

July 20, 2010

Dear WAA Member,

Please join us at our annual convention for the Wisconsin Association of Accountants!

- September 19 – 21, 2010
- Glacier Canyon Lodge at the Wilderness Resort WI Dells
- [www.wildernessterritory.com](http://www.wildernessterritory.com)
- Register by mail or fax the enclosed form
- Early registration cut off date is September 7, 2010
- Call 800-867-9453 for room reservations
- Mention Block #157035 for WI Assn of Accountants block at Glacier Canyon Lodge discounted rate of \$95 sgl/dbl or \$135 deluxe condo
- Rooms must be reserved by Friday, August 20, 2010
- CPE credits possible – 2 ethics and 12 accounting
- Spousal program – see the agenda included in this packet

Join us as we kickoff our 2010 annual convention with a golf outing on Sunday, September 19<sup>th</sup> at noon at the Trappers Turn Golf Course. The cost will be \$85 which includes 18 holes of golf and lunch. Bring your spouse or significant other – all are welcome to attend!

Sunday evening at 6pm we will start with a cocktail hour and dinner starting at 7pm. Cash bar will be available. Sunday night's entertainment features the Rick Wilcox strolling magic show. Rick Wilcox is known to be one of the best shows in WI Dells!

The enclosed agenda will detail everything we have planned for you. The hospitality room will be open after the evening events with the WAA providing your favorite beverages. Bring a snack to share!

If you have any questions please call my office. Hope to see you in WI Dells in September!

Sincerely,

Byron L. Dopkins, EA, ABA, ARA  
WAA Executive Director  
715-425-0482

**2010 WAA CONVENTION**



**SEPTEMBER 19, 20, 21,**

**2010**

*Glacier Canyon Lodge at the Wilderness Hotel in WI Dells 800-867-9453*  
Wisconsin Association of Accountants - phone 800-237-4080 fax 715-425-7399  
www.waainc.org

*Please complete a separate Registration Form for each member, nonmember and guest.*

Attendee Name \_\_\_\_\_ Spouse's  
Name \_\_\_\_\_

Firm Name \_\_\_\_\_ Telephone # (     )  
\_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

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

Email address \* required for registration  
confirmation\* \_\_\_\_\_

**FULL CONVENTION PROGRAM - Indicate one:**  Member \$ 305.00  Non-Member \$365.00  
\$ \_\_\_\_\_ (Includes Both days of education programs with lunch; Sunday Dinner; &  
Monday Banquet)

Please indicate choice of entrée for Monday Banquet:

GRILLED SALMON FILET  SAUTEED CHICKEN BREAST  8oz TENDERLOIN FILET & 3  
JUMBO SHRIMP

**SPOUSE (Sunday Dinner, Spousal Program, Monday Banquet)..... \$ 125.00**  
\$ \_\_\_\_\_

Please indicate choice of entrée for Monday Banquet:

GRILLED SALMON FILET  SAUTEED CHICKEN BREAST  8oz TENDERLOIN FILET & 3  
JUMBO SHRIMP

**ONE DAY SEMINAR OPTION**

Attend either Monday Seminar & banquet or Tuesday seminar only for:

Member \$ 190.00  Non-Member \$ 220.00

**Monday 9-20-10:** Ethics, Business Evals & Operations, and family clients includes Monday Banquet  
\$ \_\_\_\_\_

Please indicate choice of entrée for Monday Banquet:

GRILLED SALMON FILET  SAUTEED CHICKEN BREAST  8oz TENDERLOIN FILET & 3  
JUMBO SHRIMP

**Tuesday 9-21-10:** Sales Tax Update, Sales/Purchases of Accounting Practices, Practice Management  
\$ \_\_\_\_\_

**LESS DISCOUNT - Subtract \$30 discount if registration is received by Sept. 7, 2010**  
(\$ \_\_\_\_\_)

**MONDAY NIGHT BANQUET TICKET ONLY ..... \$ 45.00**  
\$ \_\_\_\_\_

Please indicate choice of entrée for Monday Banquet:

GRILLED SALMON FILET  SAUTEED CHICKEN BREAST  8oz TENDERLOIN FILET & 3  
JUMBO SHRIMP

SUNDAY NIGHT DINNER & ENTERTAINMENT ONLY .....\$ 35.00  
\$ \_\_\_\_\_

TRAPPERS TURN GOLF OUTING - SUNDAY 9-18-10 # of golfers \_\_\_\_\_ @ \$ 85.00 =  
\$ \_\_\_\_\_

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TOTAL AMOUNT ENCLOSED \$

ARE YOU A FIRST TIME CONVENTION ATTENDEE?  YES - check here

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**PAYMENT OPTIONS:** Make checks payable to: WAA Send To: WAA PO BOX 356 RIVER FALLS, WI 54022

OR Charge my Credit Card \$ \_\_\_\_\_ VISA or MASTER CARD

Card No: \_\_\_\_\_ Exp Date: Month \_\_\_\_\_  
Year \_\_\_\_\_

Signature \_\_\_\_\_ Fax to WAA 1-715-425-7399

**NOTE: ADVANCE REGISTRATION REQUIRED -**

\*\*\*\*Cancellations must be received 15 days prior to convention for a refund\*\*\*\*

# 2010 Annual Convention Agenda

## Sunday, September 19<sup>th</sup>

9:00 - 11:00 AM	WAA Board Meeting
Noon	Trappers Turn Golf Outing 18 holes
6:00 - 7:00 PM	Welcome Reception with cash bar
7:00 PM	Dinner
8:00 PM	Rick Wilcox Strolling Magic Show in the Hospitality Room
9:00 - ? PM	Hospitality Room

## Monday, September 20<sup>th</sup>

Choose from one of the following venues - can switch at breaks - choice to be made day of convention:

<i>Time</i>	<i>Venue One</i>	<i>Venue Two</i>
8:30 - 10:00 AM	<u>Ethics</u> by Dave or Mary Mellem, EA Ashwaubenon Tax Professionals Green Bay, WI	<u>Business Operations</u> , by Ted See, BCBA Nationally known authority and speaker on profit enhancement, cash management, business brokerage and business appraisal.
10:00 - 10:15 AM	Mid Morning Break	Mid Morning Break
10:15 AM - Noon	<u>Working with Difficult Family Clients</u> by Kevin Palmerschein, Attorney "One of the top business lawyers in Dane County in Surveys by Madison Magazine."	<u>Business Valuations</u> by Ted See, BCBA Multi state accredited business brokerage & business valuation instructor. <a href="http://www.thetascongroup.com/">http://www.thetascongroup.com/</a>
Noon - 1 PM	Lunch	Lunch
1:00 - 2:45 PM	<u>Ethics</u> by Dave or Mary Mellem, EA Ashwaubenon Tax Professionals Green Bay, WI	<u>Question and Answer Discussion</u> by Dave or Mary Mellem, EA Ashwaubenon Tax Professionals Green Bay, WI
2:45 - 3:00 PM	Mid Afternoon Break	Mid Afternoon Break

3:00 PM	WAA Annual Business Meeting
6:00 - 7:00 PM	Cocktail Reception - Cash Bar
7:00 - 8:00 PM	Dinner
8:00 - 9:00 PM	WAA Banquet and Installation of Officers
9:00 - -	Hospitality Room

## Tuesday, September 21<sup>st</sup>

8:00 - 8:30 AM	Registration, Coffee, Juice, Sweet Rolls	
8:30 - 10:00 AM	<u>Sales Tax - Hot Issues and Updates</u> OR <u>Sales/Purchases of Accounting</u> <u>Practices</u>	
<i>Your choice:</i>	by Mike Hinnendael, WI Dept of Revenue Practice Sales	by Bob Fremder, Accounting
10:00 - 10:15 AM	Mid Morning Break	
10:15 - Noon	<u>Practice Management</u> , Education in Motion <a href="http://www.eim4cpe.com">www.eim4cpe.com</a>	
Noon - 1:00 PM	Lunch	
1:00 - 2:45 PM	<u>Practice Management</u> , Education in Motion	
2:45 - 3:00 PM	Mid-Afternoon Break	
3:00 - 4:30 PM	<u>Practice Management</u> , Education in Motion	

POSSIBLE CPE CREDITS:  
12 HOURS ACCOUNTING AND 2 HOURS ETHICS

# 2010 Spousal Tour

## *Itinerary for WI Dells/Baraboo Tour*

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### *Sunday, September 19, 2010*

6:00 – 7:00 pm	Welcome Reception with cash bar
7:00 pm	Dinner (Location TBA)
8:00 pm	Rick Wilcox Strolling Magic Show in the Hospitality Room
9:00 pm	Hospitality Room

### *Monday, September 20, 2010*

9:00 am	Coffee, juice & light breakfast –Hospitality Room
10:30 am	Meet in front of hotel
10:30 am	Tour of WI Dells Army Ducks – Hear the history and see the sites of the Dells area from the historic Army Ducks
12:30 am	Lunch Authentic Italian Pizza Making – Stone Fire Oven The Little French Bakery – New Freedom, WI
After Lunch	Shopping in the historic and quaint Downtown Baraboo
4:00 - 4:30 pm	Return to Hotel
6:00 – 7:00 pm	Cocktail Reception – Cash Bar
7:00 – 8:00 pm	Dinner
8:00 – 9:00	WAA Banquet and Installation of Officers
9:00 - -	Hospitality Room

### *Tuesday, September 22, 2010*

9:00 am	Coffee, juice & light breakfast
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Enjoy shopping, site seeing, or just relaxing at the Wilderness Lodge.

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## WAA Golf Outing at



## Trappers Turn Golf Club

Please join us for a fun filled afternoon! For more information visit their website at [www.trappersturn.com](http://www.trappersturn.com)

**Where:** *Trappers Turn Golf Club 800.221.8876  
652 Trappers Turn Drive WI Dells WI 53965*

**When:** *Sunday, September 19, 2010  
Noon - Tee Time  
18 holes*

**Cost:** *\$85.00 - includes golf cart and  
Box Lunch*

*\*\* Please prepay for golf on the convention registration form included in this packet.*

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Golf Partners - Return this bottom portion with your registration.

Name: \_\_\_\_\_ Phone \_\_\_\_\_

Please indicate who you would like to golf with - we will try to accommodate your preferences. Bring your spouse or significant other.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_