

E-SCAN is a regular newsletter distributed electronically as a means of maintaining timely communication of, and encouraging a dialogue on, topics relevant to Chartered Accountants and students of the Nova Scotia Institute. Copies of recent issues can be obtained from the Institute website at www.icans.ns.ca under "Publications" then "E-SCAN."

MERGER DISCUSSIONS DISCONTINUED

As jointly announced by CICA and CMA Canada on March 4, 2005, merger discussions between the two organizations have been discontinued. As stated, there were significant matters raised by members and others that required resolution, which simply could not be resolved. That said, the two organizations will continue to work together on professional matters of mutual interest. Meanwhile, work on the implementation of the profession's Strategic Plan has been ongoing. In particular, fast tracking the development of the new education model will help address the need for more CAs. In addition, work is well underway on branding (*see below*), member relations and public trust initiatives. For information about the Strategic Plan, visit the CICA website (www.cica.ca) or ICANS' website at www.icans.ns.ca.

NOVA SCOTIA FCA HELPS TO RAISE MONEY TO AID ILL CHILDREN & THEIR FAMILIES



Thanks to event chair **Mathew Harris, FCA** (pictured left), and support from generous sponsors, players and celebrities, The Sandra Schmirler Golf Classic East raised \$25,000! Held last Fall at the Fox Harb'r Golf Resort, the event attracted a great crowd including Sandra's husband, Shannon England (pictured at right), who proudly accepted the donation from Mat. The money raised will go directly to The Sandra Schmirler Foundation, which is a non-for-profit organization whose mission is to help families with children challenged by life threatening illnesses.

Passionate about curling and community development, Mat takes great pride in being able to use his expertise to help others. Aside from this event, Mat's leadership has aided Halifax's 1995 Labatt Brier, 2003 Nokia Brier and the 2000 Memorial Cup; the Canadian Cancer Society, Nova Scotia Division; the Nova Scotia Curling Association; and, the Mayflower Curling Club.

CICA GIVES MIXED REVIEWS ON FEDERAL BUDGET

As announced in a press release issued on February 23, 2005, CICA expressed concern at the significant amount of spending the federal government indicates it has committed for future development. In particular, the government announced program spending and tax initiatives of \$49 billion over the next five years. As stated in the CICA release, "Committing to this spending now may restrict flexibility in the future, should economic growth or revenue slow." Moreover, CICA Chair David Hope, FCA, added that, "With the interest meter running at \$95 million a day, paying attention to reducing the federal debt is a way to ensure that the government retains fiscal flexibility for the benefit of future generations." And, while CICA expressed encouragement regarding the government's commitment to reduce the federal debt to 25 percent of GDP by 2014, it cautioned that there still remains a long way to go to reach this target.

In addition, in its release, CICA urged the government to place more emphasis on fulfilling last year's commitment to improve financial management and accountability by increasing the number of professionally accredited comptrollers in government departments, and establishing new corporate governance rules for Crown Corporations. "Improved transparency and accountability will do much to restore public confidence in the government and its administration," said Hope.

For more information on CICA's response to the federal budget, visit www.cica.ca.

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ICANS' SPRING 2005 PD SEMINARS

While you're waiting for ICANS' Spring PD brochure to arrive in the mail later this month (Note: it will also appear in the Professional Development section of the Institute website), here's a sneak preview of session offerings:

Week 1 - May 26th to 29th

Creative Thinking and You
Making Meetings Work
Active Listening
Controllership - The Essentials

Week 2 - May 30th to June 3rd

Assertiveness Skills
"The Need to Know" of Personal Pension Plans
Taxation of Employee Benefits
Financial Statement Presentation & Disclosure
Liabilities of Directors, Officers and Their Professional Advisors - Corporate Governance
Empowering Your Team to Succeed
Environmental Issues — Assess and Minimize Risk

Week 3 - June 8th to 10th

Taking Control: Enhance Your Communication and Manage Your Stress
Performance Review and Management
Making the Right Hire

Retaining Your Best Employees

Week 4 - June 13th to 14th

Unveiling the Retirement Myth
Maximizing Your Team's Effectiveness
Introduction to Business Valuation: A Practical Guide

Internet Based Learning

In addition, the following courses will be offered on a Distance Learning basis between **May 23rd to July 22nd**:

Income Tax Refresher – Personal
Income Tax Refresher – Corporate
CICA Accounting Handbook Refresher
Audit Refresher

If you have any questions, please do not hesitate to contact **Kathie Slaunwhite**, ICANS PD Director, or **Soula Keramaris**, ICANS PD Registrar, at 425-3291 or via email at pdreg@icans.ns.ca.

CA BRANDING UPDATE

Currently, the Task Force is well into Phase III of the CA branding process. As previously communicated, the purpose of this research phase is to gain further input and validation for the Task Force's branding blueprint/tentative diagnosis, which captures key brand-building elements such as a vision, priority target markets, the brand's meaning/essence, the values it carries, the attributes and personality of a CA, etc.

To this end, a series of focus groups have been conducted throughout the country. As outlined in the February *E-SCAN*, participant groups in Atlantic Canada included: members with less than, and more than, 10 years experience; CA students; university students majoring in accounting and business; and, senior executives from small businesses. Note: focus groups featuring executives from large corporations and one comprised of all female members, were held in other regional sectors. In addition to the focus groups, one-on-one interviews are being conducted with various CAs, as well as corporate executives and key target audience representatives.

Once this phase is complete, the Task Force will re-group to discuss the findings and re-engage the member 'change agents' for a progress update and follow up discussion. Still to come: the development of a CA brand positioning strategy; brand strategy implementation plan; and finally, plan implementation. That said, if you have any questions about the development process, please feel free to contact **Joy Barkhouse**, your Atlantic Canada branding rep, at (902) 425-3291 or communication@icans.ns.ca. Thank you!



ATTN: BUSINESS OWNERS & EXECUTIVES — MARK YOUR CALENDARS FOR FACE-TO-FACE 2005

May 29, 30 & 31 at the Pines Resort, Digby, NS

Once again, ICANS – in partnership with NBICA and CICA – is proud to help sponsor this informative conference. Whether your business employs one person or 1000, ProgressCorp's 6th Annual Face-to-Face conference is a 'must attend' event.

Under the theme, '*Growing Profitably*,' the conference will focus on topics that demonstrate not only how to grow a company, but how to grow one profitably! You will have access to 'turnaround' specialists, who will share their success stories and insight into proven strategies. You can also join in 'think tank' sessions designed to inform and energize, and interactive panels and debates that will provide you with the opportunity to ask questions that relate specifically to your company's challenges. In addition, Face-to-Face is a great networking venue, as the delegates are drawn from *Progress* magazine's audience of CEOs, presidents and senior managers.

Registration is \$1,085 with an April 22 'early bird' price of \$875. Your investment includes all meals, sessions, conference materials, special keynote speeches, open-bar receptions and entertainment. Plus, it's guaranteed -- ProgressCorp will refund your full registration fee if you are not completely satisfied with the Face-to-Face conference; just inform them in writing and your conference fee will be refunded!

Note: Accommodations and hotel charges are the responsibility of the registrant. A block of rooms has been reserved at The Pines Resort. For reservations call 1-800-667-4637 and identify yourself as a Face-to-Face conference delegate to receive the low rate. For more information, visit http://www.progresscorp.com/events_f2f_WHY.asp.

HERE AND THERE WITH MEMBERS

Darren Budd, CA, previously with Irving Oil Ltd. in Saint John, NB, is now Senior Manager, Enterprise Risk Services, at Deloitte & Touche LLP in Ottawa, ON.

Nil d'Entremont, CA, VP Finance and CFO, AWARD Wholesale and Retail Distributors Ltd., has been named the company's Interim General Manager following the recent resignation of AWARD's President and CEO, Tom Smith. Nil will serve AWARD in this capacity until a permanent replacement for Mr. Smith has been found.

CAREER OPPORTUNITIES ON THE WEB

Did you know that career postings are added on a weekly basis to the Institute's web site (www.icans.ns.ca)?

Log on for details about the following:

- Executive Director, ICANS** — Halifax, NS
- Controller**—Enfield, NS
- Chartered Accountants**—Western Canada
- Controller**—Halifax, NS
- Director, Fund and Trust Accounting**— Halifax, NS
- Senior Trust/Fund Accountant** — Canada
- Accountant** — Bermuda
- Audit Seniors** — Bermuda
- Fund Accountant** — Bermuda
- Controller** — Dartmouth, NS
- Audit Senior** — Cayman Islands
- Corporate Controls Analyst** — Halifax, NS
- Manager, Financial Analysis** — Central Nova Scotia

Note: Other career opportunities, together with valuable information and guidance on career counseling, etc., can be found at "CA Source," on the CICA web site (www.cica.ca).

ICANS' EXECUTIVE DIRECTOR SEARCH

Wanted: A CA with senior-level experience in the private or public sectors, with a list of accomplishments as impressive as your ability to lead and motivate. You must also be: collaborative and consultative; able to generate results beyond expectations; have a thorough grasp of governance issues; great communication and interpersonal skills; able to promote cooperation; highly organized; plus, enthusiastic with an appreciation for volunteers. In turn, as chief staff officer, you will report to a provincial council, providing advice and direction on strategic and policy matters related to member-based activities such as PD, member services, professional conduct, etc. As the Institute's public persona, you will liaise with the Public Accounting Board of NS, CICA, the Council of Senior Executives, and various community partners and key stakeholders. You will also oversee all Institute operations. For more info, visit 'Careers' at www.icans.ns.ca. Also, resumes can be sent to apply@geraldwalsh.com; fax to (902) 484-6077; or mail to: Gerald Walsh Associates Inc., 1230-1801 Hollis St., Halifax, NS, B3J 3N4 — Reference Project #1249W.

IN THE NEWS

As highly respected business leaders, CAs are often sought for their opinions on a variety of issues. To this end, the following ICANS members responded to a recent media request:

Elaine Sibson, FCA, Partner, PricewaterhouseCoopers LLP, Halifax, NS.

CAs WANTED!!

The *Chronicle Herald* has invited Nova Scotia CAs to be regular participants in its weekly "Business Forum" column, which features responses from business professionals on a variety of topical questions. Our members have been participating in this communication initiative for the past few years and it's proven to be a **great way to showcase CAs** as professional business leaders, and it's also **great publicity for the individual CAs** and their associated companies/organizations. Below are some upcoming questions and deadlines:

When was the last time a business exceeded your expectations? *(**deadline = Mar. 17**)

What problems lead to most business failures? (**deadline = Mar. 24**)

Which is more important: skill or determination? (**deadline = Apr. 7**)

Is money the best motivator? (**deadline = April 14**)

*Note: with each topic, this is the deadline by which the *Herald* must receive your response and photo. Also, any suggestions or alternative questions are gratefully accepted -- contact *Herald* Business Editor, **Steve Proctor** at sproctor@herald.ca or 426-3015. And remember . . . submissions are brief -- **just 100 to 150 words** -- and must be accompanied by a **digital photo of yourself**. And, as the *Herald* sometimes omits the designations of writers, please **incorporate your CA credentials within the body of your response** (e.g. "As a chartered accountant, I've experienced . . ."). Finally, if you are participating as a member of ICANS, please email your response to Joy Barkhouse, ICANS Communication Consultant, at communication@icans.ns.ca, for review. Thank you!

VOLUNTEER OPPORTUNITIES

Volunteer opportunities are posted regularly on the ICANS web site at www.icans.ns.ca under 'Members.' Currently, the following opportunities are available:

Board Members—Opportunity Place Resource Association, Lower Sackville, NS

Review/Audit, Board of Trustees & Building and Renovation Project — Cole Harbor Woodside United Church

Treasurer —St. Paul's United Church, Spryfield, NS

Treasurer — Boys and Girls Club of Nova Scotia

Also, members/students interested in helping the **CCRA's Community Volunteer Income Tax Clinic Program** can contact **Pat Olmstead** at (902) 426-2710, 1-888-281-8875 or via Pat.Olmstead@ccra-adrc.gc.ca. As many of you know, this program provides senior and low-income residents in HRM access to tax clinics.

REMINDERS—IMPORTANT UPCOMING DATES

ICANS High School Scholarship Deadline

April 29, 2005

CFO Leadership Program, Alberta

May 14 - 20, 2005

Face-to-Face Conference, Digby

May 29, 30 & 31, 2005

Annual Meeting & Golf Tournament, Chester

June 6, 2005

CFP Examination

June 11, 2005

UFE

September 13 - 15, 2005

Atlantic Provinces Tax Seminar - Saint Mary's University

October 21 - 22, 2005

Practitioners Forum - Glengarry Inn, Truro

October 28, 2005

CFP Examination

November 19, 2005

Members' Luncheon, Casino Nova Scotia Hotel, Halifax

December 16, 2005

Convocation 2006

February 11, 2006

MORE TO COME

By the end of March 2005, CICA will post a *Guide for Auditors of Registered Electoral District Associations Appointed under the Canada Elections Act*. Watch for more detail in the April 2005 issue of *E-SCAN*.

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