passion and science converge bottle after bottle, case after case.

The introduction of its award-winning Braganini Reserves to the Michigan retail market is the latest exciting news from the Braganinis.

Wouldn't It Be More Convenient to pay once for the entire year of Dinner/Lunch meetings? We are offering a package of 6 meetings for the price of 5 (excluding professional development seminars). Bring a check for \$125.00 (a \$25 savings) to the September dinner meeting and get passes for the entire year (transferable to colleagues). Do you request reimbursement from your employer? How about only having to do it once?

It's a win-win situation --**Save Time & Money!**



OCTOBER MEETING

Date: Tuesday, October 21, 2008

Location: **Beacon Club !!!**
5830 Portage Road
(3/4 mi. south of I-94 Exit 78)
Portage, MI 49001
269-343-9000

Dinner Choices: Prime Rib,
Whitefish,
or Chicken*
---\$25 Members and Guests---

Times: 5:15 Technical Session
6:00 Social Time
6:30 Dinner
7:30 Speaker

<RSVP mark.woodin@theima.org>
(Presentations are free if you
choose not to enjoy dinner)
*Includes salad, baked potato, rolls,
and beverage (pop, coffee, iced tea)

October Technical Speaker:

Bill Boersma, Owner and President of Opportunity Concepts, LLC



"Life Insurance Market: Life Settlement"

Bill will be discussing the life insurance market and a growing component of life insurance called Life Settlement or the sale of life insurance on the open market. The performance of financial markets over the past two decades has caused nearly all permanent life insurance policies to under-perform the projections under which they were sold. A convergence of forces in the insurance industry - extended mortality, reduced expenses, intense competition - has brought improved insurance products to the market. The one constant is that clients want maximum value for their premium dollar, and this often requires policy replacement.

Bill is the owner and president of Opportunity Concepts, LLC, a life insurance consulting practice, and Lawson Insurance Services, Inc, an insurance brokerage operation, both located in downtown Grand Rapids, MI. Bill utilizes his successful experience in personal production as an estate tax, business succession and charitable planning specialist to be a strong ally to professional advisors throughout the Midwest.

Bill is a former president of the Grand Rapids chapter of the National Association of Insurance and Financial Advisors as well as the Association's Charitable Foundation. He is currently the president of the West Michigan Society of Financial Service Providers and on the Board of Directors of the Michigan Association of Licensed Insurance Counselors. He is a Chartered Life Underwriter and a Licensed Insurance Counselor. Bill graduated with a business degree from Calvin College. He lives in Grand Rapids with his wife, Anne, and their three children.

October Dinner Speaker: Greg Hofmann, PHR, LIC, Managing Director of Innovation Health and Wellness Benefit Consulting

"Value Based Benefit Design (VBBD)"

VBBD focuses on optimizing health and welfare benefit plans to eliminate barriers to care for individuals with chronic conditions such as diabetes, asthma and cardiovascular disease. Value Based Benefit Design has evolved as one of the leading national initiatives. It started at Pitney Bowes and has just been launched by employers in West Michigan, led by Kellogg's and the City of Battle Creek. The discussion will include an overview of value based benefit design.

2008-2009 Kalamazoo Chapter Board of Directors

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VP Administration	Karyn Walker	karynw@theima.org
President Elect	Mark Woodin	mark.woodin@theima.org
Treasurer	Mark Woodin	mark.woodin@theima.org
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Newsletter	Sue Glenn	suekglen@comcast.net
Public Relations	JoAnn Ilecki	
Roster	Karyn Walker	karynw@theima.org
Website	Dana Collins	DJCOLL1@aol.com
VP Membership and Community Service	Karyn Walker	karynw@theima.org

**The following members had perfect attendance last year,
and received a \$25 gift certificate:**

Dana Collins!!

Mark Woodin!!

Julie Zink!!



THANKS FOR YOUR SUPPORT OF THE CHAPTER!!!

--also, The chapter awarded the 2007-2008 WMU Student scholarship to Michael Verstraete! He will receive \$1,000 scholarship and a student membership to IMA! Congratulations, Michael and welcome to the IMA!--



WANTED: Accounting Supervisor, Marshall Community Credit Union, Marshall.

This position includes staff accountant and human resources responsibilities as well as management of ACH and ATM/debit/credit card operations. Accounting responsibilities include investment accounting and record-keeping, completing quarterly call report, month end/quarterly/annual general ledger processing and preparation of financial statements, ALM software input and calculations, annual budgeting assistance, and assisting in ensuring compliance with GAAP and regulatory requirements. Human resources responsibilities include weekly payroll processing with third party vendor, coordinating employee benefit programs, and overseeing personnel policies and regulatory compliance. Bachelor's degree in accounting or equivalent combination of education and experience required; previous management experience and solid knowledge of financial institution practices and operations a plus.

Qualified applicants should submit their resume and salary requirements to: CFO, Marshall Community CU, 839 W. Green St., Marshall, MI 49068; fax: 269-781-8099; mgt@marcomcu.org
 ~~~~~

*Welcome new student member  
 Barbara Smith (Davenport)*

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**Webinar Programs for IMA Members**

**IMA webinars – Online seminars to engage IMA members in emerging areas and/or new aspects of practices within the management accounting profession.**

| Air Date     | Series      | Session Title (click to register)                                                  |
|--------------|-------------|------------------------------------------------------------------------------------|
| September 10 | Inside Talk | <a href="#">Decision Making Beyond the Numbers: Framing Findings &amp; Results</a> |

**Time:** 1:00 pm – 2:00 pm EDT

More than ever, today's finance executives need to move beyond being perceived as number crunchers and own their role as strategic leaders and partners in their organizations. As economic uncertainty persists, finance executives must play a more active role in managing not only their company's finances, but also in assisting their colleagues in making better strategic business decisions. In this session, finance executives will learn best practices on how to turn financial analysis and results into actionable strategic recommendations for their organizations and its executives. Moving beyond delivering results into delivering counsel and advice, the session will provide tips on how to take on a more consultative role within your organization by combining financial expertise, effective leadership and strong communication skills.

**NOTICE--**When attending these IMA National's free webinars, please send a copy of your certificate of completion to Karyn Walker for CPE reporting purposes asap; you and the chapter will get timely credit! Thank you!!!!

## President's Message

I would like to take this opportunity to send a welcome to the members of the Kalamazoo Chapter of the Institute of Management Accountants. I hope each of you had a wonderful summer. The Board of Directors of your chapter made good use of the summer planning events in order to organize the activities and educational meetings that we will be offering our members during the year. We hope that you will participate in these activities to enhance the benefit of your membership in the IMA.

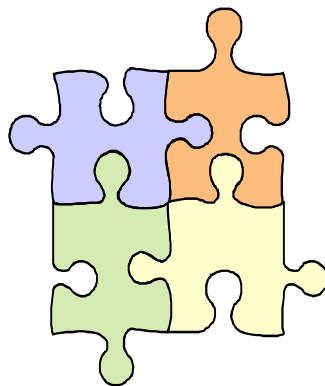
A list of the activities planned for the year is included in this Newsletter, as well as detailed information regarding the activities for September and October. We will be continuing the format that we began last year with sending a Newsletter to our members every other month. Each Newsletter will provide information regarding the activities planned for the subsequent two months. If you have any comments regarding this format and method of communicating to you, please contact one of the Board of Directors and give us your feedback.

The Board strives to provide our members with activities and educational opportunities to meet the challenges that your careers require including meetings that provide accounting and auditing topics, sessions on relevant ethics concerns and other topics that you may face in your daily responsibilities. We have scheduled two all-day seminars to assist us in providing these topics and you might also consider attending an all-day seminar that the Michigan Council will be hosting in late October. We also have included a networking opportunity and wine tasting event to bring the members back together in September after our summer absence. If you have ideas for any topics or speakers that would interest our members and provide greater benefit for your membership, please contact me and we will work to include those topics in an upcoming event.

I want to thank you for your membership in the IMA and encourage you to participate in the Chapter's activities as your time permits. I look forward to seeing you at an upcoming event and again, if there is anything that the Chapter and Board can do in order to enhance your membership in the IMA, please don't hesitate to let us know.

Dana Collins  
President  
2008 – 2009 Service Year

"Opportunities multiply as they are seized."  
- Sun Tzu



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**Kalamazoo Chapter  
September/October 2008 Newsletter**



LOCATIONS FOR SEPTEMBER & OCTOBER--

September: St. Julian Winery in Paw Paw  
October: Beacon Club in Portage