

President's Message

Rosemary C. McMahon, EA, CPA



Dear fellow members of VASEA.

I wrote this letter in 2003, and I'm happy to finally have the opportunity to share it with you.

When someone asks why you give your time to an organization, it is often difficult to give a simple explanation, and in many cases, you haven't even given it a second thought. You are involved because someone asked you to help and before you know it, you're the president of a chapter, the president of the state society, the president of the national association. So how do you answer, "why are you a volunteer?"

Here's my story...

I moved to Virginia in 1991. My family relocated to Charlottesville from Monterey, California. I had passed the Enrolled Agent exam in 1989 and received my license in 1990. I was very lucky to be in the midst of one of the most active Enrolled Agent groups in the country, the Monterey Satellite of the Mission Chapter of the California Society of Enrolled Agents. These people knew how to run an organization! Even though I was involved with them for just one year, I learned what great people Enrolled Agents are and how they help each other. Their slogan was "we spEAK tax". Carol was an inspiration as president. She sold "EA" T-shirts like they were candy. She made everyone feel proud to be an Enrolled Agent. I was just happy to be able to talk to people who "did taxes"; people who "talked the same talk." There aren't many of us out there, you know?

After getting settled into our new home in Charlottesville, the first thing I did was fish out the phone book to see who the Enrolled Agents were in the area. Again I struck gold! I had received some information in the mail about a tax seminar being held in Northern Virginia, but I didn't know the area and I didn't want to travel "up north" by myself. I called Mary who owned a

continued on page 2

In this Issue

| | |
|---------------------------------------|--------|
| Welcome New Members & Associates | Page 3 |
| Message from Immediate Past President | Page 4 |
| Photos - Spring Seminar | Page 5 |
| Photos - Annual Meeting & Town Hall | Page 6 |
| Photo - 2009-2010 Board of Directorrs | Page 6 |
| Education Committee Report | Page 7 |
| Photo - 2009-2010 Education Committee | Page 7 |
| Committee Chairs | Page 8 |
| Calendar of Events | Page 9 |

VASEA Leadership

| | |
|----------------|---------------------------|
| President | Rosemary McMahon, EA, CPA |
| Vice President | Steve Rue, EA, CTRS |
| Secretary | Kenneth Whitley, Sr., EA |
| Treasurer | Gerald Macheck, EA |

Directors

| | |
|---------------------|------------------------|
| Diane Beverly, EA | Jim Lam, Sr., EA |
| Jeffrey Bruce, EA | Barbara Taylor Roe, EA |
| Julie Compton, EA | George Walsh, EA |
| Edward Griffing, EA | |

Chapter Presidents

| | |
|-------------------|-------------------------------|
| Blue Ridge | William Barbour, EA, ATA, ATP |
| Fredericksburg | Gerald Macheck, EA |
| Hampton Roads | George Walsh, EA |
| Northern Virginia | Anne Uno, EA, CFP |
| Richmond | Jeffrey Bruce, EA |

tax practice in the area. She gave me Margaret's phone number. Margaret was another EA who worked in Mary's office. Margaret said, "I am going to that seminar, why don't you come up with me." This is a lady who hadn't even met me in person yet! All she knew was that I was a fellow Enrolled Agent that needed a hand. That's all it took! We had a great time at the seminar and got to know each other better. She liked me so much that when she decided to retire the following year, she handed over to me all of her 200 plus clients, no payment required, just take good care of my people.

How does one repay such a debt? You become involved.

I don't know what makes Enrolled Agents such great people, but I have a theory. We wouldn't be in this business if we didn't want to help people. Our clients come to us to prepare their tax returns because they need us. We are there to help them file an accurate tax return with the knowledge we have. It is an innate desire within us to do our best to help our clients pay the least amount of tax possible within the law, but it goes beyond that. We work year-round to help our clients plan their finances in a way that will protect their assets, pay their fair share of taxes, plan for their children's education, and retire within their means. It makes us feel good to know that we are helping people achieve their lifetime goals. We don't prepare tax returns; we prepare lives!

So, of course we're "grEAt" people!

Thanks to good luck, when my husband resigned his commission from the military, we were able to relocate within the state of Virginia. Now we are in that Northern Virginia area that I was so scared to travel to alone when I lived in Charlottesville. This time I didn't have to pull out the phone book, because I already had my trusty Virginia Society of Enrolled Agents directory. At this point, I had been a member of VASEA for nearly four years, but not as an active member. Charlottesville fell within the Richmond Chapter, and that was an hour away and too far for me to drive.

I was greeted with open arms at the first meeting I attended in Springfield! What a great feeling to be accepted into a group of peers. I felt comfortable! How often do you feel that way when you walk into a room of strangers?

I was starting my new practice out of my home. It was 1995. I was looking for work, but more importantly,

I was looking for a support group. I knew I found my support group when I met the members of the Northern Virginia Chapter of Enrolled Agents. What a wonderful group of people they are! They reminded me of the first Enrolled Agents I had met in Monterey, California, very enthusiastic and friendly.

I don't remember how many monthly meetings I attended before Nancy approached me to be a director of the chapter. The "catch" was that they would like me to be membership chair. I figured, well, sure I can do that. Actually, I was honored to have been asked.

The membership chair position entailed keeping a database of members, greeting members at the dinner meetings, mailing welcome letters, and making name badges. It gave me the opportunity to learn everyone's name and get to know people I hadn't had the opportunity to meet before. I liked that! Since then, I can say that I know almost everyone's name in the chapter, and I can match the name with the face!

During this time, I had been working as a tax expert on our National Association of Enrolled Agents' "Tax Channel" on AOL. (I know that brings back memories for some of you.) That was the first outreach program NAEA had to the general public and it was a good experience for me, my handle was "rorymcmaho". I didn't have many clients then, so I had the time to answer tax questions online, and I enjoyed the opportunity to help people prepare their own tax returns. I had my "Quickfinder" by my side for reference. I remember being online at 12:00am with a California taxpayer on April 15th.

Here again, we had a group of Enrolled Agents volunteering their time, with no benefit to themselves, just because they wanted to give the citizens of our great country the correct tax information to prepare their own tax returns. It was a significant opportunity for NAEA to get the "EA" designation out there, but it took the volunteers of this organization to do the work to get that word across.

Now I am in the midst of a group of Enrolled Agents that I have known for over eight years, many of them have become good friends. In the Northern Virginia Chapter, we have a directory with an expert call list. I know people well enough now that I don't bother looking at the list. I call Karen when I have a client who needs help setting up their business books on QuickBooks, I call Bob when I have a client who needs to form a corporation or limited liability company, I call Beth or

continued on page 3

continued from page 2

Winston if a referral calls with a collection problem, I call Mary Jane if a client calls and I'm too swamped to take on any more work, I call Ron if I have a representation question, I call Leslie if a client needs a will or estate planning, and I call Nancy, Sherry or Vivian if I need to work out a problem. People call me too and I'm never too busy to talk to them.

When Pat retired she sent her clients letters with a few of our names as referrals. We all benefited from that. We're not selfish when it comes to business, there are so many people out there that need our help, and if we don't have the experience with a certain issue, we refer that person to someone we know who has. There are so many taxpayers who need our assistance that it's not about competition. Competitiveness does not exist in our business. We are happy to share the load and our clients benefit by receiving the best service possible.

So, that's what it's all about. That's why we volunteer. We're here for each other. We are together working for our clients. We are not one big tax office. We are a group of individuals with our own tax practices enjoying all the benefits of a big tax professional firm without having to work under one roof.

I hope that I will remain in Virginia during my working years, but if fate leads me to other places in the country, I know there will be Enrolled Agents to call on, either locally or my good friends back home, for help. I belong to one of the most respected professions in the country. Every taxpayer in the

Welcome New Members and Associates!

Deborah Brown, EA
Centreville, VA

Roy Burgess
Fairfax, VA

Gary DeVight, EA
Alexandria, VA

Harold Diamond
Rockville, MD

Michael Estock, EA
Ashburn, VA

Carol Gill, EA
Mechanicsville, VA

Tina Godwin
Williamsburg, VA

Joseph Paul Goosby
District Heights, MD

Jennifer Jeanguenat, EA
Virginia Beach, VA

Shubh Khamma, EA
Fairfax, VA

Donald Lucas
Arlington, VA

Daisy McGinley, EA
Alexandria, VA

Anthony Lee Midgette, EA
Suffolk, VA

Barbara Morotini
Newport News, VA

Arthur Neal, EA
White Stone, VA

Marcelino Neri, EA
Arlington, VA

Mary Elizabeth Nuti, EA
Fairfax Station, VA

Tracy Pauzar, EA
Richmond, VA

Penelope Payne
Williamsburg, VA

Angela Pieper
Woodbridge, VA

Karen Ramsey
Newport News, VA

Daniel Roberts
Gainesville, VA

Bridget Scott, EA
Virginia Beach, VA

Douglas Seabright, EA
Winchester, VA

Thomas Sullivan, EA
Winchester, VA

Kenneth Tomcich, EA
Arlington, VA

United States of America deserves to be served by the most well informed tax professionals in the industry. I am proud to be an Enrolled Agent and I am grateful for the support our professional organizations afford us.

Rosemary C. McMahon, EA, CPA
VASEA President



Message from Immediate Past President

Alexander B. Thomson, EA, CFP

It has been said by many boat owners that the 2 best days of your life are the day you buy the boat... and the day you sell it.



Being President is a lot like that... you look forward to your installation... and then the installation of your successor... in between are a few days of smooth sailing ... but most of the time you are carefully negotiating rough waters, and potentially stormy seas. It takes a lot of work and determined effort to make progress on the journey. VASEA, like a large boat requires a team to make it go. The board, committee chairs and members are all part of the team and what has been accomplished is due to our combined efforts.

Along the way the way I have made a few mistakes. I take full responsibility for those mistakes and ask only that you accept that my actions have always been based on what I thought were in the best interests of the society.

But let's look at what we have accomplished:

- Completed revision of bylaws.
- Completed rewrite of policies & procedures manual.
- Changed our fiscal year to permit better financial reporting.

These three accomplishments shore up the foundation of our operations.

We also:

- Improved web-site functionality.
- Implemented on-line registration.
- Set up an on line membership directory (saving \$2,000/ year which is being redirected to other member services).
- Increased membership by 12.5% despite economic downturn.
- Overall increase in educational event participation.
- Successful operation of live SEE review course.

- Expanded our educational opportunities with the new contract with Gear Up.
- Successfully celebrated our 25th anniversary – including cruise.
- Increased participation and information exchange with NAEA and other state societies through the presidents exchange and board members attending APEX meetings.

All of these things have been done by a group of dedicated, talented, creative, caring individuals who have given of their time and worked tirelessly on behalf of our membership and I cannot express enough appreciation for all they have done.

The 2010 Spring Seminar was my final port of call.

With my sincere thanks for giving me the honor of serving as your president for the past two years, I ask you to get and stay involved because it is only the members who get on board and participate in the journey who will get the real benefit and satisfaction of the cruise. Those who stand on the dock and don't participate will be left behind.

Teddy Roosevelt once said *"It is not the critic who counts, not the man who points out how the strong man stumbled or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives valiantly; who errs and comes up short again and again; who knows great enthusiasm, great devotion, and spends himself in a worthy cause; who at best, will know the triumph of high achievement; and who, at worst, if he fails, at least will fail daring greatly, and so his place shall never be with those cold and timid souls who know neither victory nor defeat."*

So now, only slightly bloodied and worn for the trip, and with my heartfelt thanks, I have reached the dock, and will turn this ship over to a new crew who I hope will find the journey as thrilling and satisfying as I have. Thank you.

Warm regards,

AB

Alexander B. Thomson, EA,CFP
VASEA, Immediate Past President

Spring Seminar 2010

Great networking and CPE!



1: Judith Belzer, Julie Compton, EA, and Steve Rue, EA, CTRS. 2: Our faithful exhibitor, Paul Cummings, CFS Tax Software. 3: Jeffery Bruce, EA and William Robbins, EA, CFP talk shop at lunch. 4: First time attendees - Martha Evans, Sekou Bamba, EA, Betty Gardner, EA, Judith Belzer, Wauneta Montague, EA, Robert Walker. 5: Brad Heck, EA came all the way from St. Paul, Minnesota to attend. 6: D. Barry Iacono, EA, CFP won TheTaxBook door prize. 7: Sherry Loop, EA won the Quickfinder door prize. 8: Roberta Prees, EA, Paula Boyd, EA, and Joyce Brown. 9: Robb Longman, Esq. and Thom Oldis, EA discuss Longman's presentation. 10: James Yule, EA, Ken Whitley, EA, Henry Hassan, Robert Bell, EA, Porter Childers, EA. 11: David & Mary Mellem, EAs. 12: Richard Nason, EA, James Yule, EA, and Helen O'Planick, EA.

2010 Annual Meeting & Town Hall



1: Al Thomson, EA, CFP, VASEA President, Rosemary McMahon, EA, CPA, VASEA Vice President, and Ken Whitley, EA, VASEA Secretary prepare to begin the 2010 Annual Meeting. 2: Cynthia Jeanguenat, EA, Nominating Committee Chair presents the Nominating report. 3: Stuart Logan, EA, Bylaws Committee Chair, and Julie Compton, EA, Bylaws Committee member, present the Bylaws Committee report. 4: Mike Nelson, CAE, Executive Vice President of NAEA, Al Thomson, EA, CFP, Rosemary McMahon, EA, CPA, and Steve Rue, EA, CTRS. 5: Sherry Loop, EA swears in the 2010-2011 Directors-Ed Griffing, EA, Julie Compton, EA, Jefferey Bruce, EA, Barbara Roe, EA, George Walsh, EA, Diane Beverly, EA, and Jim Lam, EA. 6: Al Thomson, EA, CFP passes the President's gavel to Rosemary McMahon, EA, CPA after Rosemary is installed as the new President of VASEA.



A big thanks to the 2009-2010 VASEA Board of Directors!
Pictured from left to right: Barbara Taylor Roe, EA, Alisa Lam, EA, Jim Lam, EA, Diane Beverly, EA, Gerald Machek, EA, Rosemary McMahon, EA, CPA, Al Thomson, EA, CFP, Julie Compton, EA, Steve Rue, EA, CTRS, and Kenneth Whitley, Sr., EA.

Education Committee Report

Pat Inman, EA, Education Committee Chair

VASEA held its 22nd Annual spring Seminar June 3-5, 2010 in Fredericksburg. 116 people registered for the three day seminar. We had several excellent speakers this year. On Thursday, David and Mary Mellem, EAs, gave an eight hour seminar on Life Changing Events and Taxes, and Thursday evening Barbara Lindahl, IRS Senior Stakeholder Liaison, gave a two hour presentation on Ethics in Tax Practice. On Friday, Mary Mellem, EA, spoke on the Alternative Minimum Tax (AMT), and Kathryn Keane, EA, ABA, spoke on the Ins & Outs of Schedule E. The Friday session was concluded with our Annual Business Meeting, Installation of Officers and Awards Presentations. On Saturday, Helen O'Planick, EA, spoke about POA collection issues and the designation of Employee versus Independent Contractor. Robb Longman, Esq., finished the seminar with his presentation on Bankruptcy Tax.

As in past seminars, there were several winners from our ticket sales, and they are listed below.

Cash prize winners: Thomas Oldis, EA, \$65.00, Jim Lam, EA, \$45.00 (winnings donated back to VASEA), George Walsh, EA, \$25.00, Iris Garris, \$85.00, Jane Antonelli, \$55.00, Clara Stanley, EA, \$35.00 (prize 1) and \$70.00 (prize 2), Margaret Hajian, EA, \$50.00, and Linda Dunko, EA, \$30.00.

Other prize winners: Sherry Loop, EA, Quickfinder, Rick Budd, EA, CFS Small Business Tools, and Barry Iacono, EA, The Tax Book.

The Education Committee met on Wednesday, July 7, 2010, and we are excited about the educational opportunities we have planned for the coming year. You will be pleased to know that both the IRS and the Virginia Department of Taxation have confirmed speakers for the VASEA Current Tax Issues Seminar, to be held October 26, 2010, in Richmond, VA. In 2011, we hope to expand our fall seminar and are exploring alternate locations for 2011 and future years to include Charlottesville, Virginia Beach, Northern Virginia and Lynchburg, VA.

We are also exploring ways to meet the education requirements for the newly registered return preparers, to comply with the new federal legislation. The new legislation requires all paid preparers to register with the IRS, pass an examination, and have 15 hours of continuing education each year. We are currently looking at an examination prep course and training opportunities for tax professionals with less experience than Enrolled Agents. We will keep you posted as we develop this new curriculum.

2009-2010 Education Committee Members Recognized

The Members of the 2008-2010 Education Committee were recognized during the VASEA Awards Ceremony that took place on Friday, June 5, 2011 at the Spring Seminar in Fredericksburg. The committee put in a lot of time and effort planning the Society's education events, including the Spring Seminar, Current Tax Issues Seminar, and VASEA SEE Courses. From left to right: Gerald Machek, EA, SEE Course Instructor; Ken Whitley, EA, Committee Chair; Pat Inman, EA, Committee Member; Winston Macon, EA, Committee Member; William Robbins, EA, CFP, SEE Review Instructor; Barry Iacono, EA, CFP, Committee Member, SEE Review Committee Chair & Instructor; Cynthia Jeanguenat, EA, Committee Member.



New Committee Chairs

Along with the election and installation of a new Board of Directors, new committee chairs were appointed to head up VASEA's Standing and Special Committees. If you have any suggestions for a committee, or if you would like to volunteer to serve as a member of a committee, please contact the appropriate chair listed below.

Standing Committees

Audit Committee

Edward P. Griffing, EA
11908 Parkland Court
Fairfax, VA 22033
B: (703) 273-6386
edgriffing@earthlink.net

Budget Committee

Steve Rue, EA, CTRS
Rue & Associates, Inc.
PO Box 640, Mechanicsville, VA 23111
B: (804) 730-7455
F: (804) 730-7511
steve@rueassociates.com

Bylaws Committee

W. Stuart Logan, EA
8545 Patterson Ave. #206
Richmond, VA 23229
B: (804) 740-9641
F: (804) 740-5918
stuartlogan@wslogan.com

Education Committee

Patricia A. Inman, EA
7357 Covington Home Place
Culpeper, VA 22701
H: (540) 547-4784
culpeper07@comcast.net

Government Relations Committee

Steve Rue, EA, CTRS
Rue & Associates, Inc.
PO Box 640, Mechanicsville, VA 23111
B: (804) 730-7455
F: (804) 730-7511
steve@rueassociates.com

Membership Committee

Jim Lam, Sr., EA
2215 Jeff Davis Hwy #200
Fredericksburg, VA 22401
B: (540) 371-0691
F: (540) 371-4029
jimbunny46951@aol.com

Public Relations Committee

Diane Beverly, EA
2215 Jeff Davis Hwy #200
Fredericksburg, VA 22401
B: (540) 371-0691
F: (540) 371-4029
dbeve46951@aol.com

Strategic Planning

George S. Walsh, EA
Walsh Enterprises, Ltd.
600 Norfolk Avenue
Virginia Beach, VA 23451
B: (757) 428-5258
F: (757) 428-2335
Gwalsh9@aol.com

Special Committees

Ethics & Professional Conduct Committee

Ronald L VanGorder, EA, CFP
1808 Old Meadow Road, #402
McLean, VA 22102-1828
B: (703) 356-9540
ronald.vangorder@multifin.com

Executive Committee

Rosemary C. McMahon, EA, CPA
McMahon & Company, P.C.
301 Maple Avenue W, Suite 320
Vienna, VA 22180-4301
B: (703) 272-8840
F: (703) 865-6270
rory@mcmahoncpa.com
www.McMahonCPA.com

Historian

Julie M. Compton, EA
Langley Financial Services, LLC
1055 W Mercury Boulevard
Hampton, VA 23666
B: (757) 838-7561
F: (757) 838-8010
B: jcompton@langleyfcu.org
H: juliecompton@verizon.net

Nominating Committee

To Be Determined

Past Presidents Council

Alexander B. Thomson, EA, CFP
2108 N Military Road
Arlington, VA 22207
B: (703) 524-1595
F: (703) 524-9855
al@thomsonmanagement.com

Technology Committee

Wayne Coughenour, EA
Coughenour & Associates
3781 Westerre Pkwy, STE D
Henrico, VA 23233
B: (804) 740-6742
F: (888) 729-3220
wayne@mytaxpilot.com

VASEA Calendar of Events

Thursday-Friday, August 26-27, 2010

Gear Up 2-Day Business Entities Seminar (16 hours CPE), Fairfax, Virginia

Wednesday-Thursday, October 6-7, 2010

Gear Up 2-Day Business Entities Seminar (16 hours CPE), Dulles, Virginia

Wednesday-Thursday, October 20-21, 2010

Gear Up 2-Day 1040 Seminar (16 hours CPE), Dulles, Virginia

Tuesday, October 26, 2010

IRS/VTAX/VEC Current Tax Issues Seminar (8 hours CPE)
Crowne Plaza Richmond Downtown, Richmond, Virginia

Thursday-Friday, October 28-29, 2010

Gear Up 2-Day 1040 Seminar (16 hours CPE), Roanoke, Virginia

Thursday-Friday, November 4-5, 2010

Gear Up 2-Day 1040 Seminar (16 hours CPE), Virginia Beach, Virginia

Thursday-Friday, November 18-19, 2010

Gear Up 2-Day 1040 Seminar (16 hours CPE), Fredericksburg, Virginia

Tuesday, November 30, 2010

Gear Up Federal Tax Update Seminar (8 hours CPE), Fairfax, Virginia

Thursday-Friday, December 16-17, 2010

Gear Up 2-Day 1040 Seminar (16 hours CPE), Reston, Virginia

Wednesday, June 1, 2011

VASEA Board Meeting, Fredericksburg, Virginia

Thursday-Saturday, June 2-4, 2011

Annual Spring Seminar (22 hours CPE), Fredericksburg, Virginia



2415 Westwood Avenue ~ Richmond, VA 23230

Phone: (804) 340-5225 / (800) 344-8732

Fax: (804) 288-3551

Email: admin@vasea.org

Website: www.vasea.org