

**Seattle Chapter Meeting  
Wednesday, June 27, 2012**

Rainier Golf & Country Club  
11133 Des Moines Memorial Drive South  
Seattle, WA 98168  
(206) 242-4460

Dress Policy: No Jeans Please

**Agenda:**

5:30-6:30 Social Hour & Networking  
6:30-7:30 Dinner & Announcements  
7:30 Speaker  
8:30 Adjourn

**Menu:**

**Entrée:** New York Strip Steak Medallions  
**Vegetarian Entrée:** Pasta Radiatore with  
Sundried Tomatoes, Capers  
**Dessert:** Seasonal Cobbler

**Cost:**

| <u>Program &amp; Dinner</u> | <u>Members</u> | <u>Guests</u> |
|-----------------------------|----------------|---------------|
| Regular/Affiliate           | \$27.00        | \$29.00       |
| Standing Res                | \$26.00        |               |
| Student/Associate           | \$19.00        | \$21.00       |
| <u>Program Only</u>         | \$5.00         | \$7.00        |

**Reservation/Cancellation Policies:**

Three options:

**Use the on-line form**

**Call Arrangements Chair 206-467-8645**

**Email to [reservations@aswaseattle.org](mailto:reservations@aswaseattle.org)**

**Reservation deadline: 5 pm, Thursday, June 21**

**Cancellation deadline: Noon, Monday, June 25**

**No-shows and late cancellations will be billed.**

**Walk-ins are welcome but with no meal availability guarantee.**

**June 27, 2012**

**Monthly Dinner Meeting**

**1 Hour CPE**

**Speaker: Chris Falco, Partner, Falco Sult**  
**Topic: The Business Transition  
Process-What It Means To You**

Whether you are a business owner or an employee, transitioning a business has many components that affect a number of stakeholders. This process is a long and significant journey that has to be planned and executed by all involved to assure overall success. Learn how the process flows and what things you should be focused on as you navigate to the ultimate goal.

Chris Falco is a founding partner of Falco Sult which started in 1991. He heads the firm's management advisory services and computer consulting functions.

See more of Chris' bio on page 2

**CPE Info:**

- Program level: Basic
- Program prerequisites: None
- Instructor delivery method: Traditional
- Recommended amount of CPE credit: 1

ASWA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors. 150 4th Avenue North, Suite 700, Nashville, TN, 37219-2417.



## 2012 Northwest Regional Conference a Great Success!

The 2012 Northwest Regional Conference welcomed 95 members and non-members to the Cedarbrook Lodge. The Cedarbrook is a beautiful conference and hotel facility and received rave reviews from the guests. Attendees enjoyed 16 hours of great CPE in three tracks. National ASWA President Monika Miles presented the proposed name change and branding campaign for ASWA. The ASWA Ed Foundation hosted a silent auction which included a fresh baked pie. Attendees got involved with the sponsors and vendor exhibitors by participating in a scavenger hunt; participants were entered into a drawing for a paid registration to the 2013 ASWA Northwest Regional Conference hosted by the Tacoma Chapter to be held at the Hotel Murano in Tacoma next year.

A huge thank you and well done to the Regional Conference Committee!

### *Speaker Bio, continued from page 1*

Chris' specific practice areas include:

- Computer system design and selection.
- Accounting systems design and implementation.
- Strategic business planning and "Part-Time CFO" services
- Business brokerage including conducting due diligence related to buying or selling a business.
- M&A services to middle market companies.
- Consulting on business formation, choice of entity and business succession/exit planning.
- Facilitation of investment, banking, bonding and legal relationships.
- Develops Performance Measurement Systems for many types of businesses.

Chris is a member of several professional organizations to include the American Institute of Certified Public Accountants, the Washington Society of Certified Public Accountants, the International Business Brokers Association, the National Association of Certified Valuation Analysts, and Vistage International.

In addition to his undergraduate work at the University of Mexico where he received his Bachelor's degree in Accounting, Chris also holds insurance licenses and is a Registered Investment Advisor. He is also a certified M&A advisor and business broker, holding credentials as a Certified Business Intermediary and as a Chartered Merger & Acquisition Professional.

## **Calendar of Events**

### **2012:**

|           |   |
|-----------|---|
| June 27   | June Dinner Meeting – Chris Falco, Falco Sult – Succession Planning   |
| July 25   | July Dinner Meeting - Linda Jadwin, Director of the South Sound Women's Business Center   |
| Aug 21    | Please note: annual joint meeting with Bellevue Chapter hosted by Bellevue this year, on the <u>third Tuesday</u> of the month, Bellevue Coast Hotel, speaker/topic to be announced |
| Oct 22-24 | ASWA Annual Conference, San Diego   |



**American Society of Women Accountants**  
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 Seattle, WA 98104-3191

**This is the Last Journal in this Format  
 Update on Seattle Chapter Communications**

Here is an update from the communications and technology committees. Earlier this year we announced changes were coming to our chapter communications and website. This month, the new format of the monthly dinner meeting announcement using Constant Contract (CC) email was launched. We have received very good feedback about the new format. Much of the feedback indicates the new format is more professional looking.

As a next step, we will be expanding the new Constant Contact monthly email to serve as both the Journal and the dinner meeting announcement. One of the major purposes of the Journal is to serve as a permanent record of our CPE. The expanded CC email will be saved each month as a permanent document on our website to provide documentation of our monthly dinner meeting CPE if a member needs it.

Development of our new website is underway by our website vendor, CHCS. Charlie and his team worked with Jan Augustin on getting the on-line registration and payments for the Regional Conference operational. The website redesign committee has given Charlie and the team our wish list for the new website. We expect to have a mock-up of the new site to begin editing soon.

In addition to the new monthly email Journal and the website, Sue Danbom manages our chapter Linked-In and Facebook sites. Please get involved with the new era of Seattle Chapter communications as we say good-bye to the old formats and move on to the new!  
 - Mary Fisher

**June Anniversaries**

**The following members have their ASWA anniversaries this month. We're so glad you are part of us!**

|                  |                   |               |                |
|------------------|-------------------|---------------|----------------|
| Linda Canney     | Randy Joseph      | Sharon Lee    | Marla Murdock  |
| Ellissa Baldwin  | Melissa Deveney   | Jessica Lee   | Akilah Stewart |
| Chandanjit Kaur  | Elizabeth Hedlund | Lia Gredzens  | Rachel Petrich |
| Mary Fichtenberg | Mary Ann Hardy    | Kathleen Copa | Laura Dodson   |

**Welcome New Members**

**24 new members this year! We're glad you've joined us!**

|                  |                |                  |                 |
|------------------|----------------|------------------|-----------------|
| Madalina Dobra   | Jessica Dreier | Lisa Boyd        | Kimi Willison   |
| Mimi Park        | Olga Moore     | Alexandra Castoe | Chenge Li       |
| Malaika O'Rourke | Oanh Tran      | Heather Guzha    | Gillian West    |
| Yukari Horikawa  | Robin Amundson | Denise Rasch     | Phengky Sim     |
| Yukari Odora     | Shelly Robbins | Nancy Brown      | Vaiva Rubinaite |
| Katyna Thomas    | Jami Johnson   | Stacy Rose       | Yukie Yagi      |

To help our new members feel welcome, please seek them out and get to know them at a meeting.



## Announcements

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### **Next Journal Deadline: Monday, July 9, 2012**

The Seattle Chapter of the American Society of Women Accountants, to serve its members' interests, publishes the *Journal* monthly. If you have news, member news, seminars, community meetings, committee meetings or an article you would like published, attach the file (preferably in Word™, single spaced with no tables, boxes or irregular formatting) and send to **Mary Fisher** at [journal@aswaseattle.org](mailto:journal@aswaseattle.org).

Send us your **Member News** to be included in the *Journal*. New job, promoted, passed the exam, started back in school, major life events, read a great book? Send a brief write-up to [journal@aswaseattle.org](mailto:journal@aswaseattle.org).

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**Employment Opportunities Newsletter** will be posted after the dinner meeting to the Members Only section of the web site. You will need your 5-digit ASWA member ID number to log in. Send email to [update@aswaseattle.org](mailto:update@aswaseattle.org) if you can't find your member number.

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**ASWA LinkedIn Group.** Please visit our [LinkedIn page](#) and join our group to network with other ASWA members. This is a great way to get connected – and stay connected. We now have over 525 members in ASWA's LinkedIn group and several have started discussion strings. If you've not already done so, please consider becoming a member and participating in the discussions. There are new ones almost every day.

#### **ASWA Mission Statement**

The mission of the American Society of Women Accountants is to enable women in all accounting and related fields to achieve their full personal, professional, and economic potential and to contribute to the future development of their profession.

#### **ASWA Claim Statement**

For women who seek advancement in the accounting profession, ASWA is a professional membership organization that provides the leadership skills required for success. ASWA provides experienced mentors and a supportive, non-threatening environment to practice business management and establish a professional reputation among peers.