



The Association of
Accountants and
Financial Professionals
in Business

CLEVELAND EAST CHAPTER

INSTITUTE OF MANAGEMENT ACCOUNTANTS

OCT 2017

**CONGRATULATIONS
IMA CLEVELAND EAST
CHAPTER!**



www.cleveast.imanet.org

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From left to right:

Congratulations to the Cleveland East Chapter on its success in the 2016-2017 IMA Competition. The chapter has won the following awards:

- carol Kuczer holding the Silver Medal for the Warner Division Newsletter Competition
- Carlos Chavez holding the Bronze Medal for the Warner Division Website Competition
- Sandy Brenner holding the 15th Place in the Warner Division Chapter Standings

October Technical Meeting Student Night



WHIRLYBALL

This is a FREE event for STUDENTS

Tuesday Oct 10, 2017

IMA board meeting - noon

Nov 9 - 11, 2017 IMA's
Student Leadership
Conference, Houston, TX
Website: www.imaslc.org

Tuesday Nov 21, 2017

IMA Technical meeting -
Accounting for Leases

Tuesday, October 17, 2017 at 6:00 p.m.

Location: WhirlyBall, 5055 Richmond Road, Bedford Heights

Speaker: Megan Apple, President, A Virtual Certainty

Topic: Using LinkedIn to Build & Engage Your Professional Network



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October Technical Meeting



Cleveland
East
Chapter



Student Night

Join us for a fun packed evening at Whirly Ball and have the opportunity to network with accounting professionals from the Cleveland East Chapter of IMA

Tuesday, October 17th at 6:00 PM

Dinner and Program begins at 6:00 PM—Whirlyball begins at 7:00 PM

Using LinkedIn to Build and Engage Your Professional Network



Speaker: Megan Apple—President A Virtual Certainty

Connect to opportunity and tap into your professional potential using LinkedIn. Discover benefits to build opportunities to advance your careers.

Location: Whirlyball - 5055 Richmond Rd, Bedford Heights

You will have an opportunity to network with other local universities playing Whirlyball. It's tons of fun and prizes too!

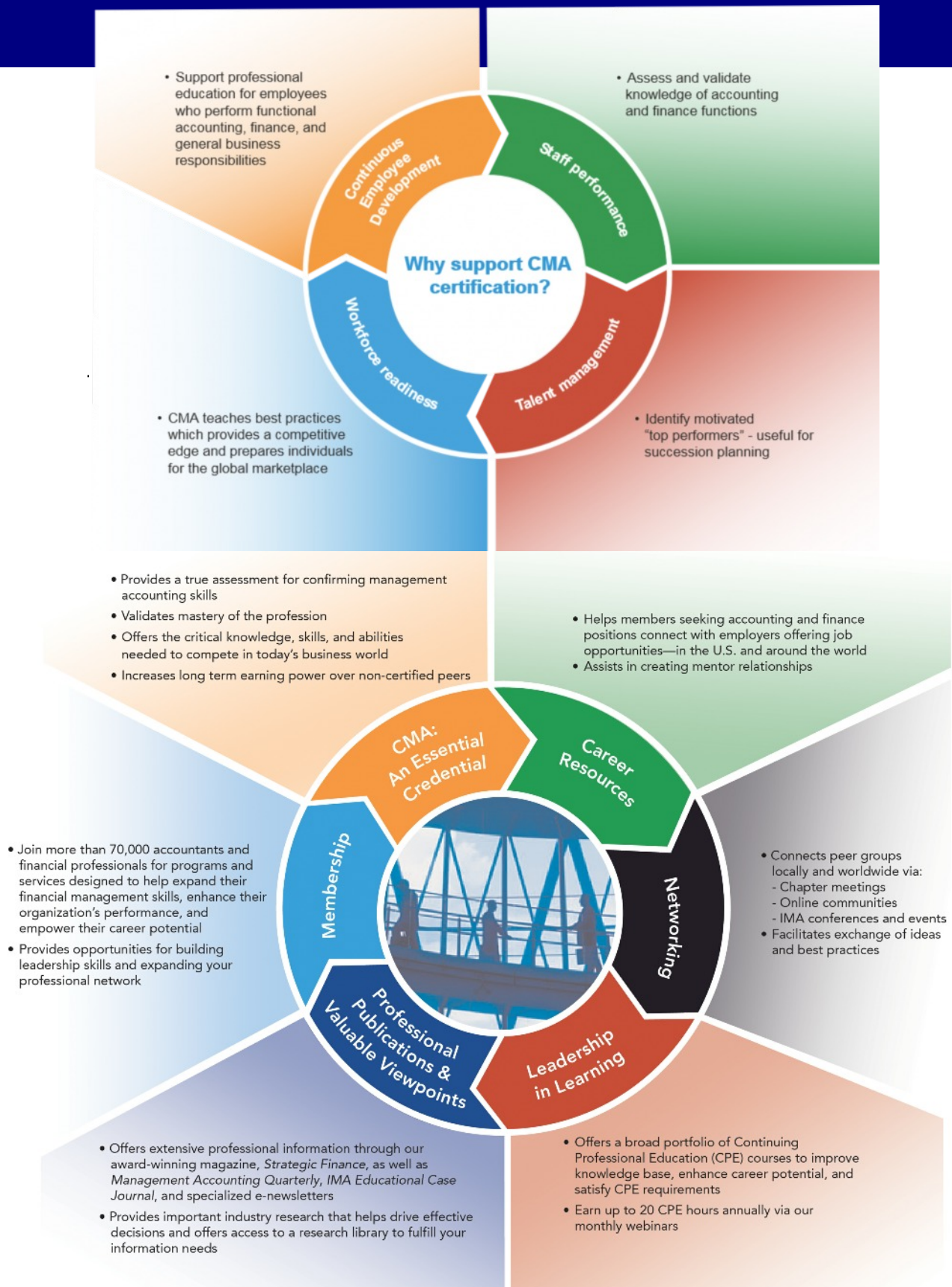


216-591-0707

For questions regarding this event, please contact Sandy Brenner at Sandra.brenner@basf.com

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CMA CERTIFICATION



CMA CERTIFICATION

The Savings Add Up - IMA Staff Enrollment Program

IMA membership is a sound investment, and the IMA Staff Enrollment Program (SEP) makes it easy for your organization to enroll. With one convenient payment, you and your staff receive full access to all benefits and services IMA has to offer. Regardless of where everyone is within their career path, IMA has the tools and resources that will help them gain professional credibility.

Enrolling your accounting and finance staff through IMAs Staff Enrollment Program is easy and cost efficient. Depending on the size of your staff, organizations save over 15% off the regular member rate.

*Number of Staff Membership Fee**

5-49 \$195 per member

50+ \$185 per member

*The \$15 membership application fee is waived at all levels

Members have access to IMA's full portfolio of benefits: **CMA Certification, Continuing Education, Peer Networking, Publications, Research, Job Connection, and Special Discount Offers.**

IMA Staff Enrollment Program Conditions

Organizations interested in the Staff Enrollment Program (SEP) should familiarize themselves with the basic enrollment conditions. We encourage you to contact IMA to discuss the complete list of conditions and enrollment steps listed below.

1. A minimum of five paid memberships are required; existing or new.
2. An organization can determine who and how many staff to enroll. Program members can reside anywhere in the world. An organization with subsidiaries may choose to consider each subsidiary a separate organization.
3. A primary contact at the organization must be appointed to manage the membership.
4. Program members will be enrolled and renewed under one organization name via one invoice, one payment. All program members will have the same membership term.
5. Program membership are individually assigned and are nontransferable, i.e., the individual maintains their membership should they leave the organization. Additional staff can be added to the SEP at any time.
6. Program members will receive a unique member ID and have access to all member benefits and services.
7. The organization must provide IMA with the name/title, mailing address, telephone number and email address of each SEP member.
8. Program members must verify eligibility and agree to abide by IMA's Statement of Ethical Professional Practice.
9. To add members to an existing SEP group, charges will be full price within 0-3 months of purchase, half price within 4-9 months of purchase and assumed within renewal for 10-12 months of purchase.
10. If the organization has staff that already belong to IMA at the time of enrollment, they will not receive a refund for unexpired months of membership.

Don't delay! Take advantage of this great program now! For questions, please contact Sam Walker at 678.640.5027 or swalker@imanet.org.



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IMA APPLICATION



The Association of
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Membership Application

Please note all fields are required

Code _____

Member Information

Gender: ☐ Male ☐ Female

First Name: _____

Middle Initial: _____

Last Name: _____

Email

Standard Industry Classifications

Job Title

Responsibility

Applicant Statement

Have you ever been convicted of a felony? ☐ No ☐ Yes

If yes, please enclose a confidential letter with a brief explanation of circumstances to the attention of President

Are you interested in joining a local chapter? ☐ No ☐ Yes

Enter chapter name and number here _____

By submitting this application, I affirm that the statements on this application are correct and that I agree and abide by the IMA's Statement of Ethical Professional Practice.

Address Information

Please note your contact preference: ☐ Home ☐

Home Address: _____ Apt. No., Fl. No. _____

State/Province _____ Zip Code _____

Business

Company Name: _____

Title: _____

Business Address _____ Suite No., Fl. No. _____

City: _____ State/Province _____ Zip Code _____

Country: _____

Business Phone _____



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PRESIDENT'S MESSAGE



Where did September go? It was a busy month for Cleveland East.

Several members attended the special IMA reception in Cleveland on September 11 honoring four local Northeast Ohio companies: Babcock & Wilcox, The Goodyear Tire & Rubber Company, The J. M. Smucker Company and Timken Steel Corporation.

On September 18th, we participated in two Accounting Career Days, one at Case and the other at John Carroll. We have a student chapter at John Carroll University and Case Western Reserve University is in the process of setting up theirs. The Board also approved setting up a chapter at Notre Dame. If you have any children attending these local institutions, let them know about our support for student activities. IMA has several student scholarship programs.

If you were not at the September meeting you missed some good information on what is happening with Social Security (SS). We learned (1) how to qualify for the benefits and once you do, it is guaranteed for life; (2) when to decide to take SS benefits depends on the individual situation. If you take it at 62 instead of your full SS retirement age of 66 or 67, there are some income tests for how much you can earn without having your benefits taxed. At 70, you have no limit on the income you can earn and not have your benefits taxed.

October is our annual student night. It looks like we will have over 50 students participating and our speaker will be talking about how to use LinkedIn for networking. Knowing how to use LinkedIn for networking and job searches is as important for regular members as it is for students so don't pass up the program because it is our annual student night. When he heard about the LinkedIn topic, one of our members attending the September meeting said he had gotten his last job through LinkedIn.

The meeting will be held at the Whirly Ball Center on Richmond Rd by Miles Rd.

See you there,

<http://cleveast.imanet.org/technicalmeetingregistration.html>.



We would like to thank the following organizations for their support in sponsoring the IMA Cleveland East Chapter.

If you would like to have your business appear on this page, please contact
Sandra Brenner at (216)839-7288 or Email:
sandra.brenner@basf.com.

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Deadline for submitting information for next newsletter is the Monday following the technical meeting. Send your submissions to Carol Kuczer at: ckuczer@ddr.com



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Spot light on board members



JIMMY RENZ IS the vice-president of Administration for the the Cleveland East Chapter of IMA. He grew up in Castalia, Ohio where he graduated from Margaretta High School in 2005. In 2009, Jimmy earned a BS in Accounting from Ohio Dominican University in Columbus, Ohio. Jimmy went on to complete the MBA program from American Military University in 2016. After college, he served in the United States Army from 2010-2014. In 2014, Jimmy was hired at M.F. Cachat (Now IMCD US) in Lakewood, Ohio and started in Accounts Receivable, then moved to Pricing. He currently works as an Internal Reporting Specialist.

IMA Moments

CAREER LESSONS FROM OUR FIRST JOBS

By IMA Leadership
June 14, 2017

Everyone remembers that first job out of college. Our first jobs teach us a lot about the real world, from transferable soft skills to business skills we'll use throughout our careers. Looking back on their first jobs, IMA's top thought leaders share what they learned about business and the real world.

JEFF THOMSON, CMA, CAE, IMA president and CEO, learned the value of paying attention to detail while keeping the whole company in mind:

"My first job was at AT&T as a junior analyst in an analytical support group (July 1979). Being in such a large company, in a very complex and changing era, I learned the importance of taking a step back from diving immediately into the technical detail for which I was educated to learn the players, the politics, and the business. In other words, I had to take time to understand the company and department culture and how the company generated value in terms of mission, values, and strategies.

"More specific to my job, I learned from my first boss the value of paying attention to detail and how to write a compelling memo for information and influence, with the key points stated up front vs. a term-paper format with conclusions toward the end. I will never forget my first memo coming back with so much redline (real red ink back then!) that it exceeded the length of the original memo! What a lesson learned, and now I think I can write a pretty compelling memo!"



NEW STATEMENT OF ETHICAL PROFESSIONAL PRACTICE

IMA has been committed to advocating the highest standards of ethical business practices—both for its members and the profession at large—since the organization was founded in 1919. In the early 1980s, IMA took a bold leadership role in the area of ethics by developing its first written code of ethics: *Standards of Ethical Conduct of Management Accountants*. In 2005, in the wake of global financial scandals and an increasing need for more direct ethical guidelines, IMA issued new guidance to better reflect the ethical climate of the time. The result was the *IMA Statement of Ethical Professional Practice*, which required each IMA member to be committed to the highest ethical behavior.

After considering the many changes in the business and regulatory environment, including the globalization of commerce and the management accounting profession, IMA determined to issue a revised *Statement* in 2017, which is published here as a Statement on Management Accounting. More concise and simpler to understand and apply, this updated version more fully reflects the global scope of management accounting. It also requires IMA members to contribute to a positive ethical culture in their organization and to place integrity of the profession above personal interests. These requirements recognize the need for members to take an active role in ensuring their organization has a strong, open, and positive ethical culture.

IMA STATEMENT OF ETHICAL PROFESSIONAL PRACTICE

Effective July 1, 2017

Members of IMA shall behave ethically. A commitment to ethical professional practice includes overarching principles that express our values and standards that guide member conduct.

Principles

IMA's overarching ethical principles include: Honesty, Fairness, Objectivity, and Responsibility. Members shall act in accordance with these principles and shall encourage others within their organizations to adhere to them.

Standards

IMA members have a responsibility to comply with and uphold the standards of Competence, Confidentiality, Integrity, and Credibility. Failure to comply may result in disciplinary action.

I- COMPETENCE

1. Maintain an appropriate level of professional leadership and expertise by enhancing knowledge and skills.
2. Perform professional duties in accordance with relevant laws, regulations, and technical standards.
3. Provide decision support information and recommendations that are accurate, clear, concise, and timely. Recognize and help manage risk.

II- CONFIDENTIALITY

1. Keep information confidential except when disclosure is authorized or legally required.
2. Inform all relevant parties regarding appropriate use of confidential information. Monitor to ensure compliance.



NEW STATEMENT OF ETHICAL PROFESSIONAL PRACTICE

III• INTEGRITY

1. Mitigate actual conflicts of interest. Regularly communicate with business associates to avoid apparent conflicts of interest. Advise all parties of any potential conflicts of interest.
2. Refrain from engaging in any conduct that would prejudice carrying out duties ethically.
3. Abstain from engaging in or supporting any activity that might discredit the profession.
4. Contribute to a positive ethical culture and place integrity of the profession above personal interests.

IV• CREDIBILITY

1. Communicate information fairly and objectively.
2. Provide all relevant information that could reasonably be expected to influence an intended user's understanding of the reports, analyses, or recommendations.
3. Report any delays or deficiencies in information, timeliness, processing, or internal controls in conformance with organization policy and/or applicable law.
4. Communicate professional limitations or other constraints that would preclude responsible judgment or successful performance of an activity.

Resolving Ethical Issues

In applying the Standards of Ethical Professional Practice, the member may encounter unethical issues or behavior. In these situations, the member should not ignore them, but rather should actively seek resolution of the issue. In determining which steps to follow, the member should consider all risks involved and whether protections exist against retaliation.

When faced with unethical issues, the member should follow the established policies of his or her organization, including use of an anonymous reporting system if available.

If the organization does not have established policies, the member should consider the following courses of action:

- The resolution process could include a discussion with the member's immediate supervisor. If the supervisor appears to be involved, the issue could be presented to the next level of management.
- IMA offers an anonymous helpline that the member may call to request how key elements of the *IMA Statement of Ethical Professional Practice* could be applied to the ethical issue.
- The member should consider consulting his or her own attorney to learn of any legal obligations, rights, and risks concerning the issue.

If resolution efforts are not successful, the member may wish to consider disassociating from the organization.

IMA Ethics Helpline Number for callers in the U.S. and Canada: (800) 245-1383

In other countries, dial the AT&T USA Direct Access Number from www.att.com/esupport/traveler.jsp?tab=3, then the above number.



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Student Leadership Conference

Women's Accounting Leadership Series

IMA'S STUDENT LEADERSHIP CONFERENCE

NOVEMBER 9-11, 2017 | MARRIOTT MARQUIS HOUSTON

Stay tuned for more information

REGISTRATION OPENS SEPTEMBER 5, 2017

Students, mark your calendar now for a trip to the Lone Star State. It's the ideal opportunity to learn valuable skills and gain access to resources to help students land that first professional position. At the conference, attendees will learn from leading practitioners and educators about career opportunities, the value of the CMA (Certified Management Accountant) certification, leadership development, job-search tips, and more. The Conference also will feature competition. Jodi Ryan, IMA director of student and academic relations said, "Last year's conference attracted more than 600 attendees and we're looking to build on that success. You definitely won't want to miss out on our conference in Houston, which again will feature a slate of speakers and activities that will be both fun and educational, helping attendees develop critical networking and career-building skills. Website: www.imaslc.org

Women's Accounting Leadership Series



The Women's Accounting Leadership Series is designed to provide relevant professional development and support for the advancement of women in accounting and finance functions. Participants will include female accounting and finance professionals at all stages of their careers, so that different perspectives on challenges and potential solutions are shared in an interactive dialogue. Please join us for a discussion of career challenges and strategies, and to develop your leadership skills.

Date: Friday, October 27, 2017

Time: 9:00 am – 1:30 pm

Cost: \$50

Location: Pace University

Aniello Bianco Room

One Pace Plaza

New York, NY 10038

If you are interested in registering a group for the Women's Accounting Leadership Series, please contact

womensleadership@imanet.org.

IMA ANNUAL CONFERENCE

ACE2018 | INDIANAPOLIS IMA's Annual Conference & Expo



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-  Ethics
-  Technology
-  Financial Close and Reporting
-  Leadership & Professional Development
-  Accounting Hot Topics
-  Governance, Risk Management, and Internal



2017-2018 BOARD OF DIRECTORS

Office	Name	Email	Telephone
President	Ernie Brass	bcd_net@yahoo.com	(440) 846-1952
Secretary	Enrico Varricchio	emdnv@oh.rr.com	(216) 475-8787
Treasurer	Robin Schade	robin.schade@imcdus.com	(216) 228-8900 x262
VP Administration	Jimmy Renz	james.renz@imcdus.com	(216) 228-8900
VP Professional Education	Ernie Brass	bcd_net@yahoo.com	(440) 846-1952
VP Membership	TBD		
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Director Student Scholarships	TBD		
Director Academic Relations	Carlos Chavez	cchavez58@chavez-associates.com	(330) 723-0559
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Director Publicity	Ashley Hinkle	hinkle1215@gmail.com	
Chair of the Audit	Vince Pona	vpona@millrose.com	(440) 347-1139
Regional Council Delegate	Sandra Brenner	sandra.brenner@basf.com	(216) 839-7288
Director - Meetings	John Senderak	johnsenderak@gmail.com	

Need extra help with special projects?

Want to give a helping hand to an accounting student?

Interns are available to help your company. Both the University of Akron and Hiram College have accounting students that are ready, willing and eager to gain real life experience.

For more information, please contact Robin Schade at 216.227.3011 or via email at robin.schade@imcdus.com.

Board Meetings

Tuesday, Jun 27, 2017 6 PM in person

Tuesday, Jul 25, 2017 6 PM in person

Tuesday, Aug 8, 2017 6 PM in person

Tuesday, Sep 12, 2017 Noon conference call

Tuesday, Oct 10, 2017 Noon conference call

Tuesday, Nov 14, 2017 Noon conference call

Tuesday, Dec 12, 2017 6 PM in person

Tuesday, Jan 9, 2018 Noon conference call

Tuesday, Feb 13, 2018 Noon conference call

Tuesday, Mar 13, 2018 Noon conference call

Tuesday, Apr 10, 2018 Noon conference call

Tuesday, May 8, 2017 Noon conference call



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2017 - 2018 TECHNICAL MEETINGS

EVENTS

Date	Time	Event
Thursday, August 15, 2017	6:00 PM	Gaming in the State of Ohio - Northfield Park
Tuesday, September 19, 2017	6:00 PM	Social Security
Tuesday, October 17, 2017	6:00 PM	Student Night
Tuesday, November 17, 2017	8 AM - 5 PM	Controllers' Workshop
Friday, November 21, 2017	6:00 PM	Accounting for leases
Tuesday, January 16, 2018	6:00 PM	Economic Update
Tuesday, February 20, 2018	6:00 PM	Federal Tax Update
Tuesday, March 20, 2018	6:00 PM	Ethics
Tuesday, April 17, 2018	6:00 PM	Student Night - Linked In Photos
Tuesday, May 15, 2018	6:00 PM	Five S - ISO Certification
Wed & Thu, April 25 & 26, 2018	8 AM - 5 PM	Annual Meonske Conference Pre-Conference Workshop (2 days)
Friday, April 27, 2018	8 AM - 5 PM	Annual Meonske Conference

Member Anniversaries

IMA GLOBAL CORE VALUES



CONGRATULATIONS

Years Members

5	Casey Kirchner
4	Vladislav Miller
3	James Louive
3	James Leanza
3	Javon Alexander
1	Anne Gates
1	Chet Waddell
1	John Reid
1	Brandon Kiser
1	Allyson Groves
1	Melissa Schilling
1	Kaylee Savage
1	Joseph Ferrara
1	Xi Guo
1	Brandon Kish
1	Tyler Caricioppo

Respect for the Individual

We treat each other with respect and dignity, valuing individual and cultural differences. We communicate frequently and with candor, engaging in healthy debate and listening to each other, regardless of position or level. We work hard to create an environment that respects individuals in an atmosphere of open communication, growth, and learning.

Passion for Serving Members

We enable individuals to use their capabilities to the fullest to deliver exemplary products and services to members. That enablement extends to being passionate advocates in advancing our global profession. We care for all members and each other - building enduring relationships and driving continuous improvement. We appropriately recognize our volunteer leaders, who are so giving of their time and expertise.

Highest Standards of Integrity and Trust

We understand and abide by the IMA Statement of Ethical Professional Practice in our everyday actions. Our personal conduct ensures that the IMA name is always worthy of trust - our members around the globe deserve nothing less. We treat each other fairly, keep our promises, make decisions objectively, take responsibility for our actions, and admit our mistakes. We maintain confidentiality as appropriate.

Innovation and Continuous Improvement

We believe innovation and a spirit of continuous improvement are engines that keep us relevant, vital, and growing. Our culture embraces creativity and seeks different perspectives. We behave like owners of a "business," managing risks and identifying new opportunities in serving members and advancing the profession.

Teaming to Achieve

We encourage and reward both individual and team achievements, proactively working across organizational boundaries to always "remember the member." Our spirit of team achievement extends to advancing our professional and to being responsible and caring partners within our various communities.

New Members

Marybeth Murphy
Jessica Dillion
John Reid
Samantha Minor





More CMA Medal Winners Pass With Gleim

How far can you go with Gleim? All the way to the top! The Gleim CMA Review System sets candidates up to excel on the CMA Exam and pass quickly. Our world-class materials enable CMA Exam candidates to efficiently secure a solid grasp of the topics tested so that they are able to pass both parts of the exam in one testing window -- setting them up to achieve Gold status!

Nicolas Lehmann of Switzerland got a great boost in his accounting career when he **used Gleim to win the [ICMA Gold Medal](#) for the highest exam score.**

“In the CMA exam window September/October 2014, I achieved the highest score out of all test takers. The foundations of this result were a thorough understanding of the topics as well as practice in tackling the multiple-choice questions. In both areas, Gleim products were perfectly useful to me.

“With the books, I got general information about the exam as well as specific exam-taking strategies. Furthermore, **the content was easy to learn given the well-outlined units** with definitions, explanations, sample questions, and sample essays. The books helped me to get a complete grasp of the CMA curriculum.

“To get practice when it comes to solving multiple-choice questions, I used the Gleim CMA Test Prep. The Test Prep emulates the Prometric testing environment very well. This helped me to feel comfortable during the two exams. Additionally, the Gleim Test Prep is packed with an enormous amount of questions about every subject. And with the performance analyses, it showed me in which subjects I was performing well and where some additional effort was needed.

“Overall, I was very happy to use the Gleim materials during my preparation for the CMA exam, and I believe they were key to my excellent result. **I can highly recommend the Gleim products** to every person who is preparing for the CMA exam.”

Join Nicolas and the many others who have claimed CMA gold with Gleim. Get [unlimited access to an entire Study Unit](#) of our CMA Course for free today.

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THINGS TO CONSIDER ABOUT CMA CERTIFICATION



Cleveland East Chapter Gleim IMA Chapter Partnership

Cleveland East Chapter members receive a significant discount off all Gleim CMA and CPE study materials including the new ethics course. Your Cleveland East IMA Chapter has partnered with Gleim to ensure your success on the CMA exam! Working together, we will provide you the necessary study tools to prepare for this difficult exam. Gleim has been preparing candidates for success with their extensive self-study course for over 30 years! The Gleim Review System enables you to identify your weak areas so you know where to focus your efforts and GUARANTEES that you will pass each exam part the first time. Our goal is that you achieve success while minimizing your frustration, cost, and time. As a member of the chapter, you are eligible for significant discounts on any of Gleim's CMA materials, as well as Gleim CPE.

To learn more about the program, or to print order forms, visit the Cleveland East Chapter website.

Gleim is excited to partner with Tri-C Corporate College to offer a live review for the Certified Public Accountant exam. This review will be held at the Corporate College East campus with weekly sessions specifically designed to help you pass the exam quickly and effectively.

This offering is unique in terms of its affordability and the one-on-one attention you will receive. These review courses provide candidates with the tools, information, and knowledge necessary to pass the CPA exam the first time.

If you are a candidate who wants to pass the CPA exam quickly and appreciates the added value of a live instructor, call Sheryl Hunt today at (216) 987-0233 or email sheryl.hunt@tri-c.edu to register. You can also check out their [CPA web page](#) for more information.

Class size is limited, so register NOW to reserve your seat.

THE GOLD STANDARD



Salary

Findings of IMA's 20th Annual Salary Survey indicate that professionals holding IMA's CMA certification have greater earning power - 24% higher in salary and 31% higher in total compensation - than their non-certified colleagues. These findings appear in the June 2009 issue of IMA's *Strategic Finance* magazine.

Competitive Advantage

Businesses around the world rely on CMAs for accounting, finance and information management and most importantly, for the strategic planning and business solutions provided by these qualified professionals. Companies such as 3M, Boeing, DaimlerChrysler, DuPont, Hewlett-Packard, IBM, Johnson & Johnson, Milliken and Procter & Gamble recognize that employing CMAs helps to improve company performance in aggressive global business arena.



Review Schedule Based on Gleim Publications Corporate College:

- For the CMA Exam the review for each part of the exam is about six weeks.
- The class meets initially for a 1-hour orientation.
- 5 more meetings, one a week, for 3 hours each.
- Students will take the exam part covered by the review within 2 weeks of the last live class.
- The review for each successive exam part begins 1 to 2 weeks after the review for the previous parts ends.

Personal Satisfaction

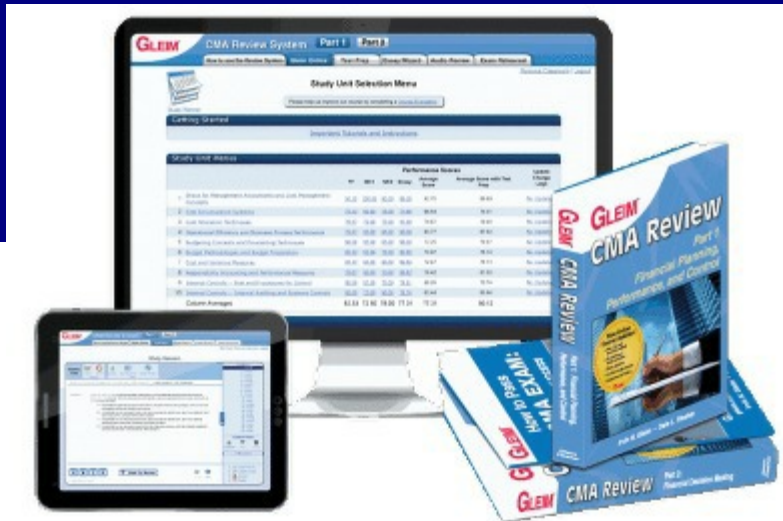
Prove your ability to become a strategic business partner, while you also enhance your self-confidence, your sense of accomplishment, and your resume.

Professional Recognition

The CMA designation represents a broad business competency and mastery of the management-level skills required to add value, drive business performance, and build quality financial practices within organizations. The program objectively tests and validate expertise in areas essential to analyzing, managing and evaluating business solutions that contribute to the success of an organization. The CMA credential indicates a commitment to excellence based on a strong, ethical foundation and dedication to lifelong learning.

**Start On Your Road
to CMA Certification Now!**





...Gleim is pleased to announce many new exciting updates to the Gleim CMA Review course. The CMA Gleim Online course has been expanded with more multiple-choice questions, essays, and updates to the digital book. For the first time ever, Gleim has included supplemental videos in the online course, which feature Dr. Passard Dean, CMA.

[Save 15% on the newly updated Gleim CMA Review System.](#)

Over 150 new multiple-choice questions are now available in Gleim CMA Review, which includes the largest test bank in the industry. There are now over 3,100 ICMA-released and expertly authored questions in Gleim Test Prep. CMA candidates will also notice new functionality within Test Prep. While working in Gleim Study Sessions within Test Prep, candidates can now open and reference the digital book while answering questions. This functionality is particularly useful if candidates are frequently missing questions or need more clarification on certain topics.

The Gleim CMA Review System also now features 20% more essays. CMA candidates can practice answering exam-emulating essays in the Gleim Online Course and in the Gleim Essay Wizard.

Supplemental videos, featuring Dr. Passard Dean, CMA and Professor of Accounting at St. Leo University, will be available in the Gleim Online course starting in early April. These videos feature detailed walk-throughs of the multiple-choice questions that candidates find to be the most difficult. [Click here](#) to see a sample of the type of videos that will be added to the Gleim Online course.

Updates have been made to the Gleim CMA Review digital book to include improvements based on candidate feedback as well as more elaboration on key topics. The Gleim materials are written by professional educators, Dr. Gleim and Dr. Flesher, who have over six decades of combined teaching experience. Dr. Gleim was recently recognized by the Fisher School of Accounting at the University of Florida, a top ten accounting school, for his "renowned accounting [materials] that to this day are the field's authoritative learning resource."

[Click here](#) to learn more about Gleim CMA Review's newly updated materials and save 15% now, or you can [try the course for free here](#).

We look forward to helping you pass the CMA Exam.

Team Gleim

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Special offer for only new members and candidates who are interested in pursuing the CMA (Certified Management Accountant) professional certification.

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CMA Information Session

To learn more about the CMA designation, including the content tested as well as the process to become certified, please join us for an informational webinar on **Friday, October 6th from 12-12:30pm**. Please send an email to Lisa Beaudoin (lbeaudoin@imanet.org) and she will send a meeting invitation for the event.



Be sure to read this month's news from accountemps:

5 Tips for Managing Conflict in the Workplace

www.cleveast.imanet.org/partners/accountempsOct2017.pdf

Download your Salary Guide now! You can also visit our Salary Center to order a free printed copy, review hiring trends or calculate local compensation ranges.



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The online professional network created exclusively for IMA members allows you to participate in groups related to topic areas or industries, IMA regional chapters and councils, subject matter and CMA study groups. You can post announcements and events, utilize share workspaces, find jobs and more.

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- Building a peer network of professional relationships to share industry experience, access career opportunities, and make business contacts to last a lifetime
- Providing extensive education programs to advance professional knowledge, increase leadership potential, and satisfy CPE requirements
- Giving a voice to the profession with insightful and timely journals and newsletters
- Promoting leading-edge research and industry best practices
- Advocating for the profession in a challenging regulatory environment

IMA currently represents more than 60,000 accountants and financial professionals in business. The participation of each of our members makes the success of our mission possible.

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Power Your Potential

IMA is the resource for developing, certifying, and connecting the world's best accountants and financial professionals working in business.

What is management accounting?

Did you know that many accounting grads begin their careers in public accounting firms, but the majority of those leave in just a few years?

The fact is nearly 75% of financial professionals work in business as management accountants: financial analysts, controllers, treasurers, and chief financial officers. Management accountants provide critical insights on ethical and regulatory requirements and are integral to business strategy and decision-making. Gain leadership experience, explore your future career options, and build your résumé and professional network. With the right preparation and training, you will be equipped with real-world competencies that will make you ready for the challenges you'll face immediately on the job.

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- Differentiate yourself by taking the CMA exam while still in school
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"I knew I wanted to major in accounting, and I wanted to make a difference, but I just didn't know how to build on that. That's how I knew I wanted to start a student chapter on my campus." - Kevin Cornwell, President, University of Texas at Dallas Student Chapter

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For all CPE, login at www.imanet.org

IMA conducts more than 50 webinars every year at no cost to our members. Each qualifies for 1 to 1.5 hours of NASBA-approved CPE credit(s). Seats fill up quickly.

Inside Talk: Our highly popular monthly series on timely, emerging issues and relevant topics such as technology, data analytics, revenue recognition, expense reporting and continuous accounting.

IMA's Leadership Academy: Hosts a monthly webinar series that empowers entry- and intermediate-level management accountants to become leaders within the profession

Webinar Schedule

The Good, the Bad, and the Ugly of Presentations: Tips for Giving Effective Presentations

Leadership Academy

October 03, 2017 01:00 PM - 02:30 PM

Leadership During Times of Change

Inside Talk

October 04, 2017 01:00 PM - 02:00 PM

Robotics in Finance and Accounting: Separating Fact from Fiction

Inside Talk

October 11, 2017 01:00 PM - 02:00 PM

12 Principles of Best Practice FP&A: What a Global IMA Survey Reveals

Inside Talk

October 18, 2017 01:00 PM - 02:00 PM

Webinar Archives

IMA Members:

Play past webinars on LinkUp IMA

Webinar Policies

Webinars use standard Web browser technology and audio broadcasting

With full attendance, you may download a PDF certificate of completion

It may take up to 30 days for your CPE credit to be reflected in your transcript

Replay webinars are in the archive 5-10 days after the live event but do not earn credits

Continuing Professional Education



New courses included in the Gleim Online CPE

- Accounting for Investments
- Accounting for Property, Plant, and Equipment
- Adjustments to Income Tax Liability: Credits, Alternative Minimum Tax, FICA
- Audit Evidence: Applications
- Calculating Tax Liability for C Corporations
- Choosing the Best Entity for a New Business
- Compilation of Financial Statements -- Clarified Standards
- Corporate: S Corporation Formation and Operation
- Corporate: Taxable Income
- Cost Accumulation Systems -- Traditional
- Estates, Trusts, and Wealth Transfer
- Ethics for Tax Practitioners
- Financial Statements: Disclosures
- Fraud and the Sarbanes-Oxley Act
- High-Income Employees: Highly Compensated Employees Hot Spots
- Hot Topics for Landlords: Residential Property Investors
- Individual: Above-the-Line Deductions and Losses
- Individual: Accounting Methods, Filing Status, and Personal Exemptions
- Individual: Business Expenses/Losses
- Individual: Exclusions from GI
- Individual: Gross Income
- Internal Control: Basic Concepts for the External Auditor
- Introduction to Financial Statement Analysis
- Leases
- Limited Liability Companies
- Payroll
- Reporting Income from Debt Cancellation
- Review of Financial Statements -- Clarified Statements
- Saving Your Clients Money and Getting Repeat Business: Tax Planning (
- Schedule C Hot Spots: Sole Proprietors
- Self-Employed Payroll Hot Spots: S Corporation and LLC Compensation
- Staying Current with Tax Laws: Federal Tax Update
- Tax Procedures
- Valuing Inventory to Avoid Poor Pricing Decisions
- What You Need to Know about Tangible Property Changes: Final Tangible Property Regulations

View these new courses as well as our entire listing of over 75 courses including those which cover Accounting, Auditing, Regulatory Ethics, Management, Business Law, and Taxation at <http://www.gleim.com/accounting/cpe>.

Please contact Debbie Martin, CPE Administrator to take advantage of a special offer off the regular price of our CPE packages.

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