



2019  
**Cincinnati**  
Accounting Show

**Embrace change | Enrich skills | Excel**

Sept. 25-26, 2019



[ohiocpa.com/OAS2019](http://ohiocpa.com/OAS2019)



THE  
**OHIO SOCIETY**  
OF CPAs  
ADVANCING THE STATE OF BUSINESS



“

This was the absolute best Accounting Show I have attended. Every tax class was valuable and will help me in my practice.

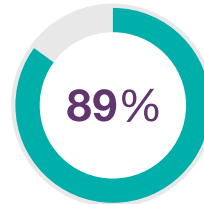
Very good combination of relevant, diverse subjects. Presentations I attended were up-to-date for today's world...not a rehash.

This was by far the best show I attended (this year)... The speakers were professional, the data was relevant and the facilities were accommodating.

”



of those surveyed said they received beneficial information and/or actionable ideas from last year's event.



of surveyed attendees rated the 2018 Accounting Shows as "good or excellent" as well as the approximate amount of value they took away from what was provided.

# ..... EMBRACE change | ENRICH skills | EXCEL .....

The Cincinnati Accounting Show is not just a two-day event. This signature conference is packed with the topics and learning you need to enhance your personal and professional success in 2019. The sessions have been strategically designed to help you embrace change, enrich your skill set and excel.

We appreciate the opportunity to help you enhance your skills. Whether you're in corporate or public accounting, you'll find quality learning built in response to the latest industry trends and emerging issues.

There are so many sessions to choose from, but we've highlighted a few to help you get started!

## CORPORATE

### **Hot Topics!**

**Session 12:** BI Deep Dive

**Session 32:** Strategic Cost Transformation

**Session 36:** Current Examples, Applications, and Implementation of Blockchain and Cryptocurrency Tools

**Session 40:** Personal Wealth Creation Planning

## PUBLIC ACCOUNTING

### **Hot Topics!**

**Session 20:** Auditing Standards Update

**Session 29:** Taking the Risk Out of Risk Assessment

**Session 33:** Pricing on Purpose: Implementing Value Pricing in Your Firm

**Session 44:** Future of Audit: Staying Ahead Amid Rapid Changes

## UP-TO-DATE TECHNICAL TOPICS

**Session 3:** Accounting Standards Update: What You Need to Know

**Session 9:** Mastering the Lease Standard

**Session 34:** Navigating the Tax and Accounting Implications of Cryptocurrencies

**Session 49:** State & Local Tax Implications from Federal Tax Reform

Register today at



[ohiocpa.com/OAS2019](https://ohiocpa.com/OAS2019)



## SESSION & SPEAKER Spotlight



### **Session 28: Individual Tax Strategies**

*Cynthia Kula, CPA, PFS, CFP, director, tax services, Waltham Rea*

With more than 40 years of public accounting experience, Cindy has spent most of her time concentrating in taxation. Regularly assisting clients with tax, financial, and estate planning. Cindy also oversees quality control for the tax department. She specializes in partnership and corporate tax law. Cindy is a frequent speaker to and writer for industry and community groups, trade associations, the OSCP, and Lorman Educational Services. In addition, Cindy is a member of the American Institute of CPAs, The Ohio Society of CPAs, and the OSCP Scholarship Committee and served on the strategic planning committee of Parma City Schools.



### **Session 36: Current Examples, Applications and Implementation of Blockchain and Cryptocurrency Tools**

*Dr. Sean Stein Smith, CPA, CGMA, assistant professor, Lehman College*

Sean is an expert and sought-after speaker focusing on the intersection of financial services, blockchain and cryptocurrencies. He is a regular contributor to IBM's official Blockchain Unleashed website. He is a regular expert guest on China Global TV Network discussing blockchain and related applications. Sean is a member of the Advisory Board for the Wall Street Blockchain Alliance. His analysis and thought leadership in the blockchain and cryptocurrency area have been featured in dozens of articles.



### **Session 35: Thinking for the 21<sup>st</sup> Century**

*Robert Coppedge, MCITP, MCT, MCTS, MCSE, MCDBA, CEO, Simplex-IT*

Bob Coppedge is the founder and CEO of Simplex-IT, an IT organization that essentially is the IT departments for small-medium organizations throughout Northeast Ohio. Bob also spent 14 years as Chief Information Officer at Patio Enclosures Inc. in Macedonia, and was IT Manager for the City of Cleveland Heights before that.



### **Session 45: Funding Investment with Cash Flow and Session 40: Personal Wealth Creation Planning**

*Perry Jeffries III, CRPC, CPFA, PES, president, Diamond Equity Advisors*

Perry brings a unique blend of subject matter expertise in two areas that are important to people's lives: financial adviser and personal trainer. With a combined 35 years of experience in fitness and finance, he speaks to diverse audiences on a variety of topics ranging from financial planning and literacy to corporate leadership and personal development. Perry is also presenting Personal Wealth Creation Planning (session 40).



### **Session 7: The Five Pillars of a Future-Ready Firm, Session 10: Let's Get Uncomfortable: A Look at New Management Techniques and Session 16: The Key to Team Productivity - Collaboration**

*Jon Hubbard, director of business development, Boomer Consulting, Inc.*

Jon Hubbard, Director at Boomer Consulting helps accounting firm leaders find success in the areas of leadership, talent and growth. Jon is a facilitator for the Boomer P3 Leadership Academy, Boomer Talent Circle and Boomer Marketing & BD Circle (launching Fall 2019). He also guides firms to grow and be more effective in the areas of client service, marketing and business development.

# NETWORKING & BUSINESS Development Opportunities



The exhibit hall (day one only) is not just the place to find cutting-edge solutions and ideas for your professional and business needs. It's your chance to enhance your business development skills with professionals who are at the top of their networking game. Bring plenty of business cards to share as you check out the latest technologies, products and services. Discover how you can amplify your own business and stay ahead of the curve in this evolving and competitive business environment.

Why should I walk an exhibit hall?



















- **Get ahead, stay ahead.** An exhibit hall is an easy way to browse options and opportunities that can help you do things faster, smarter, better.
- **Convenient and helpful.** It's rare to get an in-person opportunity to connect with so many experts all in one place. Seize the day and build your network!
- **Connections are powerful.** The essence of networking is to gain connections that can help advance your career or business. Even if the products aren't a fit for you or your company, they might be for someone else you know. Remember, knowledge is power. Equip yourself with information that will transform you into the go-to person for colleagues and clients.
- **Great prizes and swag.** From cool gadgets to prizes, you've got to walk it to win it.

**THANK YOU** to our Event Supporters











# SEPT. 25 – Schedule at a glance
















7:00 am	Registration and Breakfast		
	Ethics & Governance	Accounting & Finance Leadership	Strategic Management
7:45-9:00 am	<b>1. How Brand Value Impacts Company Value</b> <span>CM</span> <i>Lisa Morales Cook, Senior VP, Fahlgren Mortine</i> <ul style="list-style-type: none"> <li>Dissect the Brand Value Pyramid and its correlation to and implications for your company.</li> <li>Discover why well-branded companies have a brand value of 60-75% of book value.</li> <li>Assess your company's brand and explore how to grow its value.</li> </ul>		
9:20-10:35 am	<b>4. Ohio CPA Professional Standards and Responsibilities</b> <span>RE</span> (9:20 am - 12:10 pm) <i>Tiffany Crosby, CPA, MBA, CTP, CGMA, director, learning, The Ohio Society of CPAs</i> <ul style="list-style-type: none"> <li>Walk through practical applications of the Ohio Revised Code (ORC) and the Ohio Administrative Code (OAC) in our modern environment.</li> <li>Examine the concept of ethics, ethical drift and the ethical decision-making process.</li> <li>Engage in an interactive review of the licensing, ethics and independence rules that apply to Ohio CPAs.</li> </ul>	<b>5. Data Communication</b> <span>BM</span> <i>Robert Coppedge, MCITP, MCT, MCTS, MCSE, MCDBA, CEO, Simplex-IT</i> <ul style="list-style-type: none"> <li>Identify the characteristics of useful data for your organization.</li> <li>Explore the different methods of communicating data to make it more actionable.</li> <li>Learn how to analyze and use the information from your data to drive business performance.</li> </ul>	<b>6. Keeping Relationships Healthy with CRM</b> <span>BM</span> <i>Garrett Wagner, CPA, CITP, CEO, C3 Evolution Group</i> <ul style="list-style-type: none"> <li>Analyze the CRM technology solutions available to capture data about your customers/clients.</li> <li>Identify data points that would be helpful in building stronger relationships.</li> <li>Discuss how relationship building is changing in the profession.</li> </ul>
10:55 am-12:10 pm		<b>10. Let's Get Uncomfortable: A Look at New Management Techniques</b> <span>PD</span> <i>Jon Hubbard, director of business development, Boomer Consulting, Inc.</i> <ul style="list-style-type: none"> <li>Understand how technology and demographics are driving change in management techniques.</li> <li>Discover how the breakdown of hierarchy and the building of collaboration and distributed authority can empower leadership in all levels of the organization.</li> <li>Grasp the correlation between leadership and high performance.</li> </ul>	<b>11. Exiting: Maximize Business Valuation</b> <span>BM</span> <i>Craig Hohnberger, owner, Buji ActionCoach</i> <ul style="list-style-type: none"> <li>Tackle the six steps of minimizing risk and maximizing valuation within a business.</li> <li>Identify the two crucial roles an owner must maintain until exit.</li> <li>Find out how your business can create true generational wealth.</li> </ul>
12:10-1:15 pm	Lunch		
1:05-2:35 pm	<b>15. A Framework for a Successful Recovery from a Disaster or Cyber Incident</b> <span>IT</span> <i>Mike Moran, president, Affiliated Resource Group</i> <ul style="list-style-type: none"> <li>Break down the definition of a disaster/cybersecurity incident, the potential causes and what your organization needs to do to "protect."</li> <li>Dissect the similarities between disaster recovery and cybersecurity planning and the value each provides to your organization.</li> <li>Develop a framework for outlining roles and responsibilities, prevention protocols and methods for recovering from an incident.</li> </ul>	<b>16. The Key to Team Productivity – Collaboration</b> <span>HR</span> <i>Jon Hubbard, director of business development, Boomer Consulting, Inc.</i> <ul style="list-style-type: none"> <li>Delve into the strategies and tools that will help you formulate a culture based on collaboration.</li> <li>Identify strategic planning, performance management and accountability that will ensure your organization is poised for future growth and profitability.</li> <li>Outline an action plan to get started.</li> </ul>	<b>17. Engage: Workforce, Productivity and Accountability</b> <span>PD</span> <i>Craig Hohnberger, owner, Buji ActionCoach</i> <ul style="list-style-type: none"> <li>Engage in the 21 keys to energize your workforce.</li> <li>Find out ways to evaluate people and establish peer-to-peer accountability.</li> <li>Learn to quickly move the needle of engagement at your organization.</li> </ul>
2:55-4:25 pm	<b>21. Emerging Trends in Data Privacy: How to Protect Your Organization's Data</b> <span>BM</span> <i>Jacob Nix, CPA, CISA, president and COO, RISC Point Advisory Group</i> <ul style="list-style-type: none"> <li>Discuss current and planned data privacy regulations and review leading examples of data privacy failure.</li> <li>Explore how data privacy can affect your organization in the current climate.</li> <li>Walk through how to perform a high-level risk profile for your organization to pinpoint data privacy gaps.</li> </ul>	<b>22. An Executive Primer to Mergers &amp; Acquisitions</b> <span>BM</span> <i>Kenneth Haffey, CPA, CVA, partner, Skoda Minotti CPAs Dave Mustin, MBA, partner, Skoda Minotti CPAs</i> <ul style="list-style-type: none"> <li>Provide an overview of the components of the M&amp;A life-cycle.</li> <li>Describe the process of valuing a business and the importance of managing and transforming the business post Day 1.</li> <li>Review case studies of successful bought, sold, transformed and advised businesses.</li> </ul>	<b>23. Inclusive Environment</b> <span>HR</span> <i>Mitsu Narui, PhD, Capital University</i> <ul style="list-style-type: none"> <li>Highlight characteristics that cause a barrier to an inclusive environment.</li> <li>Understand the true meaning of an inclusive environment.</li> <li>Differentiate diversity from inclusion.</li> </ul>

	Technology Application & Risk Management	Tax Compliance	A&A Compliance
7:55-9:10 am	<p><b>2. Leveraging Tax Technology</b> </p> <p><i>Timothy Hatcher, CPA, tax senior manager, BDO USA LLP</i></p> <ul style="list-style-type: none"> <li>Review emerging technologies and gain a deeper understanding of analytics, data inefficiencies and robotic process automation.</li> <li>Discuss how to tackle common tax challenges by leveraging technologies.</li> <li>Evaluate leading practices and lessons learned, along with examples of technologies in action.</li> </ul>		<p><b>3. Accounting Standards Update: What You Need to Know</b>  </p> <ul style="list-style-type: none"> <li>Unpack recently issued or effective accounting standards, with emphasis on significant issuances like revenue recognition.</li> <li>Delve into major developments important to the profession and review lessons learned from implementation of significant standards.</li> <li>Pinpoint ways to prepare yourself now for future updates, activities and requirements.</li> </ul>
9:30-10:45 am	<p><b>7. The Five Pillars of a Future-Ready Firm</b> </p> <p><i>Jon Hubbard, director of business development, Boomer Consulting, Inc.</i></p> <ul style="list-style-type: none"> <li>Uncover the five pillars of a future-ready firm; process, talent, leadership, technology and growth.</li> <li>Learn why these areas matter and how to better connect the dots between each of them.</li> <li>Focus on why firm IT transformation is needed, including business case examples.</li> </ul>	<p><b>8. The Future of Tax Compliance</b> </p> <p><i>Justin Breidenbach, CPA, CFE, MAcc, professor of accounting, Ohio Wesleyan University</i></p> <p><i>Katie Berkley, J.D., managing associate, Frost Brown Todd LLC</i></p> <ul style="list-style-type: none"> <li>Dissect the ongoing complexities of tariff increases.</li> <li>Assess tax regulation requirements for the legalized marijuana industry.</li> <li>Understand risk exposure as it pertains to your organization in this new tax environment.</li> </ul>	<p><b>9. Mastering the Lease Standard</b>  </p> <p><i>Anthony LaNasa, CPA, CFE, principal/shareholder, HW&amp;Co</i></p> <ul style="list-style-type: none"> <li>Determine how implementation of the new standard will impact the balance sheet, income statement and cash flow statements.</li> <li>Walk through application of the new standards using examples.</li> <li>Outline tips to tackle now to ensure compliance and a smooth implementation in the effective year.</li> </ul>
11:05 am-12:20 pm	<p><b>12. BI Deep Dive</b>  </p> <p><i>Chris Ortega, MBA, senior finance manager, Emarsys</i></p> <ul style="list-style-type: none"> <li>Explore in depth the strengths, weaknesses and challenges for BI Garter leader technologies.</li> <li>Examine how these technologies can prepare you, your team and organization for digital readiness.</li> <li>Learn to embrace the future of BI and how accounting and finance teams can help lead the charge.</li> </ul>	<p><b>13. Maximizing Ohio Sales/Use Tax Exemptions</b> </p> <p><i>Steven Dimengo, CPA, J.D., MT, partner, Buckingham, Doolittle &amp; Burroughs, LLC</i></p> <ul style="list-style-type: none"> <li>Address core exemptions and how they can be maximized, including the Cincinnati Reds' bobbleheads resale exemption for promotional items.</li> <li>Discuss favorable classification as a business fixture when used in an exempt manner.</li> <li>Review hidden exemptions in otherwise taxable services.</li> </ul>	<p><b>14. Update on Compilation and Review Engagements</b> </p> <p><i>Michael Glynn, CPA, CGMA, senior technical manager, audit &amp; attest standards team, AICPA</i></p> <ul style="list-style-type: none"> <li>Probe the latest developments and issues relevant to compilation and review engagements, including peer review.</li> <li>Unpack recent SSARS, accounting and reporting developments.</li> <li>Pinpoint the professional standards and risk factors relevant to the performance of these engagements.</li> </ul>
1:15-2:45 pm	<p><b>18. Finance Evolution - AI &amp; ML</b> </p> <p><i>Chris Ortega, MBA, senior finance manager, Emarsys</i></p> <ul style="list-style-type: none"> <li>Explore AI and ML solutions existing in accounting and finance.</li> <li>Discuss how AI and machine learning will impact people, process and performance strategies.</li> <li>Understand if your team and organization are ready for AI and ML.</li> </ul>	<p><b>19. Legislative and Regulatory Update</b> </p> <p><i>Gregory Saul, Esq., CAE, director, tax policy, The Ohio Society of CPAs</i></p> <ul style="list-style-type: none"> <li>Gain insights into timely state and federal legislative issues.</li> <li>Unpack regulatory reforms at the Ohio Department of Taxation and Accountancy Board of Ohio.</li> <li>Review state and federal judicial decisions impacting tax developments.</li> </ul>	<p><b>20. Auditing Standards Update</b>  </p> <p><i>Michael Glynn, CPA, CGMA, senior technical manager, audit &amp; attest standards team, AICPA</i></p> <ul style="list-style-type: none"> <li>Assess the effect of recently issued auditing standards and guidance as well as challenges in auditing accounting methods for recently effective FASBs, including revenue recognition.</li> <li>Become familiar with exposure drafts and other projects in auditing.</li> <li>Obtain the most up-to-date information you need to conduct successful audits and provide high-quality services to your clients.</li> </ul>
3:05-4:35 pm	<p><b>24. Deep Dive: Internet of Things</b> </p> <p><i>Andrew Smith, liason, InnovateOhio</i></p> <ul style="list-style-type: none"> <li>Identify new vulnerabilities exposed by the internet of things.</li> <li>Discover how to leverage IOT to your advantage.</li> <li>Review best practices for safeguarding your organization against data breaches.</li> </ul>	<p><b>25. Economic Incentives &amp; Tax Credits</b> </p> <p><i>Stephen Palmer, CPA, senior manager, SALT, Plante Moran PLLC</i></p> <p><i>Adam Burgess, VP, transaction management, Plante Moran Cresia</i></p> <ul style="list-style-type: none"> <li>Delve into Ohio tax credits and incentives in four major areas: job creation and retention, capital investment, job training, and innovation.</li> <li>Discuss developments in federal programs and assess impact in Ohio.</li> <li>Explore how to incorporate these credits and incentives into tax planning strategies.</li> </ul>	<p><b>26. Not-For-Profit Financial Reporting Update</b> </p> <p><i>Brian Todd, CPA, audit shareholder, Clark Schaefer Hackett &amp; Co.</i></p> <ul style="list-style-type: none"> <li>Dissect expected changes from the implementation of ASU 2014-09, ASU 2016-14 and ASU 2018-08.</li> <li>Review what a financial statement looks like under new FASB standards.</li> <li>Walk through how to transition and comply successfully under these standards.</li> </ul>

# SEPT. 26 – Schedule at a glance

7:00 am	Registration and Breakfast		
	Financial Planning & Analysis	Professional Skills	Technical Finance & Accounting Skills
7:45-9:00 am	<b>27. Uncovering Efficiency: Project and Time Management</b>  <p><i>Timothy Kloppenborg, Ph.D.,PMP, Kloppenborg &amp; Associates</i></p> <ul style="list-style-type: none"> <li>• Determine how to identify the right project management technology for your organization.</li> <li>• Examine how project and time management can increase team efficiency.</li> <li>• Analyze how to structure processes into a timeline with adequate milestone tracking.</li> </ul>		
9:20-10:35 am	<b>30. Financial Data Analytics: Microsoft Power BI Workshop</b>  <p>(9:20 am - 12:10 pm)</p> <p><i>Scott Vess, CPA, CMA, vice president, finance &amp; treasurer, American Modern Insurance Group</i></p> <ul style="list-style-type: none"> <li>• Find out how to build interactive, visually appealing dashboards in Power BI.</li> <li>• Discuss how to transform structured and unstructured data from multiple sources and build scalable models in Power Pivot.</li> <li>• Learn to deploy multiple dashboards to various devices, including laptops, tablets and mobile phones.</li> </ul>	<b>31. Real Talk: Engaging in Conversations that Matter</b>  <p>(9:20 am - 12:10 pm)</p> <p><i>Tiffany Crosby, CPA, MBA, CTP, CGMA, director, learning, The Ohio Society of CPAs</i></p> <ul style="list-style-type: none"> <li>• Uncover the seven steps of conducting powerful conversations.</li> <li>• Evaluate frameworks for crafting a shared purpose and consensus.</li> <li>• Review techniques to stay in dialogue amid conflict and create a safe space for conversations with differing opinions or heightened emotions.</li> </ul>	<b>32. Strategic Cost Transformation</b>   <p><i>Reginald Lee, PhD, professor, Williams College of Business, Xavier University</i></p> <ul style="list-style-type: none"> <li>• Learn how decisions that positively affect profit can negatively affect cash.</li> <li>• Discern how to transform cost/profit models into those that highlight cash, capacity and cost.</li> <li>• Explore the role multi-dimensional models play in creating alignment between operations and accounting.</li> </ul>
10:55 am-12:10 pm			<b>35. Thinking for the 21<sup>st</sup> Century</b>  <p><i>Robert Coppedge, MCITP, MCT, MCTS, MCSE, MCDBA, CEO, Simplex-IT</i></p> <ul style="list-style-type: none"> <li>• Compare the decision making processes suggested by chess versus poker</li> <li>• Decision making in the age of big data and social media</li> <li>• The importance of the word “Why”</li> </ul>
12:10-1:10 pm	Lunch		
1:00-2:30 pm	<b>39. Thinking Beyond Patterns: Finding Meaning in Your Data</b>  <p><i>Toby Groves, PhD, MS, president, Groves Research and Consulting</i></p> <ul style="list-style-type: none"> <li>• Explore thinking approaches that support deeper insight into the meaning behind information.</li> <li>• Find out how to detect unusual patterns through data screening methods and how to deal with contradictory evidence.</li> <li>• Develop skills that boost your understanding of meaning behind complex connections.</li> </ul>	<b>40. Personal Wealth Creation Planning</b>   <p><i>Perry Jeffries III, CRPC, CPFA, PES, president, Diamond Equity Advisors</i></p> <ul style="list-style-type: none"> <li>• Outline the components of a holistic financial plan.</li> <li>• Walk through choosing the right investments for your financial plan.</li> <li>• Learn about the types of insurance products that are missing from your plan.</li> </ul>	<b>41. Third-Party Risk Management</b>  <ul style="list-style-type: none"> <li>• Pinpoint areas where third parties are essential to your organization's strategic and tactical decisions.</li> <li>• Learn how to avoid damages to your bottom line and reputation by creating a process to oversee your third-party relationships.</li> <li>• Dive into due diligence procedures pre- and post-contract that will enhance your risk management model.</li> </ul>
2:50-4:20 pm	<b>45. Funding Investment with Cash Flow</b>  <p><i>Perry Jeffries III, CRPC, CPFA, PES, president, Diamond Equity Advisors</i></p> <ul style="list-style-type: none"> <li>• Unpack the concept behind the profit-first bank accounting method.</li> <li>• Determine when to invest and stay in cash.</li> <li>• Discover how to systematically pay off debt.</li> </ul>	<b>46. Meta Thinking: The New Critical Thinking</b>  <p><i>Toby Groves, PhD, MS, president, Groves Research and Consulting</i></p> <ul style="list-style-type: none"> <li>• Delve into new thinking approaches that improve critical thinking and judgement.</li> <li>• Understand how to examine the relevance, reliability and validity of evidence.</li> <li>• Consider how to assess the quality of your own reasoning, including context / situational awareness and implicit bias.</li> </ul>	<b>47. Budgeting and Operating Performance Evaluation</b>  <p><i>Jeffery Enyart, CPA, CLU, CHFC, CPCU, CGMA, Avastar CPA &amp; Consulting Inc.</i></p> <ul style="list-style-type: none"> <li>• Explore the various financial and non-financial purposes of budgeting.</li> <li>• Find out the differences between correlation and causation.</li> <li>• Discuss best practices when operating performance deviates from budgeting, including communicating to stakeholders.</li> </ul>



	Trends to Watch	Tax Planning & Risk Management	Accounting & Auditing Risk Management
7:55-9:10 am	<p><b>28. Individual Tax Strategies</b> </p> <p><i>Cynthia Kula, CPA, PFS, CFP, director, tax services, Waltham Rea</i></p> <ul style="list-style-type: none"> <li>Assess the impact of tax reform on the 2018 filing season, including highlights from the new Form 1040 and schedules.</li> <li>Highlight individual tax and financial planning opportunities to consider year-round.</li> <li>Evaluate top planning strategies and tips for taking action before year end.</li> </ul>		<p><b>29. Taking the Risk Out of Risk Assessment</b>  </p> <p><i>Deana Thorps, CPA, manager, audit quality initiatives, AICPA</i></p> <ul style="list-style-type: none"> <li>Uncover misconceptions in applying AU-C Sections 315 and 330 that are having a major impact on audit quality.</li> <li>Understand the intent of the Standards and discuss practical application in audits.</li> <li>Discover tips and tools that can be used to enhance risk assessments and how to capture clients increased dependency on technology.</li> </ul>
9:30-10:45 am	<p><b>33. Pricing on Purpose: Implementing Value Pricing in Your Firm</b>  </p> <p><i>Ronald Baker, CPA, founder, VeraSage Institute</i></p> <ul style="list-style-type: none"> <li>Understand the business model behind value pricing vs. hourly billing.</li> <li>Discuss how to value your services and what questions you should be asking.</li> <li>Assess behavioral economics, marketing strategy, and customer psychology, and how these principles should be applied to pricing.</li> </ul>	<p><b>34. Navigating the Tax and Accounting Implications of Cryptocurrencies</b>   </p> <p><i>Dennis Murphy, DM, CPA, senior manager, Skoda Minotti</i> <i>Nicholas Ward, NW, senior staff accountant, Skoda Minotti</i></p> <ul style="list-style-type: none"> <li>Get an overview of cryptocurrency and the basics of blockchain, including legislation and government activity.</li> <li>Delve into use cases and their impact on tax and accounting departments.</li> <li>Highlight the importance of being prepared for increased usage of digital assets, including internal controls and reporting requirements.</li> </ul>	
11:05 am-12:20 pm	<p><b>36. Current Examples, Applications and Implementation of Blockchain and Cryptocurrency Tools</b>  </p> <p><i>Dr. Sean Stein Smith, CPA, CGMA, assistant professor, Lehman College</i></p> <ul style="list-style-type: none"> <li>Know where to go to receive current updates and news related to cryptocurrency and blockchain applications in the U.S.</li> <li>Examine and analyze cryptocurrency and blockchain implementation underway in the Ohio business community.</li> <li>Articulate, explain and analyze what current trends and directions mean for blockchain-based cryptocurrency tools.</li> </ul>	<p><b>37. Tax Reform: Tax Season in Review</b> </p> <p><i>Don Stanovcak, J.D., manager, national tax office, Plante Moran PLLC</i> <i>Zachary Youseff, CPA, manager, tax, Plante Moran PLLC</i></p> <ul style="list-style-type: none"> <li>Assess the impact tax reform had on the 2018 tax filing season.</li> <li>Pinpoint key takeaways to better position your organization, or you as an individual, for the next filing season.</li> <li>Review tips for avoiding common pitfalls identified during the 2018 filing season.</li> </ul>	<p><b>38. Emergence of Integrated Reporting</b> </p> <ul style="list-style-type: none"> <li>Evaluate how current reporting models are being challenged.</li> <li>Discuss the disruption of current reporting models after reviewing value creation concepts.</li> <li>Identify how to implement Integrated Reporting by learning how it links strategy, purpose and value together.</li> </ul>
1:10-2:40 pm	<p><b>42. Economic Update</b> </p> <p><i>James Saling, CIMA, CPWA, president and princepal, Saling Simms Associates</i></p> <ul style="list-style-type: none"> <li>Get an overview of the current state of the economy.</li> <li>Highlight new trends in the economy that will impact Ohio.</li> <li>Understand how recent updates in the economy will affect the profession.</li> </ul>	<p><b>43. Social Security for CPAs: Planning for Today and Tomorrow</b> </p> <p><i>Kelly Draggoo, Cincinnati public affairs specialist, Social Security Administration</i></p> <ul style="list-style-type: none"> <li>Discuss changes in the Social Security program and how it works today.</li> <li>Review implications for planning strategies.</li> <li>Uncover myths and misinformation related to social security benefits.</li> </ul>	<p><b>44. Future of Audit: Staying Ahead Amid Rapid Changes</b>  </p> <ul style="list-style-type: none"> <li>Explore accounting and auditing trends in the areas of technology, methodology, standards, and skills.</li> <li>Assess the impact that continuous monitoring and assurance will have on financial statement audits.</li> <li>Pinpoint a range of in-demand skills like critical thinking and data analysis as they relate to your future.</li> </ul>
3:00-4:30 pm	<p><b>48. Robotic Process Automation Fundamentals and Strategy</b> </p> <ul style="list-style-type: none"> <li>Gain an understanding of robotic process automation technology and its risks, opportunities, and organizational impact.</li> <li>Learn how to identify and prioritize the business processes that are most suitable for automation.</li> <li>Discover key considerations needed to build a business case for automation.</li> </ul>	<p><b>49. State &amp; Local Tax Implications from Federal Tax Reform</b>  </p> <p><i>Mary Dolson, CPA, partner, Skoda Minotti, CPAs</i></p> <ul style="list-style-type: none"> <li>Assess the varying approaches states are taking toward conformity with the Tax Cuts and Jobs Act.</li> <li>Review key corporate tax issues affecting states.</li> <li>Dive into post-Wayfair compliance challenges and highlight the different economic nexus thresholds and effective dates.</li> </ul>	<p><b>50. Leading Practices for Third Lines of Defense</b> </p> <p><i>Protiviti Inc.</i></p> <ul style="list-style-type: none"> <li>Promote a common understanding of the role of each of the three lines of defense in managing an organization's risk.</li> <li>Explore the role of Internal Audit as the third line of defense, and discuss the forces increasingly calling for Internal Audit professionals to embrace innovation in its mission to provide assurance services.</li> <li>Share insights, generate discussion and discuss common challenges associated with the three lines of defense risk model.</li> </ul>

# EVENT Details

**Date:** Sept. 25-26, 2019

**Time:** 7:45 am – 4:35 pm (registration begins at 7:00 a.m.)

**Credits:** up to 16 credits in multiple areas

**Location:**

Sharonville Convention Center  
11355 Chester Road  
Cincinnati, OH 45246

Complimentary Accounting Show parking  
is available at the convention center.

Phone: 513.771.7744

[www.sharonvilleconventioncenter.com](http://www.sharonvilleconventioncenter.com)

## Hotel

The Society has secured a block of king/double rooms at a preferred rate of \$109. Please make your reservations by Sept. 3 and indicate you are with The Ohio Society of CPAs to receive the preferred rate. Reservations placed after Sept. 3 are subject to availability.

Hyatt Place Sharonville Convention Center  
11345 Chester Road Cincinnati, OH 45246

Phone: 513.771.1718

[www.cincinnatiasharonville.place.hyatt.com](http://www.cincinnatiasharonville.place.hyatt.com)

## Community Give Back

We love our members and want to give back to the communities they call home. You can help! We will have pre-cut blankets for children at the OSCP registration desk. All you have to do is tie the ends to make them whole and ready to use. Finish as many as you can. After lunch on day 2, staff will take the blankets to a local charity and donate them.

## New This Year - DAY ONE ONLY!



Complimentary professional head shots to be offered during networking breaks and lunch. More details to be provided in your attendee program guide.

## Both days

Sept. 25-26, 2019

Product #52692

<input type="checkbox"/> Non-member <b>\$624</b>	<input type="checkbox"/> Member <b>\$469</b>
<b>Save more than 30% when you register before August 28 at the member rate!</b>	
<input type="checkbox"/> Early non-member <b>\$574</b>	<input type="checkbox"/> Early member <b>\$419</b>

## Single day

**Day one (Sept. 25) only:** Product #52693

**Day two (Sept. 26) only:** Product #52694

<input type="checkbox"/> Non-member <b>\$494</b>	<input type="checkbox"/> Member <b>\$339</b>
<b>Save more than 40% when you register before August 28 at the member rate!</b>	
<input type="checkbox"/> Early non-member <b>\$444</b>	<input type="checkbox"/> Early member <b>\$289</b>

Register today at



[ohiocpa.com/OAS2019](http://ohiocpa.com/OAS2019)

## Contact information

Society ID # (found on the back cover with address) \_\_\_\_\_

Full Name \_\_\_\_\_

Email \_\_\_\_\_

Firm \_\_\_\_\_

Business Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

After Hours Phone \_\_\_\_\_

Special Needs \_\_\_\_\_

## Payment information



### ONLINE

To register and pay online, visit  
[www.ohiocpa.com/OAS2019](http://www.ohiocpa.com/OAS2019)

OR



### MAIL

Return this form no later than August 28, 2019 with a check made payable to The Ohio Society of CPAs to:

The Ohio Society of CPAs  
4249 Easton Way  
Suite 150  
Columbus, OH 43219

## Day 1

7:45 – 9:00 am

- 1. How Brand Value Impacts Company Value **CM**

7:55 – 9:10 am

- 2. Leveraging Tax Technology **TX**
- 3. Accounting Standards Update: What You Need to Know **AC** 🔥

9:20 - 10:35 am

- 4. Ohio CPA Professional Standards and Responsibilities **PE** (9:20 am - 12:10 pm)
- 5. Data Communication **EM**
- 6. Keeping Relationships Healthy with CRM **EM**

9:30 – 10:45 am

- 7. The Five Pillars of a Future-Ready Firm **EM**
- 8. The Future of Tax Compliance **TX**
- 9. Mastering the Lease Standard **AC** 🔥

10:55 am - 12:10 pm

- 10. Let's Get Uncomfortable: A Look at New Management Techniques **PD**
- 11. Exiting: Maximize Business Valuation **EM**

11:05 am – 12:20 pm

- 12. BI Deep Dive **IT** 🔥
- 13. Maximizing Ohio Sales/Use Tax Exemptions **TX**
- 14. Update on Compilation and Review Engagements **AU**

1:05 – 2:35 pm

- 15. A Framework for a Successful Recovery from a Disaster or Cyber Incident **IT**
- 16. The Key to Team Productivity – Collaboration **PD**
- 17. Engage: Workforce, Productivity and Accountability **PD**

1:15 – 2:45 pm

- 18. Finance Evolution - AI & ML **IT**
- 19. Legislative and Regulatory Update **TX**
- 20. Auditing Standards Update **AU** 🔥

2:55 – 4:25 pm

- 21. Emerging Trends in Data Privacy: How to Protect Your Organization's Data **EM**
- 22. An Executive Primer to Mergers & Acquisitions **EM**
- 23. Inclusive Environment **HR**

3:05 – 4:35 pm

- 24. Deep Dive: Internet of Things **IT**
- 25. Economic Incentives & Tax Credits **TX**
- 26. Not-For-Profit Financial Reporting Update **AC**

## Day 2

7:45 – 9:00 am

- 27. Uncovering Efficiency: Project and Time Management **EM**

7:55 – 9:10 am

- 28. Individual Tax Strategies **TX**
- 29. Taking the Risk Out of Risk Assessment **AU** 🔥

9:20 – 10:35 am

- 30. Financial Data Analytics: Microsoft Power BI Workshop **EM** (9:20 am - 12:10 pm)
- 31. Real Talk: Engaging in Conversations that Matter **CM** (9:20 am - 12:10 pm)
- 32. Strategic Cost Transformation **AC** 🔥

9:30 – 10:45 am

- 33. Pricing on Purpose: Implementing Value Pricing in Your Firm **EM** 🔥
- 34. Navigating the Tax and Accounting Implications of Cryptocurrencies **TX** **AC** 🔥

10:55 am – 12:10 pm

- 35. Evolving Necessity: Critical Thinking **PD**

11:05 am – 12:20 pm

- 36. Current Examples, Applications and Implementation of Blockchain and Cryptocurrency Tools **IT** 🔥
- 37. Tax Reform: Tax Season in Review **TX**
- 38. Emergence of Integrated Reporting **AC**

1:00 – 2:30 pm

- 39. Thinking Beyond Patterns: Finding Meaning in Your Data **AU**
- 40. Personal Wealth Creation Planning **FI** 🔥
- 41. Third-Party Risk Management **MS**

1:10 – 2:40 pm

- 42. Economic Update **EC**
- 43. Social Security for CPAs: Planning for Today and Tomorrow **TX**
- 44. Future of Audit: Staying Ahead Amid Rapid Changes **AU** 🔥

2:50 – 4:20 pm

- 45. Funding Investment with Cash Flow **FI**
- 46. Meta Thinking: The New Critical Thinking **AU**
- 47. Budgeting and Operating Performance Evaluation **FI**

3:00 - 4:30 pm

- 48. Robotic Process Automation Fundamentals and Strategy **IT**
- 49. State & Local Tax Implications from Federal Tax Reform **TX** 🔥
- 50. Leading Practices for Third Lines of Defense **AU**

Register before August 28 and  
**SAVE MORE THAN \$50**



Follow us on social media to  
receive timely updates for the

## 2019 Cincinnati Accounting Show

