

Presented by

Alliance for Greater Works™
In collaboration with
Sommerville & Associates, P.C.,
Ratliff & Associates, P.C.,
and Weycer, Kaplan, Pulaski,
& Zuber, P.C.



SUSTAIN + ABILITY



2016 10th Annual
Ultimate Financial & Legal Conference™

2016 Ultimate Financial and Legal Conference™

Join us October 24-25 at the 10th Annual Ultimate Financial and Legal Conference™! The 2016 conference serves to equip ministry leaders with up-to-date financial, legal, talent management, and risk management best practices. This year's conference includes a transformational fundraising practices track targeted to the advancement/resource development team.

The 2016 program will specifically assist you in building sustainability for your ministry in areas of:

- Leadership;
- Technology;
- Development practice;
- Accounting;
- Tax and legal compliance;
- And much more!!

The conference presenters are experienced, quality professionals bringing solutions to current issues facing local church pastors, Christian nonprofit leaders, financial administrators, and resource development staff. In addition to leading many informative and valuable sessions, several of our speakers will be hosting special round table discussions throughout the conference. Sign-up sheets for round table discussions will be available on October 24th at the registration table.

Register today to build sustainability in churches, ministries and nonprofits!

Texas CPE Credits: 13 hours (14 hours for those attending the optional Form 990 session) CFRE Credits: 11 hours

REGISTER TODAY!
allianceforgreaterworks.org

PHONE: 817.835.0271
FAX: 817.864.9006

2016

Ultimate Financial and Legal Conference™ AGENDA

Monday, October 24

8:00 – 9:00 a.m.	Registration/ Continental Breakfast
8:45 – 9:00 a.m.	Announcements
9:00 – 10:00 a.m.	General Session
10:05 – 11:05 a.m.	General Session
11:05 – 11:15 a.m.	Break
11:15 – 12:30 p.m.	Concurrent Sessions
12:30 – 1:40 p.m.	Networking Lunch
1:40 – 1:45 p.m.	Announcements
1:45 – 2:45 p.m.	Concurrent Sessions
2:45 – 3:00 p.m.	Break
3:00 – 4:15 p.m.	Concurrent Sessions
4:30 -5:30 p.m.	Optional Form 990 Session

Tuesday, October 25

8:00 – 9:00 a.m.	Continental Breakfast
9:00 – 9:15 a.m.	Announcements/Devotional
9:15 – 10:30 a.m.	Concurrent Sessions
10:30 – 10:45 a.m.	Break
10:45 – 12:00 p.m.	Concurrent Sessions
12:00 – 1:15 p.m.	Networking Lunch
1:15 – 2:30 p.m.	Concurrent Sessions
2:30 – 2:45 p.m.	Break
2:45 – 4:00 p.m.	General Session

HOW TO REGISTER

Telephone: 817.835.0271

Fax: 817.864.9006

Web: www.allianceforgreaterworks.org

Email: Admin@allianceforgreaterworks.org to submit questions

Day 1: Monday, October 24, 2016

8:00 – 9:00 a.m. – Registration, Continental Breakfast

8:45 – 9:00 a.m. – Announcements

9:00 – 10:00 a.m. – General Session

Imagine A Different World! David Ferguson

IMAGINE a different world or just a different organization! If we don't like the "downstream" symptoms in our communities or culture or organizations, God has an ULTIMATE UPSTREAM STRATEGY..... Jesus followers who make disciples who make disciples! Rediscover an Age-Stage process for imparting faith through 40 Outcomes of Spirit-Empowered Discipleship. Take a self-assessment of your own strengths and growth areas. See where you, your family and your organization fit in God's ultimate hope for Great Commission living empowered by Great Commandment love.



David Ferguson,
Founder of Intimate
Life Ministries

10:05 – 11:05 a.m. – General Session

Technical Writing David Trimner

A lively discussion of efficient and effective technical writing designed specifically for finance, accounting and business professionals. Learn how to design documents, use strong verbs, avoid wordiness, and increase awareness of advanced grammar rules and principles. This session will challenge your communication skills as well as highlight potentially bad habits in your written communication.



David Trimner, CPA,
Principal,
CliftonLarsonAllen LLP

11:05 – 11:15 a.m. – Break

11:15 – 12:30 p.m. – CONCURRENT SESSIONS

Unrelated Business Income -More than Just the Basics

David Trimner

More than just a review of basic rules, this session will review and analyze common types of unrelated business income that can be generated through the operation of churches, schools or other faith based organizations.

Church IT Strategies & Solutions

Nick Nicholaou

Many ministries make costly IT mistakes. These include hardware, software, and other IT strategies. In this workshop, we'll look at how to overcome some of the most common mistakes and address:

- Selecting solutions for the wrong reasons;
- Disaster Recovery; and
- The security sweet spot

This session will help you save money, facilitate ministry, and reduce stress.

The Future of Fundraising: Four Trends that will Change the Nonprofit Landscape by 2020

Kim R. Richardson

If nonprofits are going to survive into the next decade, leaders must be willing to acknowledge and respond to how donors, and our society as a whole, are changing. Based on the constant need for nonprofits to acquire new donors, the changes in what motivates donors to give, and the new opportunities created through technology, this session will discuss four trends believed to be the key drivers of change to the nonprofit landscape by 2020.



David Trimner, CPA,
Principal,
CliftonLarsonAllen LLP



Nick Nicholaou
President, MBS, Inc.



Kim R. Richardson
MBA, Director,
Client Strategy
Pursuant, KMA

12:30 – 1:40 p.m. – Networking Lunch

1:40 – 1:45 p.m. - Announcements

1:45 – 2:45 p.m. – CONCURRENT SESSIONS

Got Problems? We Have Solutions?

Elaine Sommerville

Frank Sommerville

With all the rules, regulations, and compliance issues facing nonprofits, what are the top issues that deserve the attention of management? Explore compliance areas that may go unnoticed in the midst of regular operations. The session will cover a mixture of current events involving tax, legal, and human resource topics. Bring your questions and problems.

Fundraising 101, Maximize the Success of Your Development Program, Pt. 1

Kim Till

Veteran fundraiser, Kim Till will walk you through the fundamentals of building a successful fundraising program that will produce results and yield sustainability. With tips, tools and real-world insights, this robust session(s) is for religious organizations and institutions.



Elaine Sommerville
CPA, Shareholder,
Sommerville &
Associates, P.C.



Frank Sommerville
JD, CPA, Shareholder,
Weycer, Kaplan,
Pulaski & Zuber, P.C.

2:45 – 3:00 p.m. – Break

3:00 – 4:15 p.m. – CONCURRENT SESSIONS

Got Problems? We Have Solutions? (Continued)

Elaine Sommerville

Frank Sommerville

Fundraising 102, Maximize the Success of Your Development Program, Pt. 2

Kim Till



Kim Till, CFRE
Vice President for
Advancement
Dallas Theological
Seminary (DTS)

4:30 – 5:30 p.m. – Optional

Optional 990 Form Session

Elaine Sommerville

For those organizations filing Form 990, this class will review changes for 2015 returns as well as a basic review of some of the core concepts involved in the preparation of the Form 990.

Day 2: Tuesday, October 25, 2016

8:00 – 9:00 a.m. – Continental Breakfast

9:00 – 9:15 a.m. – Announcement and Devotional

9:15 – 10:30 a.m. – CONCURRENT SESSIONS

Accounting on a Budget - Software Options for Small Churches & Ministries

Dondi Hayhurst

Aimed at smaller churches and ministries, the session will review financial software options for organizations without substantial funds to invest in accounting software. The discussion will include use of departmental accounting, accounting for designated funds, as well as common mistakes organizations made when using QuickBooks. Learn some common pitfalls associated with low cost software options, as well as ways to strengthen the use of financial accounting software.

Nonprofit Financial Statements: Overview & Insights

Ashley Voss

In this session, we will examine financial statements to understand what they tell (and don't tell) about an organization. Participants will learn the following:

- Financial statements for US GAAP
- Key performance indicators and metrics
- Major Disclosures
- Significant upcoming changes to GAAP standards for financial reporting

Noncash Donations

Elaine Sommerville
Frank Sommerville

From bags of clothes to buildings, noncash donations create unique legal, accounting, receipting and reporting requirements. This session navigates the maze of regulatory requirements, best business practices and accounting requirements for accepting noncash donations. In addition to learning what to do with the donations accepted, also learn how to establish policies and procedures that allow the organization to graciously decline an unwanted donation.



Dondi Hayhurst
Senior Accountant
Sommerville &
Associates, P.C.



Ashley Voss
CPA, Shareholder,
Ratliff &
Associates, P.C.



Elaine Sommerville
CPA, Shareholder,
Sommerville &
Associates, P.C.



Frank Sommerville
JD, CPA, Shareholder,
Weyer, Kaplan,
Pulaski & Zuber, P.C.

10:30 – 10:45 a.m. – Break

10:45 – 12:00 p.m. – CONCURRENT SESSIONS

The Construction Process of Fraud Prevention: The “Absolutes” of the Organization’s Anti-Fraud Program

Steve Dawson

This session will allow participants to raise the level of fraud awareness based on what is happening right now (current trends) in internal fraud and to become familiar with the “absolutes” of program design that every organization needs for an effective, written anti-fraud program.

Navigating Common Insurance Coverage Gaps

Paula Burns

Non-profit organizations have a unique set of exposures associated with their operations that require a more complex coverage portfolio when using insurance as the tool to transfer risk. Learning how to navigate through this can be confusing. In this session, we will highlight some common gaps in insurance coverage and help provide the tools and information needed to identify and fill those coverage gaps.

The RPM of Marketing: Reputation Perception Management

Shari Carroll

Your reputation and people’s perception of your reputation can be worlds apart. Management of a reputation (the brand) involves a strategic approach to marketing. Learn the Biblical, scientific and creative aspects in addressing the crucial elements of RPM.



Steve Dawson
CPA, CFE



Paula Burns, CIC,
CRM,
Insurance One Agency



Shari Carroll
Executive
Director of
Ministry
Advancement
Oak Cliff Bible
Fellowship

“I’ve attended almost every year over the last nine years and this is the best conference of its kind; content, speakers, relevance, timeless.”

- 2015 ATTENDEE

12:00 – 1:15 p.m. – Networking Lunch

1:15 – 2:30 p.m. – CONCURRENT SESSIONS

Risks When Others Use Your Facility

Frank Sommerville

This workshop will alert participants of the legal and tax risks when a church allows others (including members) to use its facilities. The use of your facilities by others can subject the church to Public Accommodation laws that prohibit discrimination on sexual orientation, sexual perception or gender identity, church risks its state property tax exemption or create unrelated business income. The discussion will include the need for a written agreement as well as a review of insurance requirements.

FLSA Update – Preparing and Planning for the New Minimum Salary Requirements

Cory Halliburton

Change is inevitable and December 1, 2016 is the effective date for one of the biggest changes to affect churches and other nonprofit organizations. This session will review the recent Department of Labor Regulations regarding minimum salary requirements and their effect on employee classifications and the ministerial exception. The session will include practical guidance on how to approach and comply with the new FLSA rules for employee classifications, record keeping and compensation requirements.

How NOT to Take the Money & Run: Leveraging Major Gifts

Holly Hull Miori

You received a major gift, now what? Journey through a case study and learn how a gift of \$25,000 was soon leveraged for three additional major gifts, totaling more than \$425,000. These gifts served as a catalyst for additional program support that made a significant impact to the depth of vital research projects.



Frank Sommerville
JD, CPA, Shareholder,
Weycer, Kaplan,
Pulaski & Zuber, P.C.



Cory Halliburton, JD
Weycer, Kaplan,
Pulaski & Zuber, P.C.



Holly Hull Miori, CFRE
Director of
Development
University of Texas
at Dallas -
Center for Longevity

2:30 – 2:45 p.m. – Break

2:45 – 4:00 p.m. – GENERAL SESSION

Ministry Risks Updates

Richard Hammar

Review the recent legal and risk management developments. This session will also cover statutory and regulatory developments, litigation trends, and case studies.



Richard Hammar
JD, CPA

Who Should Attend?

Senior Pastors • Executive Pastors • Board Members • Church Leaders • CEO/Presidents • Chief Financial Officers
Accountants • Business and Church Administrators • Nonprofit Leaders • Fundraising Executives and Staff

"Practical. Relevant. Trusted information. From the top experts in the Faith community. My staff keeps up with what is happening, but still they always come away from the conference learning something new. It's a must attend for KSBJ Radio." ~Tim McDermott President/GM KSBJ





2016 Ultimate Financial and Legal Conference™

October 24-25, 2016
DFW Marriott South,
4151 Centreport Blvd.
Ft. Worth, TX 76155

CPE Credit

Delivery Method: Group-live

Program Level: Beginner to Intermediate

Prerequisites: None

Advanced Preparation: None

CPE Credits: 13 hours (14 hours for those attending the optional Form 990 session)

CFRE Credits: 11 points

Alliance for Greater Works is registered with the Texas State Board of Public Accountancy (TSBPA) as a continuing professional education provider.

For more information, contact the TSBPA at 512-305-7800.

Full participation in 2016 Ultimate Financial and Legal Conference - Transformational Fundraising Track is applicable for 14 points in Category 1.B – Education of the CFRE International application for initial certification and/or recertification.

HOW TO REGISTER

Telephone: 817.835.0271

Fax: 817.864.9006

Web: www.allianceforgreaterworks.org

Email: admin@allianceforgreaterworks.org
to submit questions

Conference Cancellation Policy: Cancellations must be received in writing 4 weeks prior to the start date of the conference. After September 23, 2016, all registrations including “no shows” are subject to the full conference fee. An organization may substitute one individual for another at any time prior to the start of the program.

HOTEL ACCOMMODATIONS

DFW MARRIOTT SOUTH

4151 Centreport Blvd.
Ft. Worth, TX 76155

To reserve a room(s) for the October 24-25 UFLC, Contact Malia May: 817.358.1700, malia.may@marriott.com

*Ask for UFLC blocked rooms

Rate: \$129 available if booked on or before October 3, 2016

Hotel rooms are NOT included in the Ultimate Financial and Legal Conference™ registration fee.

REGISTRATION

Please photocopy this form for additional individuals and team members.

Please register me for the 2016 Ultimate Financial and Legal Conference™, October 24-25.

I will be participating primarily in the following tracks:

- Tax and Legal track
- Transformational Fundraising track
- Sessions from both tracks

Please tell us if you will be participating:

- Optional: 990

INDIVIDUALS

\$275 (if received by 8-31-16)

\$325 (if received on or after 9-01-16)

Send a team and Save!

TEAM DISCOUNTS: Please register my team for the Ultimate Financial and Legal Conference™, 2-5 people

\$250 (per person by 8-31-16)

\$300 (if received on or after 9-01-16)

I/We will attend the Monday night Special Evening of Dinner and Live Theatre \$40 (per person) (number of attendees)

TOTAL REGISTRATION: \$

Attire: The dress code for all conference-related activities is business casual. Dressing in layers is recommended as meeting rooms can be cool.

Model Release: For promotional purposes, videos and photographs are taken at conference. Your registration constitutes permission for Alliance for Greater Works to use your likeness in promotional materials.

Name Title

Church/Organization

Address

City State Zip

Telephone Fax

Email

Payment Method:

Check is enclosed for \$

Please make CHECKS payable to Alliance for Greater Works and remit to Alliance for Greater Works, Attn: UFLC, 2080 N. Hwy 360, Suite 342, Grand Prairie, TX 75050

Credit Card payment \$ Visa MC

Card Number Expiration

Name on Card

Signature