



# In Pursuit of the Higher Calling

**13th Annual**

**Ultimate Financial & Legal Conference™**

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

## 2019 Ultimate Financial and Legal Conference™

Join us October 28-29 at the 13th Annual Ultimate Financial and Legal Conference™

This premiere conference provides ministry leaders with up-to-date financial, legal, fundraising, talent management, and risk management best practices.

The 2019 program will specifically assist you in pursuing the higher calling for your ministry in areas of:

- Fraud Detection & Prevention
- Nonprofit Accounting
- Employment Law
- Working With A Remote Workforce
- Outsourcing Options For Organizations
- Sales Tax
- IT Security
- The latest tax and legal matters facing churches and faith-based organizations
- And much more!!

Our conference presenters are experienced subject matter experts bringing solutions to issues facing local churches, Christian nonprofit leaders, financial administrators, and resource development staff.

Register today to pursue the higher calling in your church, ministry or nonprofit!

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

**REGISTER TODAY @ [www.allianceforgreaterworks.org](http://www.allianceforgreaterworks.org)**

2019

## Ultimate Financial and Legal Conference™ AGENDA

### Sunday, October 27

5:00 – 7:00p.m. Early Registration

### Monday, October 28

7:45 – 8:45 a.m. Registration/  
Continental Breakfast

8:45 – 9:00 a.m. Announcements

9:00 – 10:00 a.m. General Session

10:05 – 11:20 a.m. Concurrent Sessions

11:20 – 11:30 a.m. Break

11:30 – 12:30 p.m. Concurrent Sessions

12:30 – 1:30 p.m. Networking Lunch

1:30 – 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

6:30 p.m. Optional: Networking Dinner

### Tuesday, October 29

7:45 – 8:45 a.m. Registration/Continental Breakfast

8:30 – 8:45 a.m. Announcements

8:45 – 9:10 a.m. Devotional

9:15 – 10:30 a.m. General Session

10:30 – 10:45 a.m. Break

10:45 – 11:45 a.m. Concurrent Sessions

11:45 – 1:00 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](http://www.allianceforgreaterworks.org)

Email: [padams@allianceforgreaterworks.org](mailto:padams@allianceforgreaterworks.org) to submit questions

# Conference Presenters, Day 1



Paula Burns, CIC, CRM  
Insurance One Agency



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



Patti Malott  
President,  
Upright Ministries



Mark Matlock  
WisdomWorks  
Founder



Nick Nicholaou  
President, MBS, Inc.



Kim Richardson  
Director of Client Services,  
Pursuant



Jeffrey Roberts, CPA  
Director, Nonprofit Bizops  
CliftonLarsonAllen, LLP



Jonathan Smith  
Director of Technology  
Faith Ministries



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

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



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



Kimberly Williams, CEO  
Interfaith Services



Glenn Wood  
Pastor of Church Administration  
Seacoast Church.



## Conference Presenters, Day 2



Charles 'Chuck' Cummings,  
CPA/CFF, CFE  
Cummings & Houston, LLP



Richard Hammar  
JD, CPA



Angela Johnson  
Managing Director  
Alliance for Greater Works™



LaLoni Leffall, Author,  
The Spirit of Truth and Love  
Prayer Coordinator,  
Alliance for Greater Works™



CJ Malott  
Director of Operations  
Church CO+OP



Patti Malott  
President,  
Upright Ministries



Rafael Munoz  
Project Manager  
Well-Being in Rural  
Communities  
Alliance for Greater Works™



Dr. David Self  
Executive Pastor  
Houston's First Baptist Church



Bill Sims, CPA  
Partner, CEO



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



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

*"The speakers were sensational. The content was timely and well presented."  
~ 2018 UFLC attendee*

# Day 1: Monday, October 28, 2019

7:45 – 8:45 a.m. – Registration/Continental Breakfast

8:45 – 9:00 a.m. – Opening and Announcements

9:00 – 10:00 a.m. – GENERAL SESSION

## Five Future Faith Trends Every Non-Profit Leader Should Know Mark Matlock

In this session, Mark will share current research from his work with Barna and others about trends in the intersection of faith and culture impacting the work of non-profits and Biblical wisdom for the future.

10:05 – 11:20 a.m. – CONCURRENT SESSIONS

### Panel on Managing a Remote Workforce Nick Nicholaou, Patti Malott, Jonathan Smith, & Glenn Wood

Church teams are an increasingly mobile workforce.  
Questions abound!

- How do you manage a workforce that often doesn't work onsite?
- What technologies work best?
- What HR and legal issues are there?
- What are the benefits to the church?

Join our panelists for a lively session that's sure to be helpful!

### Evaluating Operational Risk Areas – An Insurance Agent's Perspective Paula Burns

The risks facing your church or ministry today are many, but there are common practices that may assist in avoiding certain risks.

Join Paula as she shares her evaluation of growing risk areas and how your insurance company can be your proactive partner in planning for and avoiding certain risks facing your church or ministry.

11:20 – 11:30 a.m. – Break

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

### Pros & Cons of Outsourcing Jeff Roberts

This session will look at current trends in business process outsourcing with an emphasis on how to evaluate whether outsourcing might be right for your church or ministry. We will explore what types of functions in finance are typically outsourced and how to evaluate potential efficiency gains for your ministry. We will also review the impact of outsourcing on internal controls and technology.

### Options & Opinions: Accounting & Attestation Ashley Voss

Accounting is a science, but it is also an art. Do you know your accounting options and how and when to exercise discretion? Join us as we outline the pros and cons of the major methods of accounting. We'll then go down the path of discovering which accounting framework best fits your organization. In addition, we will discuss attestation, what it means, and when and why you may need an external audit, review, or compilation.

### Essentials of IT Security Nick Nicholaou Jonathan Smith

It's easy for a church to have a data breach and end up on the news! What should leadership know to prepare? We'll talk through common vulnerabilities and how to strategically minimize them.

Here's some of what we'll cover:

- Firewalls
- WiFi
- Passwords & Passphrases
- Mobile Devices
- Malware (like Ransomware)

## 12:30 – 1:30 p.m. – Networking Lunch

## 1:30 – 2:45 p.m. – CONCURRENT SESSIONS

### Committing Your Work to the Lord: Employment Law Update and Ever-Present Labor Challenges Cory Halliburton & Frank Sommerville

Join our favorite attorneys to review current events affecting a religious organization's employment practices including the application of the ministerial exception and strategies for nonexempt employees regarding overtime rules and compensable time. Learn how your organization can navigate areas that can side track its ministry and drain valuable resources when things go awry.

### Leading Through Crisis Kimberly Williams

Whether you are a new leader in a struggling nonprofit ministry or an experienced executive facing unexpected funding loss, leading through crisis is incredibly challenging. The goal of this session is to provide a road map that will calm the confusion, build your confidence as a leader, and inspire your constituents to believe again.

2:45 – 3:00 p.m. – Break

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

**Tax & Legal Update for Religious Organizations**  
Elaine Sommerville and Frank Sommerville

New tax law, new guidance, new rulings and new court cases all provide insight into the application of the rules and regulations applicable to religious organizations. Learn what is new from the IRS and how to apply lessons learned by others to the day to day operations of your religious organization.

**Telling Your Ministry Story in a Noisy World**  
Kim Richardson

Everything has a story—whether a person, thing, or organization. How is your ministry's story being told? In this workshop, we'll discuss the framework of a real story, why storytelling is important to fulfilling your mission, and how to tell your story through different communication channels to cut through the noise.

4:30 – 5:30 p.m. – Special Form 990 Session - Schedule A

Unraveling the Public Support Test/Elaine Sommerville, CPA/Shareholder - Sommerville & Associates, P.C.

Required of all 501(c)(3) organizations to provide proof of the organization's foundation status, Schedule A involves a complex and confusing series of calculations to prove an organization's classification as a public charity. This session reviews the information requested and calculations needed.

6:30 p.m. – OPTIONAL NETWORKING DINNER

*"This conference helps us stay up to date on any legal changes and accounting updates that we might not know about otherwise.  
~ UFLC attendee*

# Day 2: Tuesday, October 29, 2019

7:45 – 8:45 a.m. – Registration/Continental Breakfast

8:30 – 8:45 a.m. – Announcements

8:45 – 9:10 a.m. – Devotional by LaLoni Leffall

9:15 – 10:30 a.m. – GENERAL SESSION

Fraud Happens – Even in the Church!  
Charles “Chuck” Cummings

Theft or embezzlement is not only possible in a church, but actually happens more than you think. Here's some of what will be covered in this session:

- Learn the reasons why people commit theft, especially in a church
- How to recognize the danger signs that indicate you could be a victim
- Understanding the Fraud Triangle
- Examine the methodologies of the most common frauds
- What to do if you catch them

This session will not only give you new ideas but will utilize examples of actual embezzlement cases to help you understand.

*“Thank you again on a great conference. We loved it!”  
~ 2018 UFLC attendee*

10:30 – 10:45 a.m. – Break

10:45 – 11:45 a.m. – CONCURRENT SESSIONS

**After the Theft: What's Next?**  
Frank Sommerville, Dr. David Self, and  
Chuck Cummings

This session will include a panel discussion between Dr. David Self, Chuck Cummings, and Frank Sommerville regarding what a church should do after their initial discovery of a theft. They will discuss determining who should lead the investigation, engaging the professionals, and communicating with the church leaders, members, and media. They will discuss interfacing with the insurance company and criminal authorities about the theft. The panel will take questions from participants regarding these topics.

**Administration and Ministry:  
Bridging the Gap**  
Patti Malott  
CJ Malott

With a combination of over 60 years serving churches as a Pastor and Business Administrator, Patti and C.J. Malott provide ways to fuel your ministry and bridge the gap between pastoral and administrative staff. Attendees will learn practical ways to communicate, influence, and obtain cohesiveness in teams, while keeping them legal and safe.

**The Higher Calling of Stewardship**  
Angela Johnson

Stewardship is more than preparing numbers from your balance sheet. It's the difference between a thriving ministry and one that's on life-support. What you do right after donors make a financial gift is a defining moment in the relationship. 8 out of 10 donors do not make a second gift. In this session we will cover: what can you do to keep them engaged and how will you effectively steward God sent investors? Come and learn how to make the most of this defining moment by developing Bible-based strategy for thanking and receipting.

11:45 – 1:00 p.m. – Networking Lunch

*"Great content and easy access to speakers!  
~ 2018 ULFC Attendee*

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

### Nonprofit Accounting Update: Present & Future Ashley Voss Bill Sims

Have you fully implemented the new reporting standards for nonprofits? Are you prepared for the new revenue recognition standards? How will the new lease standards affect your organization's accounting?

We will address and discuss the newest accounting standards relevant to your organization, and the most important lessons we have learned about the new nonprofit reporting standards.

### Texas Sales Tax – What You Don't Know Can Cost You Elaine Sommerville

While exempt from paying Texas sales tax on most purchases, churches and ministries often run afoul of the rules for collecting and remitting sales tax.

In this session we will review:

- What constitutes a taxable sale
- How to utilize the special “tax-free” days rule
- How to correct past wrongs

### The Marketplace Balance Rafael Munoz

How intentional are you in seeking opportunities to live out your Christian values beyond your service to the church and in places where people may not share your God view?

Come learn new ways to utilize your business skills at the intersection of servant leadership, strategic partnerships, and sustained transformation and challenge yourself to be a great disciple of Jesus in the rural marketplace.

### The Church Network's Metro Church Group Roundtable Discussion Facilitated by Glenn Wood

If you meet a minimum of four of the following six criteria and you are a member of the Church Network, you are eligible to join the Metro Network.

- 2,000 in worship attendance
- \$4 million budget
- 40 paid staff members
- 150,000 square foot facility
- Multiple worship services
- You are a supervisor of supervisors

2:30 – 2:45 p.m. – Break

2:45 – 4:00 p.m. – GENERAL SESSION

### Ministry Risks Updates Richard Hammar, JD, CPA

Review the recent legal and risk management developments.

This session will also cover statutory and regulatory developments, litigation trends, and case studies.

# Time With Sessions

Don't miss out on a little extra time with one of our outstanding presenters!!

Cory Haliburton

Discuss Your  
Legal & HR  
Questions

LaRanda Burke  
CFO Quandaries  
& Perils

Elaine  
Sommerville  
Come With Tax  
Questions

Angela Johnson  
& Rafael Munoz  
Discuss  
questions around  
fundraising,  
market place  
strategies &  
collaborations

Frank  
Sommerville

Bring Your  
Perplexing Legal  
Questions

Nick Nicholaou  
& Jonathan Smith  
In Depth IT Issues

Ashley Voss &  
John Ratliff

Financial  
Statements &  
Accounting  
Quandaries



## EVENT HOSTS



## EVENT SPONSORS



# Who Should Attend?

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

*"Practical guidance and real-life case experiences."  
~ 2018 UFLC attendee*

*"Engaging speakers. Topics presented in non-lecture style and interactive, which allows us to hear what others are experiencing in their churches."  
~ 2018 UFLC attendee*



## 2019 Ultimate Financial and Legal Conference™

October 28-29, 2019  
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 for CPA & CCA CEUs:** 13 hours (14 hours for those attending the optional Form 990 session)

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.

## HOW TO REGISTER

**Telephone:** 817.835.0271

**Fax:** 817.864.9006

**Web:** [www.allianceforgreaterworks.org](http://www.allianceforgreaterworks.org)

**Email:** [padams@allianceforgreaterworks.org](mailto:padams@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 30, 2019, 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 28-29 UFLC,

Contact Katie Harris: 817-359-4610,

[katie.harris@marriott.com](mailto:katie.harris@marriott.com)

\*Ask for UFLC blocked rooms

Rate: \$150 available if booked on or before October 6, 2019

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 2019 Ultimate Financial and Legal Conference™, October 28-29.

Please tell us if you will be participating:

☐ Optional: 990

### INDIVIDUALS

☐ \$275 (if received by 8-31-19)

☐ \$325 (if received on or after 9-01-19)

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 8-31-19)

☐ \$300 (if received on or after 9-01-19)

**PLEASE SELECT ONE** for your Handouts:

☐ Digital copy: FREE

☐ Notebook - Hard copy: \$35 per book

☐ I/We will attend the Monday night Networking Dinner  
\$40 (per person)  (number of attendees)

I would like to make a tax-deductible donation  
to Alliance for Greater Works \$

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.

**Special Dietary requirements:** Please call 817-835-0271 to discuss alternate meal options.

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

**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.