



What's Inside:

President's Letter	1
November Meeting Information	2-3
Save the Date! Upcoming Events	4
Featured Article	5-6
CAP Update	6
Chapter Leaders	7
Certification Notes	8
Chapter News	9

From the President...

It was an honor and a privilege to present the Platinum level certificate for our Kansas City IIA chapter to Doug Welch, past President, at the October chapter training. It is quite an accomplishment to maintain Platinum status year after year, and takes much dedication and support from chapter leaders and members.

What does it take to obtain and remain Platinum status? Chapters receive Chapter Achievement Program (CAP) points in many different ways. The number of CAP points earned by a chapter determines the "performance level" for the chapter. The performance level can be bronze, silver, gold, or platinum.

A chapter must earn the minimum CAP points in each of the three service categories to qualify for a performance level:

- Service to Members – minimum 325 points
- Service to Profession – minimum 200 points
- Chapter Administration – minimum 160 points
-

Once the minimums are achieved per category, the chapter qualifies for the performance levels:

- Bronze – 685 points
- Silver – 1,060 points
- Gold – 1,560 points
- Platinum – a chapter achieving Gold status for 10 of 11 years

Points are earned in many different ways. In the Service to Members category, points are earned for the number of members that attend training, if our chapter hosts social events, or if members earn certifications. Service to Profession includes such things as speaking engagements or articles published by chapter members, scholarships presented to students, maintaining a website, working with an IIA Student chapter (in our case, Pittsburg State University), and volunteering time to Junior Achievement. Publishing a newsletter, sending monthly surveys, and submitting forms and reports to IIA Headquarters are some of the activities that earn Chapter Administration points.

So as you can see, every person in our chapter can help us earn CAP points! Please continue to let us know if you have participated in activities that you think might qualify. Congratulations to everyone for another PLATINUM year!

Thank you!
Stephanie Jones
2012-2013 President

November 2012 Meeting Information

DATE: Thursday, November 1, 2012

TIME: Registration 7:00 AM
Breakfast 7:00 AM
Program 8:00 AM – 12:00 PM

LOCATION: The Ritz Charles
9000 West 137th Street
Overland Park, KS 66221
(Two blocks south of 135th and Antioch Road. Next to the Blue Valley Recreation Complex.)

PROGRAM:
Professional Sports Finance Overview
Dan Crumb, CFO, Kansas City Chiefs

Collaboration vs. Collision
Sherri Elliott-Yearly, CEO, Optimance Workforce Strategies

Anti-Bribery
Karen Begelfer, VP, Chief Auditor, Payless Holdings

CPE: 4 CPE Hours

MENU: Breakfast – Breakfast Buffet

Assorted Chilled Juices, Sliced Fresh Seasonal Fruit, Scrambled Eggs, Bacon or Sausage, Grilled Breakfast Potatoes, Biscuits with Country Gravy, Danish & Muffins with Butter, Bagels with Cream Cheese

Please denote any dietary restrictions when registering and accommodations will be made.

COST: Member: \$85
Non Member: \$100

November 2012 Speaker Biography

Dan Crumb, CPA

Dan Crumb was named Kansas City's Chief Financial Officer on September 17, 2010. He enters his third season in the National Football League, working with Chiefs Chairman and CEO Clark Hunt and President Mark Donovan in directing the club's business operations.

Crumb began his professional career at KPMG, an international audit, tax and advisory firm. The certified public accountant earned his Master of Business Administration from Tulane University's A.B. Freeman School of Business. He also holds a Bachelor of Science degree in Finance from the University of New Orleans.

Sherri Elliott-Yearly, SPHR

Sherri Elliott-Yearly is the founder and CEO of human resources consulting companies Optimance Workforce Strategies and Gen InsYght, as well as the author of *Ties to Tattoos: Turning Generational Differences into a Competitive Advantage* now in its Second Edition. Sherri has quickly become known as the "Generational Guru. Mrs. Elliott-Yearly has over 15 years experience as a trusted advisor and human resources consultant to companies ranging from small startups to large international corporations. Prior to purchasing Optimance Strategies and founding Gen InsYght, Mrs. Elliott-Yearly served as the Vice President of HR & Risk for Snelling Staffing Services and as the Human Resources Manager for Hooters. She is a Senior Professional in Human Resources (SPHR) and holds an Associate designation in Risk Management (ARM).

Karen Begelfer, CPA, CIA, CRMA

Karen C. Begelfer, CPA, CIA, CRMA, Vice President, Chief Auditor of Payless Holdings. Karen leads the international audit function for Payless and is also responsible for the company's Enterprise Risk Management function and Sustainability initiative. Prior to Payless, she was a Director of Internal Audit at The Home Depot where she directed audits in the Finance and Shared Services areas, including Sarbanes-Oxley testing. Previously, she delivered post-deal integration services at PricewaterhouseCoopers and was a member of the Corporate Audit Staff at General Electric.

Save the Date!!

2012 – 2013 Schedule of Programs



Institute of Internal Auditors - Kansas City Chapter 2012-2013 Schedule of Programs

Month	Date	Topic	Speaker/ # CPE's	Location	Price
September	9/6/2012 9:00am to 4:00pm Lunch at 12:00pm	IT Auditing for the Non-IT Auditor	Danny Goldberg <i>Supera</i> 6 CPE Hours	Clubhouse on Baltimore - Downtown KC	\$95 Member \$110 Non-Member
October	10/4/2012 9:00am to 4:00pm Lunch at 12:00pm	Audit Planning to Address Fraud	Glenn Summers <i>Director, Center for Internal Auditing, Louisiana State University</i> 6 CPE Hours	Ritz Charles-Overland Park	\$95 Member \$110 Non-Member
November	11/1/2012 8:00am to 12:00pm Breakfast at 7:00am	Professional Sports Finance Overview Collaboration vs. Collision Anti-Bribery	Dan Crumb <i>CFO, Kansas City Chiefs</i> Sherri Elliott-Yearly <i>CEO, Optimance Workforce Strategies</i> Karen Begelfer <i>VP, Chief Auditor of Collective Brands, Inc.</i> 4 CPE Hours	Ritz Charles-Overland Park	\$85 Member \$100 Non-Member
December	12/6/2012 9:00am to 12:00pm Lunch at 12:00pm	Applying Data Analytics to Efficiently Audit Vendors and Contractors Trends in Internal Audit and the IIA	Paul Pettit <i>Director, Protiviti</i> Kevin Mayeux <i>Executive Vice President, Chief Officer for North American Operations and General Counsel of the IIA</i> 3 CPE Hours	Clubhouse on Baltimore - Downtown KC	\$65 Member \$80 Non-Member
February	2/7/2013 8:00am to 12:00pm Breakfast at 7:00am	Enterprise Risk Management: Achieving and Sustaining Success	Paul Sobel <i>VP, CAE of Georgia-Pacific LLC</i> Kurt Reding <i>Assistant Professor, Wichita State University</i> 4 CPE Hours	Ritz Charles-Overland Park	\$85 Member \$100 Non-Member
March	3/7/13 1:00pm to 4:00pm Lunch at 12:00pm	Materiality: Are you chasing Geckos or Alligators? Risk Based Auditing - Managing Your Risks	Edmundo Calderon <i>Chief Internal Auditor, City of El Paso</i> 3 CPE Hours	Ritz Charles-Overland Park	\$65 Member \$80 Non-Member
April	4/4/13 12:00pm to 4:00pm Lunch at 11:00am	Auditors Business Ethics and Critical Thinking Skills	Patrick Kuhse <i>Int'l Speaker on Ethics</i> 4 CPE Hours	Ritz Charles-Overland Park	\$85 Member \$100 Non-Member
May	5/2/13 9:00am to 4:00pm Lunch at 12:00pm	Fraud: Advanced Concepts for Internal Auditors	John Hall <i>Hall Consulting</i> 6 CPE Hours	TBD	\$95 Member \$110 Non-Member
June	6/6/13 9:00am to 12:00pm Breakfast at 8:00am	Reinventing Internal Audit Horizontal Auditing	Mike Somich <i>Executive Director of Internal Audit, Duke University</i> 3 CPE Hours	Ritz Charles-Overland Park	\$65 Member \$80 Non-Member
August	8/1/13 1:00pm to 4:00pm Lunch at 12:00pm	Deriving Value from SOC Reports	Kyle Seale <i>Principal, Grant Thornton LLP</i> 3 CPE Hours	TBD	\$65 Member \$80 Non-Member

Featured Article

Richard Chambers, CIA, CGAP, CCSA, CRMA, shares his personal reflections and insights on the internal audit profession.

The Biggest Risks in an Internal Audit May Be the Issues You Miss

For many years, I taught accounting courses during the evenings at a local university. I would often tell my students, "The only stupid question is the one that is never asked — unless the question is, 'Would you postpone the next exam?'"

My years as a college instructor coincided with the early years of my internal audit career (which was essentially my day job at the time). Over time, I came to appreciate that in internal auditing, as elsewhere in life, there really are very few stupid questions.

The most successful internal auditors are not necessarily the smartest or the most experienced auditors; they are often the most inquisitive. Of course, it also helps to be prepared and to have intelligence, analytical ability, and a host of other attributes that can contribute to overall "audit ability." But far too often when we miss a finding, it's simply because we didn't ask questions when we should have. And I have come to believe that the biggest risk in an internal audit is not citing a finding that doesn't exist — it's overlooking a finding that does exist.

If you doubt that the biggest internal audit risk is missing a major issue, consider the following. If you cite an issue/problem in your draft report that does not exist, management often will object vehemently and provide ample evidence that your conclusions are erroneous (that is why I often cite management review of a draft report as one of the strongest quality control steps in the audit). However, if you fail to cite an issue/problem that really does exist, how often does management speak up and say "excuse me, but you missed a major deficiency in my area"? Let's just say that in more than 30 years, I have never seen it happen.

Asking questions is not an absolute guarantee of internal audit success, but it's almost impossible to have an effective audit without asking questions. We also need to be able to analyze a situation and to advise our internal audit clients appropriately. However, regardless of whether you are assessing risks, planning an internal audit, or performing fieldwork, the process starts with asking well-informed questions. My colleague, Jodi Swauger, describes this as the "Five A's Formula for Success":

Audit Ability = Asking + Analyzing + Advising. In that order.

Is informed questioning really that important? Absolutely! Asking the right questions can be the difference between creating a powerful finding in a few minutes and spending days on fieldwork that only results in finding a problem everyone else already knew about or, worse yet, in missing an issue completely.

Featured Article (continued)

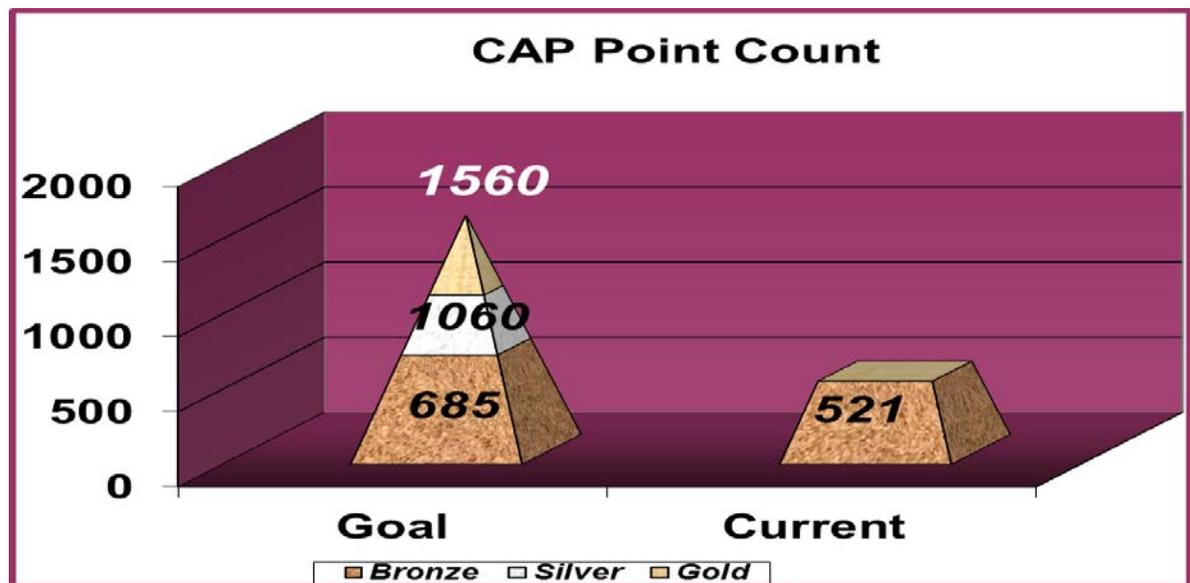
Recently I talked with an auditor who had spent the previous week combing through contract provisions and painstakingly gathering supporting documents for what he thought would be an important finding. If only he had asked a few more questions at the beginning of the week, he would have been told that because of a series of change orders, many of the provisions in the original contract were no longer valid. The auditor had spent the entire week verifying contract provisions that were no longer in force. In general, the audit was still a success because at the end of the week (and well before the closing meeting), he asked his client to explain what seemed to be numerous discrepancies. But no one will ever know what else might have been accomplished during that lost week if his time had been spent more productively.

During World War II it was common to hear the slogan, "Loose lips sink ships." The same concept sometimes applies to internal auditing: We often are privy to confidential information that should not be shared freely. But when it comes to asking questions, our problem is far more often a matter of "closed lips miss ships!" So next time you are performing an audit and a question comes to mind, remember: When in doubt, just ask. You'll probably be glad you did.

Posted on October 23, 2012 by Richard Chambers

Kansas City Chapter CAP Update:

As noted in the President's message on Page 1, the chapter obtains CAP points throughout the year and through various activities. The chart below shows our current status:



2012 – 2013 Chapter Leadership

Officers:

Stephanie Jones – **President**

Stephanie.jones@pentana.com

Christee Highbarger – **VP Membership**

CHighbarger@KCSouthern.com

Rob Carter – **VP Programs**

Rob.Carter@Layne.com

Jonathan Wiltse – **Treasurer**

Jwiltse@waddell.com

Rachel Rohrer – **Secretary**

Rachel.rohrer3@bluekc.com

Aaron Hollingshead – **VP Services**

Aaron_Hollingshead@americancentury.com

Kimberly Harper – **VP Web Services**

Kimberly.Harper@bluekc.com

Board:

Gordon Braun

Gordon.Braun@Protiviti.com

Ben Clouse

Ben.Clouse@hrblock.com

Tony Jackson

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David Schmoeller

Schmoeller@compassminerals.com

Nancy Frazee

Nfrazee@kc.rr.com

Keith Ohland

Keith.Ohland@umb.com

Monica Vegge

MVegge@chanllc.com

Doug Vogl

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Board – Past Presidents:

Lael Holloway

Lael.Holloway@Experis.com

Doug Welch

Doug.Welch@hrblock.com

District Representative:

Jason Minard

Jason.R.Minard@wellsfargo.com

Ex-Officio Member:

LaDonna Flynn

LFlynn@pittstate.edu

If you have any questions or would like to submit an article for the newsletter, please email Aaron Hollingshead, VP Services, at Aaron_Hollingshead@americancentury.com.

Certification News and Notes

Don't Panic - Stay Focused

Melissa Leonard, Gleim Chapter Coordinator

From the time you begin reviewing to the very last day before your exam, you will most likely run into times where your confidence is tested by questions you repeatedly answer incorrectly. This is when it is imperative to focus on the study units you consistently perform poorer on and not worry about one or two specific questions. While you are taking practice exams, mentally rehearse what you will do on exam day. Imagine yourself working through your exam and knowing the correct answers. If you get to a question you are unsure of, remember to immediately eliminate two answer choices. Then, pick the best answer choice from the two remaining. This skill - educated guessing - is one you will have to use on exam day. You want to make sure you answer each and every question to maximize your score. Mentally prepare yourself for this grueling task.

Remember to relax. This is one of the most important things you can do as a CIA Exam candidate, but it is something most candidates struggle with. Throughout your preparation, if you find yourself getting frustrated you should take a walk, read a book, or call a friend. The objective is to step away and do something that relaxes you when you are stressed out. These steps will help you recharge between study sessions. Relaxation shouldn't just occur during the weeks leading up to the exam, but also the days before and on your actual exam day. Don't cram during the few days before your exam. It is better to be refreshed and ready than burned out from last-minute cramming. Cramming will only harm you.

On exam day, don't take your books to the exam site, as it will only distract you. Once you are actually sitting in front of your exam at the testing center, keep your focus on answering each and every question. Allowing yourself to concentrate only on each question as you come to it will prevent you from becoming overwhelmed by the exam as a whole. Don't panic; just remain confident that you have done everything you can to adequately prepare.

I would like to hear from you. Do you have feedback on what you have read or suggestions on future topics? Maybe you are studying for the exam or have recently passed and want to share tactics you used. Email Melissa Leonard, your Chapter Coordinator, at iiachapters@gleim.com with your questions and feedback. Visit gleim.com/IIAChapter for more information about the CIA exam or how Gleim can help you pass. Remember, as a Kansas City Chapter member, you will receive a discount on Gleim material. Gleim has been helping CIA candidates pass the CIA exam since 1980.

Contact Melissa at 800.874.5346, ext. 131, or melissa.leonard@gleim.com to take advantage of your chapter discount or if you have any questions.

Chapter News and Notes!

Welcome New Members!

We would like to recognize and welcome the following new members to the Kansas City Chapter of the IIA!

Amy Botts – Hallmark Cards

Michael Semrick – YRC Worldwide

Update on the Internal Audit Education Partnership Program (IAEP):

Kansas City Chapter of the Institute of Internal Auditors,
On behalf of the Department of Accounting and Computer Information Systems at Pittsburg State University, please accept my most sincere thanks for your continued support of the IIA Student Chapter and the Internal Audit Education Partnership Program at Pittsburg State University. The Internal Audit Program is highly valued by the Department, Kelce College of Business, and Pittsburg State University as a whole. You are truly helping our students succeed with your generous contributions of time, talent, and treasure to our program.

Very Best Regards,
Becky Casey
Department Chair

Want to win a brand new iPad???

Here's how to win: For each meeting that you attend, you will be entered into a drawing to win the new **iPad with Wi-Fi – 16GB**. The contest will start with the September 2012 meeting and will end with the May 2013 meeting. The winner will be randomly selected and announced at the conclusion of the May 2013 meeting. You need not be present to win. Remember, the more meetings you attend, the better chance you have to win! Good luck!