Dear Members,

I am proud to say that our Chapter continues to grow. We consistently offer quality programs and workshops to our members and provide many resources at both the Chapter level and Global level. The Institute of Management Accountants is the only Organization to offer the prestigious Certified Management Accountants Certification. This certification focuses on critical internal financial management responsibilities, including planning, budgeting, business reporting, decision analysis, and risk management. The Long Island Chapter has scholarship funds available to assist with the materials to study for the exam. Please speak to any Board Member for details.

I would like to take a moment to ask you to head to your IMA member profile to be certain that your contact information is correct. It’s important to keep this information updated to include your email address, etc. As many of you know, our Chapter’s annual signature event is our Financial Executive of the Year (FEY) dinner which will be held on Tuesday, May 8, 2018. The FEY committee is seeking nominations for qualified candidates. The deadline for applications is February 15, 2018 and you can find more information on our Website about this prestigious award.

On February 13, 2018 I welcome you to join us at our monthly dinner meeting entitled The State of The Long Island Real Estate Industry. Our panelists will be Dave Pannetta - Cushman & Wakefield Long Island, Theresa Ward - Suffolk County Commissioner of Economic Development and Donald Monti - Renaissance Downtowns.

Also on February 13, 2018 there will also be special workshop for Young Professionals from 5-6 pm. “Never Eat Alone – Put your Network to Work” will be presented by Joseph Campolo, Managing Partner of Campolo, Middleton & McCormick, LLP. This workshop is open to all Young Professionals and they do not have to be a member to attend. Pre-registration is required so please sign up and encourage others that you know to sign up for this free workshop on our website, www.longisland.IMAnet.org.

The Long Island Chapter Board of Directors continues to focus its efforts on offering valuable programs and benefits to our members. One of these benefits is through sponsorship of our breakfast and dinner programs. Sponsorship allows our supporters to promote their companies to the Accountants and Financial Decision makers of the Long Island’s business communities. We currently still have a few sponsorship opportunities available for the remainder of the chapter year. Please feel free to visit our website www.LongIsland.IMAnet.org for more information.

See you soon,
Carmela

A MESSAGE FROM THE PRESIDENT

February 13, 2018 MEETING

Woodbury Country Club
884 Jericho Turnpike, Woodbury, NY
Cocktail Hour begins at 6:00pm - Business Attire


Speakers:

Dave Pannetta - Cushman & Wakefield Long Island
Theresa Ward - Suffolk County Commissioner of Economic Development
Donald Monti - Renaissance Downtowns

Moderator: Marvin Rosen - The Rampart Group, Insurance Services

For more information and to register for the event, please visit our website at http://longisland.imanet.org
2018 Dinner Meeting Schedule

- March 13, 2018: A New Paradigm Disrupting Accounting & Finance – The Impact of Data Science and Business Analytics (Use of Artificial Intelligence)
- April 10, 2018: Crisis Management – Protecting Your Assets: Property, Plant & People
- May 8, 2018: Annual Financial Executive of the Year Award Dinner

Quarterly Breakfast Series
(Breakfast meetings are FREE to Members, $25 for Non-Members)

- April 24, 2018: HR & Employment Law – Current Updates
- July 24, 2018: Affordable Care Act & New Tax Law Updates

Gleim Discount on CMA Study Material

The Long Island IMA Chapter has partnered with Gleim to ensure your success on the CMA exam!

The Gleim CMA Review has the largest exam-emulating test bank of multiple-choice and essay questions, our popular CMA exam instructional videos, and a no-hassle Access Until You Pass® guarantee. Gleim has over 40 years of success helping candidates pass the CMA exam.

Place your order directly online by going to https://www.gleim.com/IMALongIsland or contact Melissa Leonard at 800.874.534 or lmazany@signatureny.com to learn about the significant discounts you are eligible for as an IMA Chapter member.

MEETING TIMES

Please note the dinner meetings at The Woodbury Country Club at 884 Jericho Tpke, Woodbury, NY will now take the following format:

- 6:00pm to 7:00pm - Registration & Professional Networking
- 7:00pm to 7:30pm - Dinner Served
- 7:30pm to 8:30pm - Speakers / Q&A / Wrap Up
IMA Reaches 100,000 Member Milestone on the Cusp of its Centennial

Marc Gerrone, IMA
Taylor Fenske, Stern Strategy Group

MONTVALE, N.J., January 29, 2018 —

The association of accountants and financial professionals in business, today announced a historic milestone of reaching 100,000 members for the first time in its nearly 100-year history. The timing of this achievement coincides with IMA’s upcoming 100-year anniversary celebration, which begins in June at IMA’s Annual Conference and Expo in Indianapolis and concludes at its conference in San Diego in 2019.

Named “Professional Body of the Year” by The Accountant/International Accounting Bulletin, a prestigious global accounting publisher, IMA reached this milestone through strong growth across each of its regions – the Americas, Asia/Pacific, Middle East/India, and Europe. International markets, especially, were high-growth areas in recent years due to IMA’s ability to deliver value with a global network and localized products and services, enabling strengthened careers, organizations and economic development.

“Globalization has been a significant driver for our continued expansion,” said IMA President and CEO, Jeff Thomson, CMA, CSCA, CAE, who recently traveled to Brazil and India to deepen IMA’s international relationships. “As economies develop, more skilled finance and accounting professionals are needed to offer insight and foresight to businesses and governments.”

Leading up to its centennial, IMA expects membership growth to accelerate due to automation, artificial intelligence and blockchain, which are replacing repetitive tasks and opening opportunities to use higher-level advisory skills.

The CMA® (Certified Management Accountant) certification – IMA’s flagship credential – helps professionals develop strategic thinking, sensitivity analysis, scenario planning and insight into the workplace, leading to more sound decisions from the data gathered by automated processes. Over the past year, the total number of CMA candidates increased by more than 75 percent, signaling that accountants are increasingly counted on as strategic business partners.

In 2017, IMA also launched the CSCA™ (Certified in Strategy and Competitive Analysis), a specialty credential that builds upon the CMA curriculum and helps management accountants master their strategic planning and analysis skills.

“Through IMA membership and the CMA certification, our mission is to help professionals prepare and remain competitive in the future as automation impacts our profession,” said Thomson. “This growth represents not only a need in the marketplace but a tremendous commitment from IMA’s volunteers, partners and staff to support the profession. We look forward to continuing that support for each of our 100,000 – and growing – members.”
IMA News

IMA, NABA Promote Diversity

ACCOUNTING ORGANIZATIONS PLAN TO CREATE SUITE OF PROGRAMS DESIGNED TO BOOST MINORITY REPRESENTATION.

Two prominent organizations in accounting—the Institute of Management Accountants, which boasts a global membership of 85,000, and the National Association of Black Accountants, which represents more than 200,000 U.S.-based professionals—have announced plans to team up to promote greater inclusion and support the advancement of minorities in the profession. Together, they will sponsor webinars, speakers, and the creation of content advocating themes such as diversity, certification, and the future of the profession. Both organizations invite business school administrators and faculty to join the effort, particularly when it comes to creating more paid internship opportunities and business school-based scholarships, says Linda Devonish-Mills, director of the IMA’s technical accounting activities.

“Accounting firms often partner with business schools through these initiatives,” says Devonish-Mills. “Both the IMA and NABA are embracing a commitment to promote, to members and nonmembers, diversity and inclusion within the accounting profession.” Through their partnership, the two organizations plan to provide business schools with resources such as student conferences, mentorship programs, scholarships, and professional development courses.

For information about IMA and NABA, visit www.imanet.org and www.nabainc.org.

Membership Benefit

UPS® Saving Program

Make the most of your IMA membership and save up to 34% in the U.S. and 30% in Canada on UPS® shipping services. Save on a broad portfolio of services, including air, international, ground and freight. Put the power of logistics to work for you. To enroll and start saving today, call 1-800-MEMBERS (1-800-636-2377) M-F 8 a.m. – 6 p.m. EST.

Quote

“Keep your fears to yourself, but share your courage with others.”

- Robert Louis Stevenson

www.LongIsland.IMAnet.org
**NEWSLETTER ADVERTISING RATES**

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INSTITUTE OF MANAGEMENT ACCOUNTANTS
IS NOW ACCEPTING NOMINATIONS FOR
THE 2018 FINANCIAL EXECUTIVE
OF THE YEAR AWARD

Every year the Long Island Chapter of the IMA selects a senior accounting/financial management professional to be recognized as its Financial Executive of the Year.

The criteria for selection is based upon the following:

- Executive financial position within a company located on Long Island
- Outstanding achievement in the field of management accounting and finance
- Commitment to continuing education
- Contribution to the Long Island business community

If you would like to nominate a financial executive to win this prestigious award, please visit longisland.imanet.org/fey/ to download the nomination form. Filing deadline is February 15, 2018.

This year “The Milton Zipper Financial Executive of the Year Award” will be presented on May 8, 2018 at The Woodbury Country Club, Woodbury, NY.

Prior Financial Executive of the Year Award Recipients

- 2017 Jeffrey M. Yonkers, Best Yet Market, Inc.
- 2016 Ana Tavares, Canon USA, Inc.
- 2014 Donna Dellomo, Perfumania Holdings, Inc.
- 2013 Vincent Palazzolo, CPI Aerostructures, Inc.
- 2012 C. Michael Stoehr, Voss International Corporation
- 2011 Ronald G. DeVos, Nathan's Famous, Inc.
- 2010 Lawrence Winoker, Lifetime Brands, Inc.
- 2009 Howard S. Weitzman, Nassau County Comptroller
- 2008 Laurie D. Norwick, Plax SUNY at Stony Brook
- 2007 Len LaSalaandra, Marchon Eyewear, Inc.
- 2006 Jim Sands, CPA, United Way of Long Island
- 2005 Joseph Sniwitzki, Jr., Suffolk County Comptroller
- 2004 Frank F. Rizzo, North Shore - LIJ Health System
- 2003 Arina Florock, The Bank of Smithtown
- 2002 Charles L. Kelly, Spotless Plastics USA
- 2001 Daniel M. Healy, North Fork Bancorporation
- 2000 Thomas C. Amato, Symbol Technologies, Inc.
- 1998 George P. LaRosa, State University of New York at Farmingdale
- 1997 Thomas Pohmer, F.C. Richard and Son
- 1996 Steven Paladino, Henry Schein, Inc.
- 1995 Michael Corin, Officerv ARX, Inc.
- 1994 Sanford Weintrub, Independent Election Corp. of America
- 1991 Lawrence Goldberg, Monitor Aerospace Corporation
- 1990 Peter Schwartz, Monitor Aerospace Corporation
- 1989 Sanford Weintrub, Independent Election Corp. of America
- 1988 Michael Corin, Officerv ARX, Inc.
IMA Student Activities

Get to know our next generation of College Students and Business Leaders
- Become a IMA Long Island Corporate Sponsor

By Marvin Rosen - VP of Student Activities

Long Island is host to over 20 Colleges and Universities with over 100,000 students. Many of these schools have outstanding Business Schools. Our Chapter and the Student Activity Committee have had the good fortune to get to know and work with students and professors from Adelphi University, Molloy College, LIU Post, Hofstra University, Farmingdale State College and Stony Brook University.

We have IMA student chapters at LIU Post, Molloy and Stony Brook University. The mission of the Student Activity Committee is help to connect the students at our local Colleges and Universities with the Business Leaders of Long Island. Over the past 5 years we have spoken to and met with over 800 students, professors, and administrators by speaking at the Universities and having the students and professors participate in our monthly meetings. Local Companies have sponsored over 400 Students and Professors. By becoming a “College Student Corporate Sponsor” companies have the opportunity to participate in the professional development of local college students and build relationships with Long Island universities. It is a venue for companies to meet future prospective employees, to learn about their career expectations and see their potentials that may help your company succeed and grow. Corporate sponsorship is also a way to showcase a company’s support to the local community and commitment to the IMA’s mission. Looking for a way to meet the best and brightest Business Students that Long Island’s University system has to offer? Come and speak to a Student Activities Committee member. We have the key to meet your future leaders. If you would like additional information, please email me directly at mrosen@rampartinsurance.com

Members “Are the Benefit!”

By James L. Smith, CPA - VP of Membership Committee

IMA Membership is a gateway to a bigger and brighter Career for all levels of Business Professionals. You’ve heard me say this and read this in many of my articles. Because it’s true. But just as important or should I say, more importantly are the members themselves. IMA Members make all the difference in the world for me. As a group we are engaged, supportive and cohesive. IMA members work together, help one another and provide insight and support that I have not experienced in any other organization I have belonged to, and I am a member in several extraordinary groups.

Members help members. It could be on technical accounting topics, system issues and installations, staffing opportunities or even employee problems. In the last month alone, I have been asked questions by members on all of these topics and where I could help I did, where I could not we found other members who could and wanted to help. Where else can you find support at so many levels and types of technical expertise and on a moment’s notice.

What makes the IMA and the Long Island Chapter special: the members. As an organization we put the members first. We exist to facilitate learning and career growth thru professional certification (CMA licensing, CPE courses, webinars, and many other methods) and networking. But as a group of professionals, we are there for each other which is what truly makes our LI Chapter and the IMA Globally unique, special and compelling.

Wouldn’t you like be a part of the IMA Family too! Come and join us at any meeting and let us show you who we are and what set’s us apart in such a special way.
Everything Is a Negotiation

By: Arthur Sanders

Whether you’re negotiating the release of hostages or negotiating with your toddler to try a new food, the common thread is that all negotiations are based on human interaction. To succeed in any negotiation, you must understand not only the basic building blocks that all negotiators need, but also the psychological and emotional principles at play and how to use them to your advantage.

On January 9, 2018, we were treated to a dynamic presentation by Joe Campolo, Esq., Managing Partner of Campolo, Middleton & McCormick, a premier law firm with offices in Ronkonkoma and Bridgehampton. From serving in the United States Marine Corps, to representing clients in the courtroom and boardroom, to advocating for Long Island through his community involvement, Joe has a wealth of experience in negotiation strategy that he eagerly shared with the crowd.

Joe’s presentation focused on negotiation as an exercise in managing risk and tension. He walked us through typical thoughts while listening at the negotiation table (ranging from the defensive to the argumentative) and how we can “listen better” by acknowledging our adversary’s spoken and unspoken point of view.

The conversation then shifted to the emotional side of negotiation, as Joe shared tips for negotiating to win. Strategies in his toolbox include building rapport with your adversary and challenging the negative emotions that are bound to come up during a protracted negotiation. He also shared how to avoid being manipulated and how to identify more win-win possibilities (as opposed to win-not lose possibilities).

Joe’s unique presentation style was well received and was a great way for our chapter to kick off 2018.
LAST MONTH’S DINNER MEETING
The Long Island Chapter of the Institute of Management of Accountants was charted in 1951 by the then National Association of Cost Accountants (“NACA”). Over the years the name was changed to the National Association of Accountants (“NAA”) and now is known as the Institute of Management Accountants (“IMA”). Harold Nohe was the first President of the Long Island Chapter.

In 1970 the Long Island Chapter was split into two Chapters, one in Nassau and one in Suffolk. The first President of the Suffolk Chapter was Paul Urban. The two Chapters co-existed until 1986. The two Chapters met the second week of the month with Nassau meeting on Tuesdays and Suffolk meeting on Thursdays. There were numerous members who attended both meetings.

In 1984 and 1985 both Chapters experienced a decline in membership and meeting attendance. A committee was formed of Donald Green and Marc Palker from Nassau and Eric Perlman and Charles Schreiber from Suffolk. In 1986 with the permission of the National Office and the Board of Directors, the two Chapters were merged to reform the Long Island Chapter. Donald Green was the first President of the reformed Long Island Chapter.

In 1987 the Past President’s met to decide how best to help the Chapter prosper and grow. From these meetings the Financial Executive of the Year Award was born with the first recipient being Sanford Weintraub, CFO of Independent Election Corp of America. This award still exists today and is named after the man whose idea became the finale of our Chapter year, The Milton Zipper Financial Executive of the Year Award Dinner.

As they say, the rest is history………………..

The Institute of Management Accountants (IMA) is the world’s leading organization dedicated to empowering management accounting and finance professionals to drive business performance.

IMA members are today’s leaders, managers, and decision makers in management accounting and financial management. As members we are dedicated to continued professional development, to achieving the highest levels of professional certification, and to supporting each other in our commitment to professional excellence.

www.imanet.org

“Whenever you see a successful person, you only see the public glories, never the private sacrifices to reach them.” - Vaibhav Shah