



## Webinar Series Loss Control & Risk Management 2023

McGowanPRO and the CPAOnePro Accountants Professional Liability Program are pleased to offer the following Live Risk Management Webinar Series for all McGowanPRO clients and friends. These exclusive webinars offer CPAs valuable risk management tools that experts in the accounting profession are presenting. Each live webinar is 50 minutes long and gives the attendee 1 hour of free CPE credit. The series may also provide a premium credit towards the firm's professional liability insurance. Please ask your agent for more details and register today.

Please be aware that all webinars are intended to be informational and should not be construed as legal advice.

**MAY 3 @ 1 PM**  
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**SESSION 1: The Merger Process and Merger Negotiation Checklists (1CPE)**  
**Presenter: Joe Tarasco, CEO Accountants Advisory Group**

In this presentation, Joe Tarasco will be discussing different steps to take during mergers and acquisitions. Most merger and acquisition deals typically go through five stages: preliminary discussions, transactional detail meetings and negotiations, an initial agreement outlined in a memo of understanding or letter of intent, due diligence, and the transaction accord/signing of the partner/shareholder agreement. Determining and agreeing on the best criteria to achieve a successful merger is imperative to making the right decision at the right time. Developing a plan to guide the merger transaction and related checklists is a large task. We will go through the steps which starts with selecting the best firm to partner and combine with, then continuing to the ensuing pre-and post-merger activities, which are crucial to a successful merger.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**MAY 23 @ 1 PM**  
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**SESSION 2: Data Breach/Cyber - Tips, Tricks, and Practices (1 CPE)**  
**Presenter: Rob Ferrini, Cyber Liability Program Manager, McGowanPRO**

In this updated presentation, Rob Ferrini will bring his experience counseling clients to discuss how to best protect your organization's brand, value, and assets in the face of a challenging insurance market, ever-growing attacks of accounting firms, and increasing cyber security requirements. He will also provide practical steps your firm can take to reduce risk and qualify for coverage at a reasonable price.

**Delivery Method:** Group Internet Based **Field of Study:** Information Technology

**JUNE 15 @ 1 PM**  
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**SESSION 3: Sales Tax Best Practices - How to Stay Out of Trouble (with Nexus) (1 CPE)**  
**Presenter: Mark Stone, CPA, MST, Sales Tax Defense, LLC**

Sales and Use Tax is an area that is often confusing for small businesses. Each state has its own rules and guidelines, and failure to comply correctly can lead to hefty fees and penalties from the State Tax Departments. Add to this the exponential growth of e-commerce, the proper collection of sales and use tax grows more complicated and confusing.

In this not-to-be-missed seminar, we will discuss how to do sales tax the right way: including what to do when you get an audit notice, record-keeping requirements, multistate taxability guidance, and recent nexus developments in sales tax.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**JUNE 22 @ 1 PM**  
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**SESSION 4: Emerging Trends, Lowering CPA's Legal Exposure In Areas That You May Not Have Thought Of (1CPE)**  
**Presenter: John F. Raspante, CPA, CDFA, MST, McGowanPRO's Director of Risk Management**

In this updated presentation, we will discuss new and emerging exposures with risk management tools and procedures to help minimize the risk of doing business in today's business climate. Topics will include: ongoing issues around the current pandemic, pass-through entity tax, cannabis, the impact of the Wayfair Decision, and digital currency.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**JULY 19 @ 1 PM**  
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**SESSION 5: Burnout Is Not A Badge Of Honor. (1 CPE)**  
**Presenter: Randy Crabtree, CPA, Tri-Merit, LLC**

Feeling overworked? Having a hard time retaining talent in your CPA firm due to work/life balance? Randy Crabtree, CPA and survivor of a stroke, discusses avoiding burnout and implementing ways to be more efficient, more profitable, work less, have a better work/life balance, and ultimately create a CPA practice/profession that people are excited to participate in.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**JULY 25 @ 1 PM**  
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**SESSION 6: Independence. (1CPE)**  
**Presenter: Nancy Reimer Esq. and Patrick Cosgrove Esq. Freeman Mathis & Gary, LLP**

Attorneys Nancy Reimer and Patrick Cosgrove, who have had a working relationship with McGowanPRO for many years, bring their legal expertise to share on the topic of independence and why all CPAs and accountants should be concerned in this risk management topic. This seminar will focus on reinforcing an accountant's personal and the firm's ethical responsibilities under the AICPA Code of Conduct. The seminar will also articulate differences between independence and other ethical considerations and identify non-attest services which may result in independence breaches. In addition, recent Code updates and changes that will be coming on the horizon will be discussed to prepare CPAs and accountants for the future.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**AUGUST 9 @ 1 PM**  
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**SESSION 7: Risk Management for Accountants—Part 1 (1 CPE)**  
**Presenter: Ralph G. Picardi, Esq., Picardi, LLC and McGowan Claims Hot-line**

This is an updated webinar led by Ralph G. Picardi, Esq., a former CPA whose law practice is dedicated to defending and advising accounting firms and their insurers on professional liability matters. Topics include: the risk environment, client acceptance and continuance, engagement letters, disengagement, billing and collection, file retention, and confidentiality issues (e.g., subpoenas; IRC §7216).

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**AUGUST 24 @ 1 PM**  
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**SESSION 8: Laws and Trends Affecting the Workplace (1 CPE)**  
**Presenter: Chris Lavelle, V.P. USLI Insurance**

Employment laws can be confusing and not being in compliance can create legal exposures for employers. New employment laws are coming to fruition on everything from minimum wage to cannabis use and have led to a surge in post-pandemic employment litigation. Join us as presenter Chris Lavelle of USLI Insurance discusses these new laws, claim trends, and risk transfer through the use of Employment Practices Liability insurance and risk management support that helps to lower your legal exposures.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**SEPTEMBER 19 @ 1 PM**  
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**SESSION 9: Engagement letters A to Z (1 CPE)**  
**Presenter: John Raspante, CPA, CDFIA, MST, McGowanPRO's Director of Risk Management**

Engagement letters are a very important tool in any CPA's risk management toolbox! Many times well-written engagement letters have stopped a claim from happening. In this 50-minute presentation, presenter John Raspante will discuss the engagement letter in response to the changes in tax law and the challenges in the accounting profession. John will point out the different caveats and clauses that all CPA firms should consider in their engagement letter language.

Caveats will be discussed to address the rapid changes in both tax and audit.

Included will be clauses to manage the impact of the Way Fair decision, pass-through entity taxes, and cannabis.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**SEPTEMBER 28 @ 1 PM**  
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**SESSION 10: Tips on How to Manage Professional Liability Risk Beyond the Engagement Letter (1 CPE)**  
**Presenter: Joe Jones, Esq., AIA | Director of Risk Management Travelers Insurance and Neil Birmingham | Managing Director, Travelers Insurance**

The engagement letter is an important risk management tool, but risk management does not start nor end with an engagement letter. There are numerous things that accounting professionals can do, such as: client screening and intake as well as good communication. These things will help identify potential risk and minimize the chances of a professional negligence claim. Should a claim of professional negligence occur, there are things accounting professionals can do along with having well-written and executed engagement letters, such as: proper documentation, record retention, and knowing when to seek help. These things and more will aid defense and minimize potential liability. Accounting professionals, as a prudent business practice, should have a comprehensive and expansive view of identifying and managing their professional liability risk.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**OCTOBER 17 @ 1 PM**  
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**SESSION 11: Risk Management For Accountants—Part Two (1 CPE)**  
**Presenter: Ralph G. Picardi, Esq., Picardi, LLC and McGowan Claims Hot-line**

This webinar led by Ralph G. Picardi, Esq., a former CPA whose law practice is dedicated to defending and advising accounting firms and their insurers on matters of professional liability, picks up where the Part One webinar left off. Topics include, among others, general principles of defending claims, exposure to clients, exposure to third parties, and reporting claims/incidents to insurers.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**OCTOBER 26 @ 1 PM**  
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**SESSION 12: Are You Covered For That Exposure? The Different Insurance Policies Every Professional Service Provider Should Be Aware Of. (1 CPE)**  
**Presenter: Rob Ferrini, Program Manager, McGowanPRO**

In this 50-minute presentation, Rob Ferrini walks the listener through the coverage of each policy that a service provider should have and how they fill in coverage gaps. Policies to be discussed are Professional Liability Insurance (aka E&O), Cyber Liability Insurance, Commercial Crime (aka Employee Dishonesty), Employment Practices Liability Insurance (aka EPLI), Directors & Officers Liability Insurance (aka D&O), and Fiduciary Liability Insurance.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**NOVEMBER 2 @ 1 PM**  
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**SESSION 13: Client Information and Cyber security. (1CPE)**  
**Presenter: Konrad Martin, CPA, CEO TechAdvisors Inc.**

Cybercriminals are thriving amidst the current cloud and cyber environment. A global pandemic, massive remote work transitions, government stimulus payments, and an irregular tax calendar are all targets for attackers to exploit. For CPAs, this means that cybersecurity is becoming a constant battle to protect their clients' data.

This webinar is an engaging source of critical information that will help your firm take control of its security in the face of an ever-changing landscape. Participants will come away with a clear picture of remote work security risks and their impact on their clients, as well as the most effective steps to mitigate them. They will receive actionable advice on creating a resilient security that not only complies with State Security laws but builds layered protection against the most common attack varieties.

**Delivery Method:** Group Internet Based **Field of Study:** Information Technology

**NOVEMBER 9 @ 1 PM**  
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**SESSION 14: Claims Stories: the Not-So-Good, the Bad, and the Ugly**  
**Presenter: Jeremy Monosov, Esq. The Hartford Insurance and Rocco Maladrino, Director, The Hartford Insurance**

In this seminar, listen to what an insurance company attorney, who defends claims against accounting firms, has to share about the worst part of any CPA's job: a claim against them. The presenters, Jeremy Monosov, Esq. and Rocco Maladrino of Navigators Insurance, will share why claims happen, what kinds of claims are most frequent, and what the real cost of a claim is. Claim examples and what accountants can do to minimize those claims will be presented.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**DECEMBER 6 @ 1 PM**  
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**SESSION 15: Commercial Crime - Protecting your firm from fraud and theft - Fake Emails, Employee theft, Fraudulent transfer, Is your firm prepared?**  
**Presenter: Rob Ferrini of McGowanPRO and Sean Kennedy of Hanover Insurance**

No business is completely safe from the threat of theft or fraud. Although large corporations can be lucrative targets, small and mid-sized businesses (including accounting firms) often suffer greater losses because their limited resources leave them more vulnerable to attack. Claims related to employee theft, fraudulent instruction emails, and fraudulent transfer fraud are on the rise. IS YOUR FIRM PREPARED?

Joining Rob Ferrini for this informative webinar will be Sean Kennedy, Executive Underwriter - Fidelity & Crime with Hanover Insurance. Rob and Sean will be discussing some best practices that can help your firm reduce and transfer these risks, including what to look for, staff training tips, how to best cover the risk, and recent claims examples.

**Delivery Method:** Group Internet Based **Field of Study:** Business Management & Organization

**All seminars start at 1:00 PM EST on their scheduled date.**

*Webinar Series schedule is subject to change. These webinars are not intended to be legal advice.*

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