

# The Kansas City Courier

February 2011

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## PRESIDENT'S MESSAGE

# Reaching New Heights

We continue to climb to new height, taking on heavy snow as we start our journey into another calendar year. We have started to warm back up with January's training meeting being addressed by Beth Phillips, Missouri Western District U.S. Attorney General. The U. S. Attorney General gave an excellent presentation on how the attorney general office uses financial data to assist in the prosecution and conviction of criminals. We are very grateful that she took the time to speak to us. We are also thankful to Bill Humenczue for his assistance in inviting her to speak.

AGA's Western Region Sectional Leadership Meeting was held here in Kansas City on January 29. Chapter Executive Committee members throughout the region came together to share ideas, discuss best practices, and to support and encourage each other in their efforts in meeting AGA's mission and goals at the Chapter and Regional level .

We still need Chapter Executive Committee (CEC) nominees for program year 2011-2012 which starts in June 2011. Let's keep the momentum going. The Past President and President positions are automatically fill by the current President and the president-Elect. We currently have nominees for the following committee chairs: Web Master, Programs and Meeting, Professional Development-Seminar, By-laws, and Membership. We need nominees for the remaining CEC positions, especially for President-Elect and Treasurer.

We are a proud Chapter that carries the legacy of excellence in being out front with new ideas, and supporting the educational and career needs of its members and the financial community. Many of our new ideas come from new members, early in their careers, bringing energy and excitement to fuel the Chapter, and from existing members with years of dedication and vision for the Chapter. You have it and we need it! So don't hesitate, join our executive committee and help preserve our legacy of excellence.

Keep in mind that AGA's Professional Development Conference will be in Atlanta on July 10-13, 2011. Community service events are coming. Please plan ahead and support these events.

Continue to keep Jay Teopaco and his wife in your thoughts and prayers.

**Oscar Williams, CGFM  
Chapter President**



## MEMBERSHIP NEWS

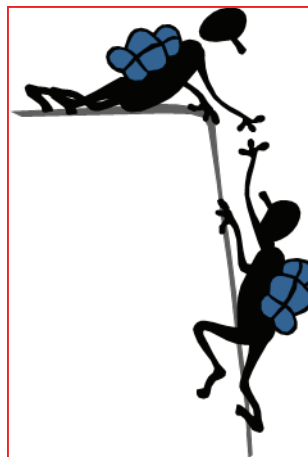
### Challenges – Climbing to New Heights with AGA!

The Kansas City AGA Chapter would like to remind you of the sponsorship of this year's AGA Membership Opportunity – *Challenges – Climbing to New Heights with AGA!*

We have only one more month, February, to give all potential members a ticket which will give them a chance to win an AGA membership and the sponsoring member a great gift. The more times you attend a meeting, the more chances you have at winning. During the March 2011 meeting, we will draw five (5) tickets. Those five (5) tickets will be the winners and all winners will be given a free membership.

The AGA Membership Opportunity will be a great way to enjoy the association and climb to new heights!

Please contact Connie at [Constance.Smith@kcc.usda.gov](mailto:Constance.Smith@kcc.usda.gov) with any questions about membership.



# Association of Government Accountants Community Service

Where: Harvesters  
3801 Topping Ave  
Kansas City, MO 64129  
Phone: 816-929-3000  
Please enter through the Volunteer Entrance

When: Saturday, March 19, 2011  
From 1:00 p.m. – 3:00 p.m.

Who: All AGA members, family and friends are welcome

What: Volunteer at the Outreach Center sorting and repackaging food.

This is a warehouse environment so all volunteers should remember the following:

- ❖ Dress is casual (Jeans, T-shirts and Sweatshirts are recommended)
- ❖ No open toed shoes are allowed in the warehouse
- ❖ During colder seasons dressing in layers is recommended
- ❖ Jewelry should be kept at a minimum
- ❖ Children under the age of 6 are not permitted in the warehouse for safety reasons

**Please RSVP to: Carrie Miller by Friday, March 11, 2010**  
[Carrie.Miller@kcc.usda.gov](mailto:Carrie.Miller@kcc.usda.gov) or (816-926-2853)



Please visit Harvesters website and see the impact they are making in Kansas City:  
<http://www.harvesters.org/>

Association of Government Accountants  
Kansas City Chapter  
Community Service Event



Help create a world free of Multiple Sclerosis (MS)!

Where: Country Club Plaza  
Valencia Place  
444 W. 47th Street  
Kansas City, MO 64112

When: Saturday, April 9, 2011

Check-in at 8:00 a.m.  
5K Walk begins at 9:00 a.m.

Who: All AGA members, family and friends are welcome

Please RSVP to: Carrie Miller by Friday, April 1, 2011

[Carrie.Miller@kcc.usda.gov](mailto:Carrie.Miller@kcc.usda.gov) or (816-926-2853)

## **CALL FOR AWARD NOMINATIONS**

The purpose of an awards program is to recognize service and accomplishments at the roots, volunteerism—when someone provides service they don't have to! America is a great example of volunteerism and that carries down from the founders to our little chapter on the map of the U.S. So, I encourage all of you to strive for these awards, give up a little of your time to support the chapter and profession and reap the benefits of fulfillment and progression in your careers. The current Chapter Award Categories are as follows:

**Member of the Year Award (Competitive)** — Criteria are on the next page.

**Community Service Award (Competitive)** – Criteria follow MOY criteria

**Clifford M. Buck Chapter Service Award** -- By Nomination of chapter member(s)

**Sponsor Award**—Competitive—Member who recruits most new members during year.

**Special Achievement Award** – A notable professional contribution for those 35 years and younger. They should be nominated by their managers.

**President's Special Award** -- President's discretion and given to a member or members for special initiatives or acts performed during the year that helped the Chapter be successful.

**Scholarship Awards**—Chapter at its discretion can award monetary scholarships to a member or a family member who is pursuing a degree in the discipline of financial management. Those that submit scholarship applications will be considered by the Scholarship Committee.

We need members, especially those of you that are supervisors to be nominating our outstanding volunteers/members for these awards.

Please contact Michelle Holland at [Michelle.Holland@jocogov.org](mailto:Michelle.Holland@jocogov.org) for nomination forms or Chapter scholarship applications.

We still need one more member to serve on the Scholarship Committee. Please contact Michelle if you would like to volunteer.

Thanks to all who are contributing services to the Exec team and to all who will down the road!

## **CRITERIA**

**Member of the Year**--recognizes an individual's extraordinary efforts in supporting AGA. The award will be given based on the member's participation in Chapter activities during the year. Points may be accumulated for meeting attendance, new member sponsorship, Chapter meeting program activities, fundraising, community service participation, presentations, articles, publications, and overall Chapter service.

**Community Service**—formally recognizes a member's efforts and commitment in supporting the Chapter's various activities. The member who accumulates the most community service points will be the recipient of this award (other than the Community Service Committee chairperson).

**Clifford M. Buck Chapter Service Award**—recognizes the member who has provided the greatest contribution or service to the Chapter over an extended period of time. Eligible chapter members should be nominated for this award by other members.

**Sponsor Award**—recognizes members(s) who have shared the benefits of AGA membership with the most number of people by sponsoring them was new members.

**Special Achievement Award**—recognizes AGA members for notable contributions toward improving financial or program management during the year in their employment organization. Members eligible for this award should be nominated by their managers or supervisors and the justification should include a description of specific work related accomplishment that benefited the greater good. Last year's winners included creating an automated processing system that eliminated paperwork and expedited customer service. The other uncovered significant fraud and overcharges.

**President's Special Award**—is given at the discretion of the Chapter President to the member(s), recognizing individuals for special initiatives or acts performed during the year that helped the Chapter be successful.

Specific Criteria: Member of the Year

<b>Event</b>	<b>Points</b>
Points per meeting attended	25
Bonus for each meeting attended over 4	15
Bring a guest (once per guest and host must be identified on sign-in sheet)	10
Each New member sponsored and accepted	50
Member other than programs member who develops & coordinates chapter program	50
Member who is speaker or panel member at regular chapter meeting	50
Attendance at Chapter Seminar (other than regular chapter meeting)	50
Manuscripts or Research Project accepted by National Research Committee	50
Article on professional subjects published in monthly newsletter or other publications	50
Service on any chapter board or committee or other chapter service position.	25

Participate in Community Service Activities	10/hr
Participate in Chapter recruiting events and career days	20
Donate items and funds for Chapter sponsored drives	10

## TREASURER'S REPORT

**Treasurer's Report  
AGA Kansas City Chapter  
Statement of Receipts and Disbursements  
For Period Ending November 30, 2010**

<u>Bank Account Balance November 30, 2010</u>	
Primary Share Acct	\$1,526.62
Signature Checking	\$6,767.65
6MTH Classic CD	\$7,194.49
Total Account Balance	<u>\$15,488.76</u>
<u>Beginning Book Balance:</u>	
Book Bal. October, 2010	\$11,673.35
<u>Receipts:</u>	
Interest Income:	
Savings	\$0.31
Certificate of Deposit	\$5.29
Total Other Receipts	<u>\$5.60</u>
Nov Seminar	\$4,850.00
Refund from Merchant Account	
Fall Seminar - Prepaid	
Deposit	\$20.00
<u>Receipts from Activity</u>	<u>\$4,870.00</u>
Total Receipts	<u>\$4,875.60</u>
<u>Disbursements:</u>	
Check 270	\$33.50
Gift Cards	\$120.00
Credit Card Machine	\$877.00
Credit Card Fees	\$29.69
Total Disbursements	<u>\$1,060.19</u>
<u>Net fund from Transactions/(Loss) for period</u>	\$3,815.41
-	
<u>Ending Book Balance</u>	
<b>November 30, 2010</b>	<u>\$15,488.76</u>
Less Petty Cash	(\$100.00)
Credit Card Payment - In-Transit Fall Seminar	
Check in Transit-National Donation	\$100.00
<b>Adjustments Book to Bank</b>	<u>\$15,488.76</u>
<b>Bank Balance</b>	<u>\$15,488.76</u>



## TREASURER'S REPORT

**Treasurer's Report  
AGA Kansas City Chapter  
Statement of Receipts and Disbursements  
For Period Ending December 31, 2010**

<u>Bank Account Balance December 31, 2010</u>	
Primary Share Acct	\$1,526.94
Signature Checking	\$5,821.54
6MTH Classic CD	\$7,199.96
Total Account Balance	<u>\$14,548.44</u>
<u>Beginning Book Balance:</u>	
Book Bal. November 30, 2010	\$15,488.76
<u>Receipts:</u>	
<u>Interest Income:</u>	
Savings	\$0.32
Certificate of Deposit	\$5.47
Total Other Receipts	<u>\$5.79</u>
Refund from Merchant Account	
Deposit	<u>\$0.00</u>
Receipts from Activity	<u>\$0.00</u>
Total Receipts	<u>\$5.79</u>
<u>Disbursements:</u>	
Luncheon - Deposit for Jan Cascone's	\$200.00
Check 269, 273	\$663.16
Credit Card Fees	\$82.95
Total Disbursements	<u>\$946.11</u>
<u>Net fund from Transactions/(Loss) for period</u>	(\$940.32)
-	
<u>Ending Book Balance</u>	<u>\$14,548.44</u>
<u>December 31, 2010</u>	<u>\$14,548.44</u>
Less Petty Cash	(\$100.00)
Check in Transit-National Donation	\$100.00
<u>Adjustments Book to Bank</u>	<u>\$14,548.44</u>
<b>Bank Balance</b>	<b>\$14,548.44</b>

## Chapter Executive Committee—Program Year 2010–2011

<b>Position</b>	<b>Name</b>	<b>Work Phone</b>	<b>Email Address</b>
President	Oscar Williams	816-997-6939	<a href="mailto:Oscar.Williams2@va.gov">Oscar.Williams2@va.gov</a>
President – Elect	Jim Kirk	816-389-3853	<a href="mailto:James.H.Kirk@usace.army.mil">James.H.Kirk@usace.army.mil</a>
Past President	Laura Logan	816-823-4530	<a href="mailto:Laura.Logan@kcc.usda.gov">Laura.Logan@kcc.usda.gov</a>
Secretary	Rhonda Lucas	816-926-7935	<a href="mailto:Rhonda.Lucas@one.usda.gov">Rhonda.Lucas@one.usda.gov</a>
Treasurer	Pat Hudon	816-997-6938	<a href="mailto:Pat.Hudon@va.gov">Pat.Hudon@va.gov</a>
Awards	Michelle Holland	913-715-1826	<a href="mailto:Michelle.Holland@jocogov.org">Michelle.Holland@jocogov.org</a>
By-Laws / Procedures / Historian / Property	Mark Brandt	816-823-2938	<a href="mailto:Mark.Brandt@gsa.gov">Mark.Brandt@gsa.gov</a>
CGFM	Carla Kohler	913-551-7900	<a href="mailto:Kohler.Carla@epamail.epa.gov">Kohler.Carla@epamail.epa.gov</a>
Chapter Recognition	Jim Kirk	816-389-3853	<a href="mailto:James.H.Kirk@usace.army.mil">James.H.Kirk@usace.army.mil</a>
Communications – Newsletter	Mary Eckart	816-823-3101	<a href="mailto:Mary.Eckart@kcc.usda.gov">Mary.Eckart@kcc.usda.gov</a>
Community Service	Carrie Donham	816-926-2853	<a href="mailto:Carrie.Donham@kcc.usda.gov">Carrie.Donham@kcc.usda.gov</a>
Early Career	Owen Gilchrist	816-426-3219	<a href="mailto:Owen.Gilchrist@oig.hhs.gov">Owen.Gilchrist@oig.hhs.gov</a>
Professional Development-Seminar Coordinator	Leeanna Wilder	913-551-7161	<a href="mailto:Wilder.Leeanna@epa.gov">Wilder.Leeanna@epa.gov</a>
Liaison for other Professional Organizations	Laura Logan	816-823-4530	<a href="mailto:Laura.Logan@kcc.usda.gov">Laura.Logan@kcc.usda.gov</a>
Membership	Connie Smith	816-926-3646	<a href="mailto:Constance.Smith@kcc.usda.gov">Constance.Smith@kcc.usda.gov</a>
Program and Technical	Jay Teopaco	816-551-7232	<a href="mailto:Teopaco.Julius@epamail.epa.gov">Teopaco.Julius@epamail.epa.gov</a>
Meeting Co-Chair	Jim Kirk	816-389-3853	<a href="mailto:James.H.Kirk@usace.army.mil">James.H.Kirk@usace.army.mil</a>
Publicity	Chuck Koelsch	816-823-1196	<a href="mailto:Chuck.Koelsch@ocio.usda.gov">Chuck.Koelsch@ocio.usda.gov</a>
Website	Robin Frazier	816-997-6933	<a href="mailto:Robin.M.Frazier@med.va.gov">Robin.M.Frazier@med.va.gov</a>

## **From National:**

### **Sectional Leadership Meeting**

Spring is still a few months away, but it's never too early to plan for the Sectional Leadership Meeting (SLM)! As a newly elected AGA leader in Sections 2 and 3, you are invited to attend the SLM in Dallas, TX on May 12-14. Below is information regarding who is invited, location, dates and deadlines. Please review this information carefully and let me know if you have any questions.

#### **What is the SLM?**

The SLM is designed to bring national, sectional, regional and chapter leaders together with AGA National Office staff to discuss the following objectives:

- AGA's national direction and initiatives
- Expectations of our national, regional and chapter leaders
- Ways to improve services to current members and recruit new members and leaders
- How to access information to be a more effective leader

#### **Location**

Dallas/Fort Worth Airport Marriott  
8440 Freeport Parkway  
Irving, Texas 75063

#### **Who's Invited?**

Listed below are the AGA leaders invited to attend the SLM.

- Regional Vice Presidents, Regional Vice President-Elects and Regional Vice President-Elect Designates
- Regional Coordinators for Chapter Development and Assistance, Membership/Early Careers, CGFM and Education who are not in the last year of their term
- **Chapter President-Elects**
- **Three additional incoming Chapter Executive Committee Chairs.** These attendees can be whomever the chapter feels would benefit the most from attending a SLM. Suggestions include: Membership or Early Career Chair, CGFM Chair and Education Chair.

#### **When Should You Arrive?**

Regional Officers should arrive at the Dallas/Fort Worth Airport Marriott by 6pm on Thursday, May 12 for an SVP led session designed to assist you in your role as RVP/RC. All SLM attendees should plan to arrive in plenty of time to start the SLM at 8:00 a.m. on Friday, May 13. The dress code for the SLM is business casual. We recommend you dress in layers or bring a jacket in case the meeting room temperature is not comfortable for you.

#### **RSVP by March 11, 2011**

Attached is the RSVP form to be completed by all attendees and faxed or e-mailed back to for processing. An e-mail confirmation will be sent to attendees and an additional hotel confirmation will be sent prior to the SLM.

#### **Hotel & Travel Expenses**

AGA will cover all reasonable expenses associated with your travel to Dallas, including hotel accommodations, parking, mileage reimbursement and taxi fare. You can book airfare at no cost to you through AGA's travel agent, Avenue Travel. Please contact Steve Gardner at [steve@avenuetravel.com](mailto:steve@avenuetravel.com) or call 888.548.5554 to book your flight. Note that flights must be purchased at least 30 days prior to the event.

For more information, go to [http://www.agacgfm.org/about/governance/slm/section\\_II.aspx](http://www.agacgfm.org/about/governance/slm/section_II.aspx) and contact your chapter president.

## ***AGA's 60th Annual Professional Development Conference & Exposition***

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Mark your calendar for **July 10–13, 2011** and make plans to join us in Hotlanta for AGA's 60<sup>th</sup> Annual Professional Development Conference & Exposition (PDC)—*the* premier education and networking event for government financial managers and accountability professionals. The theme for this year's conference is "Celebrating Our Past, Embracing the Future."

The PDC is the authoritative source for the knowledge and contacts you need to succeed in today's constantly changing environment. Offering 24 CPE hours, the conference covers the latest research and information about the American Recovery and Reinvestment Act, the constantly changing rules and standards, new management techniques, technological advances and practical tips for bringing greater efficiency to government operations. The PDC offers a comprehensive program, captivating speakers, lively discussions, top-quality education sessions, and equips you with knowledge and skills you need to be a more effective leader.

In addition to an outstanding technical program, the conference features a numerous networking events to help you make new contacts, exchange ideas and collaboratively work on solutions to common problems. Exhibitors are also available to demonstrate the newest products, tools and cutting-edge technology available to help your agency achieve its mission.

PDC 2011 will be bigger and better than ever! This event is packed with dynamic speakers, informative sessions and unparalleled opportunities to network. And now, everything you need to know about the agenda is available online at [http://www.agacgfm.org/pdc2011/general\\_info.htm](http://www.agacgfm.org/pdc2011/general_info.htm).

## **Certification Opportunities**

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For more than 60 years, the AGA has provided the cutting-edge continuing professional education and training that government financial managers need. Through conferences, courses, training events and the Certified Government Financial Manager (CGFM) Program, AGA and its network of more than 90 chapters deliver thousands of hours of continuing professional education hours each year.

Becker Professional Education programs and the AGA have renewed their annual cooperation agreement this month. This agreement provides AGA members with discounts for using Becker review classes. If you are a federal employee, Becker will provide a discounted rate of \$1930 for the CPA Exam Review full four part course. New for 2011 is a larger discount of \$600 (increased from \$300 in 2010) off the list price for AGA members that are State and Local Government employees. If you are an AGA member but not a government employee, Becker provides a \$300 discount off the list price. If an AGA member chooses not take the discount, they may receive the Becker CPA flashcards at no cost instead with registration for a four part review course. The agreement also provides that AGA members may receive a discounted rate of \$150 per person per year for an agency sponsored direct bill CPE Distance Learning subscription and a discount off the list price for the Stalla Chartered Financial Analysts Review System. You must identify yourself as an AGA member when registering with Becker. If you have any questions regarding the discounts, please contact Becker's Director of Government Programs, John Gioeli at 703.631.8840.

## AGA Sponsored Training Courses



AGA offers a variety of classroom-type training courses to meet your staff's training and education needs. These AGA sponsored courses can be designed around your particular requirements and are presented at your facility by experienced and knowledgeable financial management professionals. Participants are awarded from 8 to 16 CPE hours at the conclusion of each course. **Courses Include:**

- A New Service Model: Auditor Roles in Government Performance Measurement
- Assessing the Quality of Performance Information and Performance Reports
- Assessing the Reliability and Relevance of Performance Information
- Auditing Performance Management Systems
- Communication Skills for Today's Workplace
- Compliance with the Yellow Book
- and, many more! Available courses can be found at [www.agacgfm.org/education/educationdefault.aspx](http://www.agacgfm.org/education/educationdefault.aspx). For further information or to discuss your training needs in more detail, contact [Lynn Hoffman](#).

## AGA Nominating Committee Presents Slate of National Officers with Terms Beginning July 1, 2011

AGA's National Nominating Committee has selected its slate of officers to serve on the National Board of Directors for 2011–2014, and the slate was presented to the National Executive Committee at its meeting on Dec. 3.

**Evelyn Brown, CGFM**, a member of AGA's Washington, D.C. Chapter, tops this year's Nominating Committee slate as National President-Elect. **John H. Lynskey**, a member of AGA's Washington, D.C. Chapter is the National Treasurer-Elect. The 2010 Nominating Committee spent hours in November evaluating and discussing the 36 nominations for all 19 national positions. And, perhaps for the first time in AGA's history, all nine members of the 2010 nominating committee were from chapters outside the Capital Region.

"It was truly amazing to have so many individuals step up to the plate and allow their names for consideration for national service to our profession" said Billy Morehead, Ph.D., CGFM, CPA, chair of the Nominating Committee and AGA Immediate Past National President. "Your Nominating Committee took its role seriously. We considered many factors for each nominee including their professional and personal experience, leadership qualities, AGA chapter, regional and national involvement, geography and the vision of each nominee. We are pleased to present this talented slate of officers to the full AGA membership and we expect them to represent us well in the years to come."

National President, National Treasurer and Regional Vice Presidents come on board as “elects” effective July 1, 2011, while Senior Vice Presidents come on board in full capacity.

Brown, who has more than 34 years of government financial management experience, recently retired as deputy chief financial officer of the U.S. Office of Personnel Management. In the deputy CFO role, she worked with the Chief Financial Officers Council to improve federal financial management. Her experience also includes directing financial reporting and serving as audit liaison with the Office of Inspector General and the Government Accountability Office for the U.S. Department of Transportation. After retiring from federal service she has worked on special projects as a financial management consultant for Suss Consulting, and has worked with both Deloitte and IBM.

She has been active in AGA on the chapter, regional and national levels and now serves as Regional Coordinator for Chapter Development and Assistance for the Capital Region. She is the sister of 1989–1990 AGA National President Virginia B. Robinson, CGFM.

Lynskey serves as the National Science Foundation’s controller, with responsibility for the agency’s daily financial operations, including financial statements and financial reporting, including recipient reporting under the American Recovery and Reinvestment Act. Prior to joining the agency, he served eight years with the U.S. Secret Service where he developed the Secret Service’s first financial statements. He also worked in the private sector for Deloitte, Haskins and Sells.

He serves on AGA’s Budget and Finance Committee and has served as the Washington, D.C. Chapter’s treasurer and in other roles. Lynskey and his wife Elizabeth, who is on the staff of the Maryland State Legislature, have two daughters, ages 5 and 9.

In addition to Brown and Lynskey, the slate includes:

Senior Vice President at Large: John Edward Homan, CGFM, CPA, Northern VA Chapter  
Senior VP for Regional Services, Section III: Elizabeth M. (Marsi) Woody, CGFM, Idaho Centennial Chapter

#### **RVP-Elects – Section I**

New England Region: Linda L. Gover, Aroostook County Chapter  
North Central Region: Heath Wolfe, CGFM, Chicago Chapter  
Northeastern Region: Kenrick A Sifontes, NY Chapter  
Ohio-Michigan Region: Justin Christopher Sponseller, Greater Columbus Chapter

#### **RVP-Elects – Section II**

Midwestern Region: Frank Faughn, Lincoln Chapter  
South Central Region: Pamela R. Hill, Montgomery Chapter  
Southwestern Region: Bertha Tafoya, El Paso Chapter  
Texas-Oklahoma-Arkansas: Bob Broughton, Central Arkansas

#### **RVP-Elects – Section III**

California Region: Charles W. Hester, CGFM, CPA, San Francisco Chapter  
Northwestern Region: Charleen Patten, Olympia Chapter  
Pacific Rim Region: Doreen Crisostomo, Ph.D., CGFM, Guam Chapter  
Rocky Mountain Region: James Wells, CPA, Northern Nevada Chapter

## RVP-Elects – Section IV

Mid-Atlantic Region: Mark Anthony Morehouse, CGFM, VA Peninsula Chapter  
Capital Region: Kim S. Farington, DC Chapter  
Southeast Region: Karen B. Hale, CGFM, Nashville Chapter

As outlined in the Association's bylaws, AGA will accept independent nominations from AGA members via petition until Feb. 1, 2011. At that time, if other candidates are nominated, the Bylaws and Procedures Committee will conduct an election to determine the officers. However, if no other nominations are received, the committee's slate will take office effective July 1, 2011.

# Other Event in the Kansas City Area

Leading at the Speed of Trust

## Leading at the Speed of Trust



### Live Keynote with Best-selling Author Stephen M. R. Covey

#### DATE & LOCATION

April 6, 2011  
8:00 a.m. - 12:00 p.m.  
Hosted at:  
Winter Garden on the  
Sprint Campus 6220

Return to shareholders in high-trust organizations is almost three times higher than the return in low-trust organizations.

What is trust costing you?

#### *Agenda*

8:00 a.m. Check-In & Continental Breakfast  
9:00 a.m. Keynote Presentation

With a crisis of confidence impacting organizations around the globe, trust is a more vital, hard-hitting business issue than ever. Stephen M. R. Covey, author of the best-selling book ***The Speed of Trust***, will present the case for making trust your strategic advantage.

Trust is a learnable and measurable skill that makes organizations more profitable, people more promotable, and relationships more energizing. Don't miss this opportunity to see Stephen M. R. Covey live, where he'll demonstrate how trust:

- Accelerates growth.
- Increases shareholder value.
- Enhances innovation.
- Improves collaboration and execution.

REGISTRATION	PRICING
Click here to register at <a href="http://www.franklincovey.com/reg/?trust">http://www.franklincovey.com/reg/?trust</a> or Contact Tom Schreiber at 913-568-2111 or <a href="mailto:tom.schreiber@franklincovey.com">tom.schreiber@franklincovey.com</a>	<p style="text-align: center;"><b>Early-Bird Pricing: \$199/person Ends February 18, 2011</b></p> <p style="text-align: center;">Beginning February 19</p> <p style="text-align: center;">\$249 <i>Individual Attendee</i> \$229 <i>Group of 3 - 9</i>            \$199 <i>Group of 10 or more</i></p>

**THE SPEED OF TRUST**

The root of economic and organizational challenges over the last two years was, in most cases, a collapse of trust. Now, as companies try to navigate this new landscape, those with low levels of trust are paying large trust taxes in the form of slower results and higher costs. Meanwhile, the most trusted organizations are earning a trust dividend. Their business is getting faster, and they are reaping the rewards of the trust they have built. Despite a plummeting market, companies who actively built trust have seen their value appreciate 24% according to a 2009 IBM study.

Stephen M. R. Covey is the expert on trust as a business issue, and he will be speaking on the tangible benefits of developing trust in your organization and the actionable behaviors you can implement immediately to build trust. Covey will discuss:

- How trust gives organizations and individuals a competitive advantage and will make your company and career thrive.
- Why a leader’s priority must be to build confidence by getting results in a way that inspires trust.
- How trust can be quantitatively measured in an organization.
- What steps you can take to implement the 13 essential behaviors common to high-trust leaders and organizations.
- How you can get results faster and more cost-effectively by developing trust on both a personal and an organizational level.