A Message From Our Chapter President

Happy New Year!!

I hope everyone had a wonderful holiday and is looking forward to 2017. Looking back, 2016 was full of opportunities for the IIA and the Sacramento chapter. Our biggest achievement was putting on the District Conference in Napa which was a success and we learned a lot. Thank you to everyone involved in putting on this huge effort! Going forward, we want to continue putting on a conference every two years - - - with our next conference scheduled for 2018. If you want to get involved, then “now” is the time to do so! Contact our conference chair, Gigi Gillen at iiasacramento@gmail.com.

Speaking of volunteers, our chapter volunteers are immensely important in bringing this chapter the level of success that we have achieved. Without everyone’s help from working the front desk, making phone calls, helping out getting speakers, updating the websites and publishing newsletters we cannot do without you.

Volunteering is a very rewarding experience and I recommend it for everyone. Just 5 minutes of your time can help out the chapter in some way. My time with the IIA has only been positive and I have made some good friends along the way.

The IIA has a lot of big plans in the coming years and we need our future leaders to volunteer and help out achieve these goals. So at the next chapter program ask someone, “how can I help?”

Continued on the next page
Speaking of future endeavors; let me point some out both at the National level and here in Sacramento. Nationally, the IIA continues to be the industry leader in providing support to internal auditing. It continues to be the voice of internal auditing in Washington DC which will be very important with a new administration.

The IIA is also committed in giving as much value to its members by providing more educational opportunities that include free Webinars, tools for chapters, IIA specialty centers (such as the American Center for Governmental Auditing), providing great materials for auditors through the research foundation (obtained through the IIA bookstore) and automating the member experience.

All of these initiatives helps out our members. I encourage everyone to check out the IIA National website at https://na.theiia.org/Pages/IIAHome.aspx to learn what is new. I included (see next page) a listing of the recent offerings the IIA is offering nationally. I strongly encourage everyone to get their CIA certification! The CIA Exam Review Course we held this year was very popular.

In Sacramento, we continue to look at new ways and opportunities to provide excellent and affordable education opportunities through our programs and seminars. We will conduct a member survey this year to get your feedback on what programs and seminars you want in the future. Your board and chapter officers are in progress with developing a long-range strategic plan for the chapter. This plan will outline what areas we want to focus on in the coming years. We are looking to publish this plan sometime in 2017.

We are also focusing on improving our Academic Relations team to let our students and future leaders know more about Internal Auditing. If you are interested in connecting with our students, please contact Linus Li at iiasacemanto@gmail.com.

Finally, I hope everyone is refreshed and ready to go in the New Year. There are a lot of Challenges, Opportunities and Risks out there so let’s do some great work and remember that Sacramento Auditors Rock!

All the best . . .

Kevin Shaw
Sacramento Chapter President
## Upcoming National Events

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<tr>
<td>Conference</td>
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<td>Online Seminar</td>
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<tr>
<td>Environmental, Health and Safety Exchange West Coast, San Diego</td>
<td>Emerging Leaders Forum, San Diego</td>
<td>CIA Learning System, Part 1</td>
<td>Data Analysis for Internal Auditors</td>
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<td>Online Seminar</td>
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<td>Audit Report Writing</td>
<td>Fundamentals of Internal Auditing</td>
<td>Assessing Risk: Ensuring Internal Audit’s Value</td>
<td>San Francisco – 8 courses to choose from including COSO Internal Control Certificate</td>
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<td>March 7–10</td>
<td>March 20–22</td>
<td>March 28–31</td>
<td>April 17–20</td>
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<td>Seminar</td>
<td>Conference</td>
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<td>Boston – 7 courses to choose from including Beginning Auditor Tools and Techniques</td>
<td>General Audit Management (GAM), Orlando – The Essential Experience for CAEs</td>
<td>Orlando – 8 courses to choose from including Audit Manager Tools and Techniques</td>
<td>Las Vegas – 5 courses to choose from including Fundamentals of IT Auditing</td>
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<td>Early Registration Savings to Jan. 13</td>
<td>Early Registration Savings to Jan. 14</td>
<td>Early Registration Savings Until Feb. 3</td>
<td>Early Registration Savings Until Feb. 24</td>
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## Calendar of Events

### Institute of Internal Auditors
Sacramento Chapter

### 2016 - 2017 Chapter Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
<th>Topic</th>
<th>Description</th>
<th>Speaker</th>
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<tbody>
<tr>
<td>1/12/2017</td>
<td>Thur</td>
<td>Advanced Excel</td>
<td>All day Seminar</td>
<td>TBD</td>
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<tr>
<td>1/24/2017</td>
<td>Tue</td>
<td>Combatting Fraud</td>
<td>Chapter breakfast meeting with AGA</td>
<td>Bruce Lim, Deputy Director, CA DHCS (held at the Rancho Cordova Holiday Inn)</td>
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<tr>
<td>2/15/2017</td>
<td>Wed</td>
<td>High Impact Audit Findings</td>
<td>All day Seminar</td>
<td>Dave Hancox (VSP HQ2)</td>
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<tr>
<td>2/23/2017</td>
<td>Thur</td>
<td>Continuous Auditing</td>
<td>Chapter breakfast meeting</td>
<td>Andrew Wheatley, CAE, Service-Now</td>
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<td>3/9/2017</td>
<td>Thur</td>
<td>TBD</td>
<td>All day Seminar</td>
<td>TBD</td>
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<tr>
<td>3/21/2017</td>
<td>Tue</td>
<td>3rd Party Risk</td>
<td>Chapter breakfast meeting with ISACA</td>
<td>Weston Nelson, IT Practice Leaser, Moss Adams</td>
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<tr>
<td>4/5/2017</td>
<td>Wed</td>
<td>TBD</td>
<td>All day Seminar</td>
<td>TBD</td>
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<tr>
<td>4/18/2017</td>
<td>Tue</td>
<td>Risk Assessments:Deep Dive</td>
<td>Chapter breakfast meeting</td>
<td>Steven Proctor, CAE, Flextronics</td>
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<td>5/11/2017</td>
<td>Thur</td>
<td>TBD</td>
<td>Chapter breakfast meeting</td>
<td>TBD</td>
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<tr>
<td>5/25/2017</td>
<td>Thur</td>
<td>TBD</td>
<td>All day Seminar</td>
<td>TBD</td>
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https://chapters.theiia.org/sacramento/Events/Pages/default.aspx

For questions or comments, please contact the **VP of Programs** at [IIAsacramento@gmail.com](mailto:IIAsacramento@gmail.com)
3 Must-Have Traits for Career Success in Accounting

What personal traits lead to career success in the world of finance and accounting? Many people think burning the midnight oil is the best way to impress management and advance their careers. Interestingly, most employers don’t agree.

A recent Accountemps survey asked more than 2,200 CFOs what they think are the defining characteristics that lead to professional advancement. Only 7 percent of respondents cited working long hours as a success strategy. Too many hours can lead to a loss of productivity, mistakes and burnout.

So if a 50- or 60-hour workweek is unlikely to put you on the fast track to a promotion, what will? Here are the top three qualities that management prizes, according to our survey, as well as tips for integrating them into your own finance career:

1. **Employee motivation to acquire new skills**

Finance executives want to hire staff who are eager to add to their skill set. This was the top-ranked trait, chosen by 30 percent of survey respondents. Surprised? You shouldn't be. Accounting technology, such as financial reporting in the cloud, is reshaping the industry. Companies can either keep up with the evolution or get left behind, which means they need curious employees who are enthusiastic to stay ahead of the curve.

*Keys to career success: Embrace life-long learning.* Take advantage of all the courses, lectures and brown-bag sessions your employer offers. But don’t stop there. You also should take responsibility for your own professional training, so research your options and submit proposals for continuing education courses and financial certifications. Your commitment to professional development not only helps make you a top-notch accountant, it also makes an impression on your supervisor, who keeps such things in mind when handing out promotions and merit raises.

2. **Excellent interpersonal abilities**

You can be the best data analyst in the finance world and still see your career stalled if you can’t explain what those numbers mean to stakeholders and executives. Additionally, many organizations are shifting toward business models that rely heavily on interdepartmental cooperation, which means you need to know how to interpret complicated technical information and concepts for colleagues who aren’t fluent in finance.

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3 Must-Have Traits for Career Success in Accounting
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 Keys to career success: The accountants who thrive in today's environment are those who possess and demonstrate the following soft skills:

 Listening. When someone is talking to you, make eye contact and pay attention to their words. Similarly, don't multitask during in-person meetings or conference calls.

 Collaboration. Team players go further within a company. Work on building consensus from the group, getting buy-in from colleagues and stepping up to offer assistance.

 Problem solving. Unlike accounting practices, which you learn in school or on the job, problem solving involves creativity that you often must learn on your own. Brainstorm with others to clarify problems, think strategically and create solutions.

 The higher up you go on the org chart, the wider spectrum of people you'll interact with on a regular basis — from entry-level payroll clerks to the president of the board of directors. Your ability to work effectively with them all will determine how far you go in your career.

 3. Ability to adapt easily

 New regulatory legislation, industry-shifting technologies, mergers and other forces are constantly changing the business world. This means employers can’t afford to hire or promote staff members who can’t evolve with the times.

 Keys to career success: Do you fear change or embrace it? Even though different routines and structures are stressful, the finance professional who thrives is the one who demonstrates flexibility. You can aid your career by quickly accepting new workplace or business realities, and then helping others make the transition.

 It’d be nice if career success were like an Excel formula, where you enter certain variables and receive a satisfying sum. The path to professional fulfillment and advancement boils down to employee motivation — to keep learning, collaborating and adapting.

 This article is provided courtesy of Robert Half Management Resources, the premier provider of senior-level accounting, finance and business systems professionals to supplement companies' project and interim staffing needs. The company has more than 145 locations worldwide and offers online job search services at www.roberthalfmr.com. Follow our blog at blog.roberthalfmr.com.
The City of Oakland (California) is Hiring

The Office of the City Auditor (Oakland, California) has 2 open positions.

◊ **Audit Manager:** The successful candidate will assist in managing a variety of performance audits as well as manage the City’s fraud, waste and abuse hotline. *A professional certification is required for this position.*

◊ **Entry-Level Performance Auditor:** The successful candidate will have an undergraduate degree in Accounting, Business, Economics, Finance, Government, International Relations or Business, Physical or Computer Science, Math, Public Policy or other similar degrees. Liberal Arts majors are encouraged to apply. *The successful candidate must commit to work towards achieving a professional certification within 2 years.*

The City Auditor’s Office is located on the 4th floor of Oakland City Hall, which is directly across from Oakland City Center.

The Capitol Corridor to Richmond BART station into Oakland is one commute option. Capitol Corridor and Richmond BART share the same station; and BART delivers you directly to the doorstep of City Hall.

**For Additional Information, send inquiries to:**

[CityAuditor@oaklandnet.com](mailto:CityAuditor@oaklandnet.com)
November 15, 2016

Junior Achievement of Sacramento and the thousands of local JA students would like to thank:

Sacramento Chapter Institute of Internal Auditors:

Thank you for your $1,000 Bronze sponsorship for our 2016 Crazy Bowl fundraiser to provide economic empowerment programs to K-12th grade youth. JA programs enable community volunteers to share their experiences with students to show them what it takes to be successful.

We remain grateful for your gift and look forward to your continued partnership to empower the next generation to dream big!

For more information on Junior Achievement of Sacramento’s mission and programs, please visit www.jasac.org.

Many thanks,

Susan Nelson
President
The IIA Sacramento Chapter has renewed its partnership with Gleim Publications to ensure your success on the CIA exam! Working together, we will provide you the necessary study tools to prepare for this difficult exam.

Gleim provides an extensive self-study course for the CIA exam. Our most successful candidates use the Gleim CIA Review System with Gleim Online. This system combines Review Books, Test Prep software, Test Prep for Windows Mobile, audio reviews, Gleim Online and a Personal Counselor (a real live person!) to maximize your available study time. Because Gleim identifies and focuses on your weak areas, you will not spend any more time preparing than is necessary to guarantee success. The CMA Review System with Gleim Online GUARANTEES that you will pass each exam part the first time. We are here to save you time and money. Gleim has been helping CIA candidates pass the CIA Exam since 1980.

As a member of the chapter, you are eligible for 20% off all Gleim’s CIA Review materials, as well as Gleim CPE. To take advantage of the reduced prices, please see order form or contact our chapter representative, Melissa Leonard.

- By phone: (800) 874-5346, Ext. 131
- By email: melissa.leonard@gleim.com
- By fax: (888) 375-6940, attn: Melissa Leonard

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**TAKE THE LEAD. BECOME A CERTIFIED INTERNAL AUDITOR.**

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- **New!** Study on-the-go with mobile optimized online study tools.


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New 3-Part Classes Coming This Fall!

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