

# IMA NorthEast Regional Council



September 17-19, 2017  
Southbridge Massachusetts



20 Hours Continuing Professional Education Credits

Professional Development

The Association of  
Accountants and  
Financial Professionals  
in Business

ima®

NorthEast Regional Council

Linda M. Simmons  
42 Farm Brook Court  
Hamden, CT 06514



The Association of  
Accountants and  
Financial Professionals  
in Business

## ***10th Annual Fall Conference***

Please join us for another great event and help us celebrate our 10th annual conference!!

*Southbridge Massachusetts September 17—19, 2017*

### ***NEW THIS YEAR***

Online registration!! We are using Eventbrite for the registration and payment processing. You will be able to register for the conference online and pay by credit card online or by check via mail. Please see the Registration page for details.

Based on feedback from last year, the conference will start a little later on Sunday and will end a little later on Tuesday. And still offer 20 CPE's!

The first conference session will begin on Sunday afternoon at **4:15 pm** and will close on Tuesday afternoon at **2:00 pm** with a drawing for a free registration to the IMA NorthEast Regional Council Fall 2018 Conference. See the *Conference at a Glance* section for the complete schedule.

On Sunday we will have two sessions with a light buffet dinner in between.

### **Sunday CPE Sessions**

*“Transforming a Non-Profit and Developing Leaders”*

***Presented by: Howard Sovronsky***

**6:00 PM - 7:00 Buffet Dinner**

*“Lean Accounting: Thinking Outside the Box”*

***Presented by: Lawrence Grasso***



NorthEast  
Regional  
Council

## ***Management Accounting Roundtables***

The Management Accounting Roundtables Lunch is an interactive and informal session that enables attendees to learn, exchange ideas, and network in a fun, relaxed environment. The event features a variety of professional topics for discussion, with a different topic at each table. Facilitators will encourage discussion and sustain the conversation over a box lunch.

*Monday September 18, 2017 12:00 PM-1:15 PM*

### ***Dinner Coordinator***

Dinner is on your own Monday evening and our Coordinator will be available to facilitate putting groups together for those interested in an expanded networking opportunity. Southbridge and the surrounding area is full of great restaurants with many close to the Southbridge Hotel so there will be plenty of time to get back for the evening Network Reception.

### ***Networking Reception Monday Evening***

Don't miss this great opportunity to Network with Conference attendees while enjoying beverages and light hors d'oeuvres!

*September 18, 2017 8:00 PM-9:30 PM*

**Hosted by the IMA  
NorthEast Regional Council**

***“Our Commitment is Your Success”***

# CONFERENCE AT A GLANCE

## Sunday - September 17, 2017

- ◆ 1:15-2:45 PM COUNCIL MEETING
- ◆ 3:00-4:05 PM CONFERENCE REGISTRATION & CHECK-IN
- ◆ 4:05-4:15 PM ANNOUNCEMENTS
- ◆ 4:15-5:30 PM *"Transforming a Non-Profit and Developing Leaders"*  
Howard Sovronsky, LCSW 1.5 CPE
- ◆ 5:30-6:00 PM BREAK
- ◆ 6:00-7:00 PM BUFFET DINNER
- ◆ 7:00-8:15 PM *"Lean Accounting: Thinking Outside the Box"*  
Lawrence Grasso, DBA, CPA 1.5 CPE

## Monday - September 18, 2017

- ◆ 7:00-7:30 AM BREAKFAST  
CONFERENCE REGISTRATION & CHECK-IN
- ◆ 7:30-7:40 AM ANNOUNCEMENTS
- ◆ 7:40-8:55 AM *"A Practical Approach to Strategic Planning"*  
Thomas Barron 1.5 CPE
- ◆ 9:05-10:20 AM *"Journey of a Turnaround"*  
David Marchak, CPA 1.5 CPE
- ◆ 10:20-10:40 AM BREAK
- ◆ 10:40-11:55 AM *"Discovering Your Role in Creating a Fantastic Workplace"*  
David O'Brien 1.5 CPE
- ◆ 12:00-1:15 PM LUNCH *"Management Accounting Roundtables"*  
Small group discussions 1.5 CPE
- ◆ 1:25-2:40 PM *"What Every Business Should Know About Cybersecurity"*  
Jeff Ziplow, CISA 1.5 CPE

## Monday - September 18, 2017 (continued)

- ◆ 2:45-4:00 PM *"Integrated Business Solutions"*  
Mario Pompeo, CPA, CGMA 1.5 CPE
- ◆ 4:00-4:15 PM BREAK
- ◆ 4:15-5:55 PM *"Fraud, Forensics and Ethics: Whom Can You Trust?"*  
LeeAnn Manning, CPA, CFF  
Peter Resnick, CPA, CFF, CFE 2.0 CPE
- ◆ 6:00-8:00 PM *Dinner on your own*
- ◆ 8:00-9:30 PM NETWORKING RECEPTION

## Tuesday - September 19, 2017

- ◆ 7:15-7:45 AM BREAKFAST  
CONFERENCE REGISTRATION & CHECK-IN
- ◆ 7:45-7:55 AM ANNOUNCEMENTS
- ◆ 7:55-9:10 AM *"Cost Management as a Strategic Weapon"*  
Raef Lawson, CMA, CPA 1.5 CPE
- ◆ 9:20-10:35 AM *"Organizing Your Life"*  
Maryann Murphy, MSW, CPO 1.5 CPE
- ◆ 10:35-10:55 AM BREAK
- ◆ 10:55-12:10 PM *"The Shifting Global Economic Landscape: Headwinds and Tailwinds"*  
Fahline Sjuib, Ph.D. 1.5 CPE
- ◆ 12:10-1:45 PM LUNCH - CPE session  
*"Turbocharge Your Career with IMA's New Credential: CSCA—Certified in Strategy and Competitive Analysis"*  
Dennis Whitney, CMA, CFM 1.5 CPE
- ◆ 1:45-2:00 PM CLOSING

Please visit our website for conference updates  
[www.nerc.imanet.org](http://www.nerc.imanet.org)

## Thomas Barron

### "A Practical Approach to Strategic Planning"

Thomas Barron is the Director of the Master's in Organizational Effectiveness and Leadership Program, at Charter Oak State College, in New Britain, CT. His higher education experience includes program and curriculum evaluation, development, and assessment; course scheduling; faculty hiring, development and evaluation, budgeting, strategic planning, policy and procedure creation, student advising; and graduate and undergraduate course instruction (on-ground and blended delivery models) in the fields of finance, management and accounting. Thomas is a dynamic, results-oriented professional with over 30 years of corporate and higher education leadership, and teaching experience. He has been recognized as an outstanding leader with strong team building, problem resolution, communication, teaching, organizational and analytical skills. Thomas has extensive corporate executive experience including, controllership, financial analysis, budgeting, strategic planning, business acquisition and LBO due diligence, business workouts, business process reengineering and continuous improvement design and implementation; debt financing, negotiations and compliance; training and development, human resources and benefits administration, incentive system design, enterprise and financial systems design and implementation, project management, procurement, product costing and pricing, and policy and procedure creation.

## Lawrence Grasso, DBA, CPA

### "Lean Accounting: Thinking Outside The Box"

Lawrence Grasso is Professor of Accounting and past Chairman of the Accounting Department at Central Connecticut State University. He teaches a course in lean accounting offered to undergraduate Accounting majors and graduate MBA and MS in Technology Management students. Larry's primary research interests are performance measurement, performance evaluation and incentives to support lean management and environmental and social sustainability. Larry is a co-author on the second edition of Practical Lean Accounting, and is a contributing author to the Shingo Prize winning Better Thinking, Better Results: Using the Power of Lean as a Total Business Solution, and he wrote a chapter in Lean Accounting: Best Practices for Sustainable Integration. Additionally, he is author or co-author of several cases and articles appearing in journals such as The Accounting Review, Cost Management, Management Accounting Quarterly, and the IMA Educational Case Journal. Larry has presented on lean accounting at numerous conferences nationally and internationally. He has served as a consultant for firms in the aerospace and metal finishing industries. He is a member of the Hartford, Connecticut Chapter of the IMA.

## Raef Lawson, CMA, CPA

### "Cost Management as a Strategic Weapon"

Raef Lawson is Vice President-Research and Policy and Professor-in-Residence for IMA (the Institute of Management Accountants) where he leads IMA's global thought leadership efforts and oversees IMA's student and academic relations programs. He received his MBA and PhD degrees from the Leonard N. Stern School of Business, New York University. He holds a variety of professional certi-

fications including CMA, CFA, and CPA. Prior to joining IMA, Raef was a professor and Chair of the Department of Accounting and Law at the State University of New York (SUNY) at Albany. He has also held senior leadership experience in diverse settings, including academia, practice, and professional associations. Raef has published several books and over eighty articles in the areas of sustainability, business ethics, performance scorecards, activity based costing, international cost management practices, and cost and performance management systems in journals including The Accounting Review, Cost Management, Journal of Business Ethics, Journal of Business, Finance and Accounting, and Strategic Finance

## LeeAnn Manning, CPA, CFF

### "Fraud, Forensics and Ethics: Whom Can You Trust?"

LeeAnn Manning is a Managing Director in Grant Thornton's Forensic Advisory Services practice in the Boston office. Prior to joining Grant Thornton, LeeAnn was a director at a nationally recognized consulting firm. LeeAnn has more than 15 years of experience in forensic accounting, fraud investigations, business disputes, and other financial analysis matters in a wide array of industries. Her clients have included major law firms, not for profit entities and numerous Fortune 500 companies. LeeAnn has supervised and conducted financial statement audits for private and public companies in various industries, including manufacturing, high technology and banking. She has been engaged by counsel on multiple fraud-related cases and assisted with investigating and quantifying the manipulation of both financial and non-financial data in a variety of organizations. LeeAnn is a CPA, licensed in Massachusetts and Certified in Financial Forensics. She is a member of the AICPA and MSCPA. She is also a Member, Board of Trustees of the Boys and Girls Club of Boston. She graduated with a BS in Business Administration, Accounting, from the University of Massachusetts at Amherst.

## David Marchak, CPA

### "Journey of a Turnaround"

David Marchak is currently the CFO for Spencer Turbine in Windsor, Connecticut and is a broad-based financial executive with extensive experience in all aspects of accounting. His career has spanned the Corporate and Subsidiary levels of a Fortune 50 company (United Technologies) in numerous positions of increasing responsibility, two large family owned businesses, and his present work supporting his second Private Equity-backed company. Throughout his career, he has developed corporate worldwide budgets, controlled costs and implemented automated accounting systems. His skills included proven application of business and management principles involved in strategic planning, leadership practices, strategic and financial leadership and post-acquisition integration. For the last ten years, David has been focused on various aspects of turnarounds and turnaround situations with a proven track record. Through these transitions, he has managed day-to-day financial activities, was the "onsite" HR representative and IT professional, and has worked with various operational managers and VPs to re-align the operational side of each business, increasing their profitability and efficiency. David received his Bachelor's degree in Accounting in 1993 from the University of Connecticut and he is a licensed CPA in the state of Connecticut.



# SPEAKERS

## Maryann Murphy, MSW, CPO ®

### "Organizing Your Life"

Maryann Murphy, has over 25 years of experience in human services, with a specialty of helping people change their problem behaviors and learn new skills. She has worked in business and government as an Office Manager, and has worked with architects and designers to create more efficient and beautiful workspaces. Maryann holds a Master's Degree in Social Work, along with training from the National Association of Professional Organizers (NAPO) and the National Study Group on Chronic Disorganization (now called ICD - the Institute for Challenging Disorganization). She is certified as a Specialist in Chronic Disorganization by ICD, and a Certified Professional Organizer®. Maryann is a member of the Golden Circle at NAPO-New England and a trainer in both the Quantum Leap program and the New Organizer Workshop. She is a national co-chair of the Speaking for Fees Special Interest Group and President of the New England chapter of the National Speakers Association. In Toastmasters International she has served as Area and Division Governor, Past President of both the Upper Cape Toastmasters and Marion Toastmasters clubs, and has earned the rank of Distinguished Toastmaster. She is a member of the Cape Cod Chamber of Commerce, and the Institute for Challenging Disorganization. Maryann has served on the Mashpee Hoarding Task Force for five years, helping the local community come up with resources for people with hoarding challenges. She is also the past President of Boston NOW (National Organization for Women), and past board member of the American Business Women's Association Cape Cod chapter.

## David O'Brien

### "Discovering your Role in Creating a Fantastic Workplace"

David O'Brien is the Founder and President of WorkChoice Solutions, LLC. In his current role, David is responsible for providing leadership and team effectiveness training, coaching and consulting services to organizations throughout the United States. David's human resources and organizational development consulting career spans 30 years and includes key leadership and P&L responsibility within a variety of industries including, Manufacturing, Healthcare and Financial Services. David has received several awards including Employer of the Year and Business Leader of the Year for his volunteer work. Currently, he serves on the Board of Mental Health Connecticut and is actively involved in several other community organizations. In addition to his undergraduate education in business administration, David has completed numerous professional development programs and certifications related to his profession. He is a frequent keynote speaker on the topic of leadership excellence and has lectured at a number of academic institutions. David has also written several books and his articles have appeared in a wide range of local, regional and national publications.

## Mario Pompeo, CPA, CGMA

### "Integrated Business Solutions"

Mario Pompeo, as Partner, leads CohnReznick's CFO Advisory Practice. Based in the Roseland, NJ office; he has extensive financial transformation and leadership expertise garnered from holding senior executive-level positions within world-class, multinational organizations. His areas of knowledge include initial public offerings, strategic and operational planning, mergers and acquisitions/divestitures/due diligence, financial planning and analysis/budgeting, US GAAP and IFRS, internal controls and compliance, policies, procedures, and solutions implementation, project valuation/ROI analysis, and contract evaluation/ negotiations. Prior to joining CohnReznick, Mario was the CFO for a \$350 million luxury designer, wholesaler, and retailer of women's footwear and accessories. In this role, he was responsible for planning, implementing, managing, and controlling all of the financial-related activities of the company. His accomplishments include raising \$335 million in capital through debt financing with private equity partners in connection with the sale of the company, proposed brand extensions, and potential buy-out of overseas sublicense partners. Throughout his tenure with the company, Mario provided analysis that aided in overall strategic and operational decision-making while maintaining responsibility for ensuring that financial plans were consistent with organizational goals. He was instrumental in driving robust compound annual growth rates (CAGR) in net sales and in adjusted EBITDA, significantly exceeding industry benchmarks. Mario also served as Vice President of Internal Audit for \$6+ billion privately held luxury fashion house where he created a worldwide internal audit function and served as a chief business advisor and risk manager to the company's owners and board. He also served as the interim chief accounting officer, providing expert advice and accounting guidance for technical accounting issues related to the global conversion from US GAAP to IFRS. Mario holds a Bachelor of Science degree in Accounting from Pennsylvania State University and his professional affiliations include, American Institute of Certified Public Accountants and the Reserve Officer's Association.

## Peter Resnick, CPA, CFF, CFE

### "Fraud, Forensics and Ethics: Whom Can You Trust?"

Peter Resnick is the leader of the Boston office of Grant Thornton LLP's Forensics and Litigation Services Practice. Peter has experience in forensic accounting, financial consulting, financial statement audits, accounting, and fraud investigations. Peter's clients have included law firms, Fortune 500 companies, high tech manufacturing and software companies, health care providers and insurers, and not-for-profit organizations. The wide range of industries Peter has consulted to also include life sciences, waste and food services. He has provided expert testimony and analysis at trial, deposition, arbitration, and mediation proceedings. Previously, Peter was the co-national leader of the disputes & investigation practice of a nationally recognized consulting firm. Peter is a CPA, licensed in Massachusetts and is Certified in Financial Forensics. He is a member of the AICPA, the MSCPA and the Association of Certified Fraud Examiners. He graduated with a Bachelor's degree in Business Administration from the University of Massachusetts at Amherst.

# SPEAKERS

## **Fahlino Sjuib, Ph.D.**

### **"The Shifting Global Economic Landscape: Headwinds and Tailwinds"**

Fahlino Sjuib is currently an Associate Professor in the Department of Economics at Framingham State University. He received his PhD in Economics from Kansas State University. His research is focusing on empirical macroeconomics and financial economics. His work has appeared in the Journal of Business and Economics Research, International Research Journal of Finance and Economics, and the Empirical Economics Letter. He has taught Economic Analysis, Money and Banking, Managerial Economics, International Economics, Macroeconomic and Microeconomic Theory courses. Dr. Sjuib is also an Economist at the MetroWest Economic Research Center (MERC) at Framingham State University. At MERC, he is responsible for providing regional unemployment and labor force analyses in selected sub-state regions in Massachusetts. Since 2006, he serves as a member of Gerson Lehrman Group Policy and Economics Council, a global network of experts who deliver expertise and decision-making assistance to business, government and investment leaders from around the world. As a member of the council, he provides consultation services to clients who seek advice related to economics decisions and policy. In 2014, he served as a Senior Macroeconomic Advisor for the Australia Indonesia Partnership for Economic Governance (AIPEG) based in Canberra, Australia and Jakarta, Indonesia. In his role as a senior advisor, he provided technical support and analyses on fiscal policy issues in Indonesia. In 2004, he served as a member of Indonesia-Japan Economic Cooperation Working Team, funded by the Japan International Cooperation Agency (JICA). As a member of the team, he prepared a policy study on monetary and macroeconomic policies in Indonesia and provided policy recommendations to the government of Indonesia.

## **Howard Sovronsky, LCSW**

### **"Transforming a Non Profit and Developing Leaders"**

Howard Sovronsky currently serves as the President and CEO of the Jewish Federation of Greater Hartford, a non-profit philanthropic community organization that serves as the "umbrella" organization for the local Jewish community and raises funds for the support of local educational and social service organizations and humanitarian aid for at risk communities in Israel and throughout the world. He came to the Federation after a highly successful career in the non-profit, public and hospital sectors. Mr. Sovronsky spent much of his professional life on Long Island where he served as Commissioner of the Nassau County Department of Mental Health and Developmental Disabilities, where he managed an annual budget of \$100 million and then served as Vice President for Behavioral Health at the Nassau Health Care Corporation. Ten years ago, he was recruited to Connecticut to serve as the Chief Operating Officer for a large non-profit behavioral health and child welfare agency with a budget of over \$40 million and a staff of over 650. Throughout his career, he has served on the Board of numerous non-profit organizations including the President of the National Association of Forensic Social Work. As an Adjunct Professor at the Adelphi University School of Social Work, he taught graduate level classes in the area of Community Organizing. Additionally, he has authored articles in the area of child abuse, Forensic mental health and correctional mental health.

## **Dennis Whitney, CMA, CFM**

### **"Turbocharge your Career with IMA's New Credential: CSCA - Certified in Strategy and Competitive Analysis"**

Dennis Whitney is Senior Vice President, Certifications, Exams, and Content Integration for the Institute of Management Accountants (IMA). IMA is the worldwide association of accountants and financial professionals working in business. With more than 80,000 members, IMA is committed to advancing the profession of management accounting and the careers of its members through certification, education, research, networking, and advocacy of the highest ethical professional practices. Dennis has overall responsibility for the Certified Management Accountant (CMA) Program, and is responsible for the CMA exam's development and administration, program budgeting, growth, and strategic planning. The CMA is IMA's globally recognized advanced-level credential for accountants and financial professionals in business. Dennis also provides oversight for content integration among the research, publications, and professional development teams at IMA. Joining IMA in 1993 as Exam Project Manager and then later as Director of Exams, Dennis managed the development of exam content, supervised question writers and graders, and directed standard setting, job analysis studies, and psychometric analysis. Prior to joining IMA, Dennis held positions as CFO for a management consulting company and as a tax accountant for an insurance company. Dennis is a CMA, a Certified Financial Manager (CFM), and a Certified Association Executive (CAE). His formal education includes a BS degree from Manhattan College, an MA degree from the New School for Social Research, and an MBA from Fordham University. In addition to presentations on the CMA program and IMA, Dennis has presented on a variety of topics, including computer-based testing, the business of certification, growing a credential overseas, closing the accounting and finance skills gap, leadership, financial planning & analysis, risk management, and ethics.

## **Jeff Ziplow, CISA**

### **"What Every Business Should Know About Cybersecurity"**

Jeff Ziplow is a partner in BlumShapiro's consulting group based in West Hartford, Connecticut, and is responsible for the firm's Risk Management and Process/Controls practices areas. He has significant experience working with organizations to assess their internal IT controls as they relate to business operations and helps to develop recommendations to mitigate risk. Jeff has participated on a number of cybersecurity risk assessments and has provided insight and guidance on developing better security practices. In addition, Jeff has worked on a number of process and control related projects to enhance operational efficiencies and provide tangible control recommendations. During the past several years, Jeff has been actively involved in providing cybersecurity and risk assessments to municipalities, not-for-profits and public companies. Jeff also works with Connecticut's Office of the Attorney General to provide guidance/support on cybersecurity matters. Additionally, Jeff has written a number of recent articles on cybersecurity and IT Controls. Jeff holds a Bachelor of Arts degree, from the University of Vermont and a Master of Business Administration from Boston College. He is certified with several professional organizations, such as, Certified Information Systems Auditor (CISA), Certified in Governance of Enterprise IT (CGEIT), Information Systems Audit and Control Association (ISACA), and Government Finance Officers Association of Connecticut (GFOA).

# LODGING AND DIRECTIONS

## LODGING

Southbridge Hotel &  
Conference Center  
14 Mechanic Street  
Southbridge, MA 01550

Tel: 508.765.8000  
Web: SouthbridgeHotel.com

### Register Early!

To reserve a room at conference rates, please call the hotel and refer to **NERC IMA**. It is important to specify our group name when making a reservation. Online registration will not provide the conference room rate.

Room Rates: \$124 for a Single or Double

All rates are per night plus local and state taxes.

Conference rates are in effect while rooms are available or until the cut-off date of **August 18, 2017**.

Reservations may be cancelled up to 72 hours prior to arrival without penalty. Reservations cancelled within 72 hours will be charged. Please check with the Southbridge Hotel & Conference Center.

## DIRECTIONS

### To the Southbridge Hotel Inn & Conference Center

#### From the East:

- Take I-90 (Mass Pike) West to exit 9 (Sturbridge)
- Merge onto I-84 West, take 1st right Exit 3B onto Route 20 West
- Turn left at 1st stoplight onto Route 131
- Follow Rte 131 about 4 miles, through downtown Southbridge
- At the traffic circle (rotary), take the 2nd exit onto Mechanic St
- Entrance to the Hotel is less than 100 yards on the right

#### From the West:

- Take I-84 East to Exit 1 Mashapaug Rd/Southbridge
- Merge onto Haynes St/Rte 15
- Turn left onto Mashapaug Rd, continue onto South St
- Slight right onto Main Street
- At the traffic circle (rotary), take the 2nd exit onto Mechanic St
- Entrance to the Hotel is less than 100 yards on the right

# IMA NERC NEWS

The NorthEast Regional Council will hold its quarterly meeting on Sunday September 17 from 1:15 PM–2:45 PM. All IMA members and conference participants are invited and encouraged to attend. Topics of discussions include a conference update, financial reports, upcoming events and the annual budget. This is a great opportunity to learn about the council.

Find us on 

[facebook.com/NorthEast.Regional.Council.IMA](https://facebook.com/NorthEast.Regional.Council.IMA)

 **Linkedin**

[linkedin.com/groups/3306376](https://linkedin.com/groups/3306376)

 **member LinkUp**

[linkup.imanet.org](https://linkup.imanet.org) NorthEast Regional Council

## NorthEast Regional Council shirts

### Wear it with Pride!

Two styles - short sleeve polo and long sleeve denim. Each style comes in Women's and Men's sizes from Small to 4XL. The polo shirt color is Pine (green) and the denim shirt is Indigo (blue). Color photos are available on our website. [www.nerc.imanet.org](http://www.nerc.imanet.org)

Shirts can be pre-ordered with your conference registration. They will also be available for sale at the conference. (sizes and styles may be limited)

Polo shirts are \$22

Denim shirts are \$30







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# REGISTRATION

## Registration

**Register Online:** at [imanercFall2017Conference.eventbrite.com](http://imanercFall2017Conference.eventbrite.com)

Payment online *or* by mail at time of registration

**Register by Mail:** Complete the registration form below and mail with payment to: IMA NorthEast Regional Council c/o Linda Simmons  
42 Farm Brook Court Hamden, CT 06514

Phone: 203 988-4903 e-Mail: [Linda.Simmons@comcast.net](mailto:Linda.Simmons@comcast.net)

***Registrations will not be processed without full payment***

Please check our website for conference updates

**[www.nerc.imanet.org](http://www.nerc.imanet.org)**

### IMA NERC FALL CONFERENCE REGISTRATION FORM

IMA Member Number: \_\_\_\_\_ IMA Chapter: \_\_\_\_\_  
(CPE's are electronically posted to IMA member accounts. Be sure to include your IMA member number)

Name: \_\_\_\_\_ Designation (s): \_\_\_\_\_

Preferred First Name for Badge: \_\_\_\_\_

Position Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Telephone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

**Do you have any special dietary requirements?** Yes No  
*(Please let us know in advance if you have dietary restrictions or food allergies)*

**Will you be attending the following on Sunday September 17:**

**1:15-2:45 pm—Council Meeting** Yes No

**6:00-7:00 pm—Light Buffet Dinner (between sessions)** Yes No

**Are you interested in being a facilitator at the Roundtables lunch on Monday?**

Yes No Maybe

**Do you have a suggestion (s) for a Roundtable topic?**

### PAYMENT INFORMATION

Conference Fee: Includes all sessions and meals except as noted	By 7/31/2017	On/After 8/1/2017	Full time Student with ID
	<input type="checkbox"/> \$269	<input type="checkbox"/> \$309	<input type="checkbox"/> \$150

### Special Pricing:

10% discount if 2 people register from the same company or university

15% discount if 3 or more people register from the same company or university

### NERC Council Shirt Order: Please indicate *size* and *quantity* below:

Polo Shirt: \$22.00 Men's Size \_\_\_\_\_ Women's Size \_\_\_\_\_

Denim Shirt: \$30.00 Men's Size \_\_\_\_\_ Women's Size \_\_\_\_\_

- ☐ CHECK (Make payable to: IMA-NERC)  
☐ CREDIT CARD - MasterCard ☐ Visa ☐ Discover ☐

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code (back of card): \_\_\_\_\_

Name as it appears on card (Please print): \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Billing address of credit card: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

### REGISTRATION POLICIES

**Photography:** By registering, you agree and acknowledge that IMA-NERC may take photographs and make a video at IMA-NERC's 10<sup>th</sup> Annual Conference for reproduction in IMA-NERC educational, news, or promotional material, whether in print, electronic, or other media, including the IMA-NERC website. By participating in IMA-NERC's 10<sup>th</sup> Annual Conference, you grant IMA-NERC the right to your name and image for such purposes.

**Liability Waiver:** I agree and acknowledge that I am undertaking participation in IMA-NERC events and activities on my own free will and intentional act, and I am fully aware that possible physical injury might occur to me as a result of my participation in these events. I give this acknowledgement freely and knowingly and that I am able to participate in IMA-NERC events and I do hereby assume responsibility for my own well-being.

**Conference Cancellation/Refund Policy:** A refund will be issued if cancelled in writing by September 3, 2017. No refunds will be issued for cancellations after that date. IMA-NERC is only responsible for processing the Conference registration. IMA-NERC is not responsible for any travel or lodging expenses or out-of-pocket costs incurred. If for any reason you must cancel your Conference registration, please remember to cancel your hotel accommodations directly through the Southbridge Hotel & Conference Center (508) 765-8000.