



Wednesday, May 19, 2004

**Location:** Holiday Inn Downtown  
Redstone/Silver Plume Rooms  
1450 Glenarm Place  
Denver, CO  
(303) 573-1450

**Speakers:** Allen & Nichols Productions

**Times:** 5:30 p.m. Social Hour  
6:30 p.m. Dinner  
7:15 p.m. Program

**Cost:** \$25 Members with reservations  
\$28 Guests and  
Members without reservations  
\$17 Students with reservations

### Menu

*Pasta Bolongese*

or

*Vegetarian Kabobs*

For reservations for the dinner meeting please call:

- Barb Girdlestone (303)296-1010 x 259
- email: [Barb.Girdlestone@roberthalf.com](mailto:Barb.Girdlestone@roberthalf.com)

*(Note: When you email about your reservation please include the word IMA in the subject line, so your message is not discarded as spam; do not put quotes around IMA.)*

Reservations not made by the Sunday before the meeting will be charged \$28. Please spell out last name & your company when calling.

### **Cancellations:**

To cancel a reservation, please call (303) 296-1010 x 259 at least 48 hours **prior** to the meeting. If you do not cancel, you will be billed for the meeting.

### **Directions:**

The Holiday Inn Downtown is located at the Corner of 14<sup>th</sup> Street and Glenarm Place.



## MAY SPEAKERS

**Allen & Nichols Productions Present:**  
**"Compost Your Life: Garbage to Garden"** find the happiness, joy and confidence to make positive changes that will give you a sense of control in these crazy times. Join us to hear this team enlighten us in a fun-filled learning environment. In this engaging and entertaining presentation, you will see that self-improvement can be fun. Become the very best that you can be for greater health, creativity, relationships, and wealth. Laugh while you learn seven valuable Success Seeds for use at home and work.

### **Edd Nichols**

Edd Nichols is a comic, character actor, musician, and public speaker. He has performed in numerous television and radio commercials and has had feature roles in films. Edd is founder of Comedy Works in Denver, and is president of Colorado Jazz Workshop. He is a principal in Allen & Nichols and, with Stephanie, has presented keynote addresses and conducted training programs in many corporate and government settings.

### **Stephanie West Allen**

Stephanie West Allen, JD, practiced law in California for several years, and has been a speaker and trainer since 1981. She is the author of Triversity Fantasy — Seven Keys To Unlock Prejudice, Creating Your Own Funeral Or Memorial Service — A Workbook, and many articles on workplace issues for such publications as Lawyer Hiring and Training Report, Colorado Nurse, National Law Journal, and Denver Business Journal. Her new book 24/7 This! The Merry Method to Accelerate Success was written with Edd. Stephanie is a principal in Allen & Nichols, a Denver-based firm that brings entertainment into the workplace, and conducts training programs using fun techniques to make learning easy, long-lasting and applicable to daily life.



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## Presidents Letter

Hello Fellow IMA Members,

The past year has just flown by. It has been a good year for the chapter with many great speakers willing to come and present to us. With the upcoming year there are also many great speakers scheduled and we will again participate in the Rocky Mountain Area Conference for Finance and Accounting Professionals.

The incoming President, Mike Westcott is optimistic about the many events for the chapter the next year. It is great to see him working so hard for the chapter and I know that the chapter will be in very good leadership hands.

I want to thank all of the members who worked so hard this last year to make the Denver-Centennial chapter one of the strongest in the United States. There were so many of you that seemed to always be there and pitch in when we needed it.

The Institute of Management Accountants will offer a discount on the exam fees for the new exam if you take it during the initial period that it is being offered. You can get information at [www.imanet.org](http://www.imanet.org).

I hope to see you at our May Meeting. The speakers this month are very good and entertaining. If you have not had a change to see them you are in for a real treat.

Thanks for a great year!

Lou Sillstrop





## SUMMER IS AROUND THE CORNER, SO ARE THE JUNE AND JULY MEETINGS

Please note, as the tradition goes, the Denver-Centennial Chapter will have dinner meetings on June 16th and July 21st at the Downtown Holiday Inn. Social hour starts at 5:30 and Dinner at 6:30. For details on the August picnic will be featured in the June Newsletter.

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## **MEMBERS - TIME AGAIN TO REVIEW YOUR INFO WITH NATIONAL**

With getting ready for the 04 - 05 roster, we always wish to list the most recent information available, Name, employer, email address, contact phone number, etc.

Verifying and updating this information can be done on line, [www.imanet.org](http://www.imanet.org) enter member number into username in the LOGIN box and last name in the password box.

FOR QUESTIONS OR ASSISTANCE, contact Mike Westcott, [mgwestcott@yahoo.com](mailto:mgwestcott@yahoo.com) or 303 306-6866. It is really easy and ensures accurate updates. Deadline for updates to National for the roster will be June 20th

### **June Speakers Preview**

**MARK YOUR CALENDARS FOR JUNE 16TH AND GET THE INSIDE SCOOP ON THE OPERATIONS OF THE US MINT.**

**OUR SPEAKER WILL BE TIM RILEY, DIRECTOR OF THE DENVER MINT. HE WILL BE DISCUSSING "THE FINANCIAL IMPLICATIONS OF MAKING MONEY FOR THE FEDERAL GOVERNMENT."**

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Background: Licensed CPA out of Texas, former principal in commercial lending business, now a loan officer for Market Street Mortgage.

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## **For a Few Dollars More**

At the heart of any successful negotiation is mutual agreement. And salary negotiation is simply that-meeting and discussing the subject of compensation with your potential employer to reach an agreement that is satisfactory to both.

Candidates are often reluctant to negotiate for higher compensation because they are concerned they may end up losing the opportunity or damaging their relationship with a future supervisor. However, starting salary is among the most negotiable components of a job offer.

Following are some tips for effective salary negotiations:

- \* Know your value. It's important to understand what your skills are worth before negotiating a particular salary. Check the 2004 Salary Guide from Robert Half Finance & Accounting and Accountemps to find out what the expected salary range is for accounting and finance professionals in the United States.
- \* Research the employer. Your experience and familiarity with the company's industry, products and services will make you a more attractive candidate and help you better position yourself for a higher starting salary.
- \* Do not accept an offer immediately. No matter how perfect you feel the job is for you, tell the employer that you would like to review the details of the offer before you respond.
- \* Ask for a review period. If you don't possess the specific background the hiring manager would ideally like, you may have to start at a lower pay level and build a track record. Ask the hiring manager to review your performance after a set period of time and to reevaluate your salary then.
- \* Look beyond money. Always consider the offer in its entirety-the base pay as well as health and benefits packages. Also assess the corporate culture and make sure that the job is the right fit for you. These components might make it worth accepting a slightly lower salary.

*Accountemps is the world's first and largest temporary staffing service specializing in the placement of accounting, finance and bookkeeping professionals. The company has more than 325 offices throughout North America, Europe, Australia and New Zealand, and offers online job-search services at [www.accountemps.com](http://www.accountemps.com). For more information, call the Denver office at (303) 296-1010.*

The Institute of Management Accountants (IMA) is a full voting member of the **International Federation of Accountants**, otherwise known as **IFAC**. The current president of IFAC is M. Rene Ricol of France. The president-elect is Charles Horstmann who is a member of IMA and a CMA.

IFAC is the global organization for the accountancy profession. It works with its 155 member organizations in 113 countries to protect the public interest by encouraging high quality practices by the world's accountants. IFAC members represent 2.4 million accountants employed in public practice, industry and commerce, government, and academe. Its structure and governance provide for the representation of its diverse constituencies and interaction with external groups that rely on or influence the work of accountants.

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**2004**

**Dinner Meeting Dates**

- Wednesday May 19<sup>th</sup>, 2004
- Wednesday June 16<sup>th</sup>, 2004
- Wednesday July, 21<sup>st</sup>, 2004
- PICNIC on Saturday August 21<sup>st</sup>, 2004**
- Wednesday September 22<sup>nd</sup>, 2004
- Wednesday October 13<sup>th</sup>, 2004
- Wednesday November 17<sup>th</sup>, 2004
- December (no meeting)

**2004**

**Board Meeting Dates**

- Wednesday May 26<sup>th</sup>, 2004
- Wednesday June 23<sup>rd</sup>, 2004
- Wednesday July 28<sup>th</sup>, 2004
- Wednesday August 25<sup>th</sup>, 2004
- Wednesday September 29<sup>th</sup>, 2004
- Wednesday October 20<sup>th</sup>, 2004
- Wednesday November 24<sup>th</sup>, 2004
- Wednesday December 16<sup>th</sup>, 2004

IMA Denver - Centennial Chapter  
c/o Lou Sillstrop  
9029 E Mississippi Ave  
B-302  
Denver, CO 80247

**Denver - Centennial Chapter  
May 2004 Newsletter**

*Your IMA Membership  
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**INFORMATION UPDATE (Please Print)**

Dr. \_\_\_ Mr. \_\_\_ Mrs. \_\_\_ Ms. \_\_\_ Professional Designation \_\_\_\_\_ Account # \_\_\_\_\_

Last Name \_\_\_\_\_ First Name \_\_\_\_\_ MI \_\_\_\_\_

New/Current Business

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

New Home:

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

I prefer to stay with my present chapter \_\_\_\_\_. I prefer to affiliate with the \_\_\_\_\_ Chapter.

Your signature \_\_\_\_\_ Date \_\_\_\_\_

(National requires your signature for any changes)

Please send all IMA correspondence to my: Business Address \_\_\_\_\_ Home Address \_\_\_\_\_

Please send this form to: Lou Sillstrop, 9029 E Mississippi Ave – B-302 – Denver, CO 80247