

Greater Pittsburgh Chapter

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The ACFE is the professional organization for fraud examiners. The mission of the ACFE is to reduce the incidence of fraud and white-collar crime, and to assist the membership in its detection and deterrence.



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Officer Meeting Highlights

The Chapter officers met on July 29, 2007 to plan for the new year. The first order of business was to certify the election results from June and install the new Chapter officers. Joining the officers is Shelly Bias as Secretary. Craig Workman will again be Education Director. As a result of the rising costs of the monthly lunch meetings, the price of the lunch meeting will be raised to \$20 for Chapter members and Associates, and \$30 for non-members. The annual and biannual membership price will not increase. The Chapter will actively pursue an evening program and has invited a top-notch speaker. Further details will be provided to the Chapter once arrangements are completed. Sponsorship of the Chapter is encouraged and the Chapter will make a push to secure more Chapter sponsors. Sponsorship of the Chapter is currently \$100 per year. We currently have two sponsors. There will be a push to encourage more members to become involved with Chapter committees. There are currently five committees, including Newsletter, Networking, Membership, Education, and Website. The Chapter is also considering ways in which it can support Fraud Education within the Chapter and also with local education institutions. The Chapter officers will meet again to discuss additional agenda items and how to better meet the needs of the membership.

Committees

Membership
Kelvin Pier

Newsletter
Craig Workman

Networking
James Fellin

Education
Craig Workman

Website
John Elliott

Please contact a committee chair with ideas, or to help on committee activities.

Upcoming Chapter Events

August 8, 2007

Kevin Donovan
Interview Techniques for
Fraud and/or Criminal
Suspects

September 12, 2007

Kirk French
Stock Option Backdating

October 10, 2007

Robert Cameron
Arson and Vehicle Theft

November 2007

Perry Minnus
Topic to be announced

August 8, 2007 Presentation

Interview Techniques for Fraud and/or Criminal Suspects DEA Special Agent Kevin Michael Donnelly

Special Agent Kevin Michael Donnelly, a former police officer from Bristol, Pennsylvania, has been employed with the United States Drug Enforcement Administration for the past twenty-four years serving as a Special Agent and as a Supervisor in New York, New York, Camden, New Jersey, Philadelphia, Pennsylvania and Washington, D.C. He served three years as an Inspector in DEA's Northeast Office of Professional Responsibility and one year as a Senior Inspector at DEA's Office of Professional Responsibility in Washington, D.C. directing and managing numerous internal affairs investigations regarding both criminal and administrative matters.

Agent Donnelly is presently one of two of DEA's Deciding Officials, responsible for administering DEA's discipline policy, performance standards and medical standards for over 10,000 federal employees. He has participated and read hundreds of internal affairs investigations and has testified on numerous occasions regarding his decisions in those investigations. He regularly instructs at DEA's Training Academy in Quantico, VA.

Agent Donnelly is a 1978 graduate of LaSalle College in Philadelphia Pa and in 1983, received his Masters Degree in Human Organizational Science, from Villanova University. Agent Donnelly also plays the bagpipes with DEA's Black and Gold Pipes and Drums.

Please join us for this interesting and relevant presentation

Registration: 11:45 AM to 12:00 Noon

Presentation: 12:00 Noon to 1:00 PM

Place: Tambelinni's Restaurant
139 7th Street
Pittsburgh PA 15222

**Cost: Members & Associates of the Pittsburgh Chapter: \$20
All others: \$30**

CPE: Qualifies for 1 credit hour of continuing professional education.

Attendance certificates will be provided.

RSVP: to Georgene Fink via: georgene.fink@hminsurancegroup.com

Or Phone: 412-544-1124

Thirteen Networking Mistakes

by Dan Woog, Monster Contributing Writer
From Monster.com

You wouldn't wear jeans to a job interview, but do you pay as much attention to job-hunting etiquette when networking? If you're approaching potential contacts in an offhand way, you may be putting them off entirely. Learn what the most common networking mistakes are so you don't have to make them.

Waiting

Many people start networking only after they've lost their jobs. Effective networking means creating contacts and relationships while you're still employed.

Being Clueless

If you're heading to a networking event, make sure you know why you're going. Do you want a job? If so, are you seeking something specific, or will anything do? Are you looking for contacts or a mentor to provide guidance? As soon as someone starts talking with you, you have to hold up your end of the conversation. If you don't know what you want, you can't do that.

Being Unprepared

Thinking you know what you want is not the same as knowing it. Treat networking the same way you would an appearance at Carnegie Hall. Practice your pitch as well as your answers to questions about your career goals that might arise.

Forgetting Business Cards

There is nothing more embarrassing than establishing a good relationship with someone, extracting a pledge of help and then searching around for a cocktail napkin to write on. While you're at it, spend a few extra bucks to print professional-looking cards on good-quality paper.

Using a Silly-Sounding Email Name

Sure, your friends know you as "SexyMama4U" or "TimeForHemp," but when looking for work, stick to a serious email address, such as your real name.

Being Pompous

While you're networking, you need to listen to what everyone else is saying. People help by offering advice. They are not interested in hearing how much you already know.

Monopolizing Someone's Time

At a networking event, everyone wants to mingle. And if you're networking over the phone or by email, understand that the person you're speaking with has a life that extends beyond you.

Dressing Down

Look sharp at networking events. Mind your manners, shake hands firmly, stand up straight, make eye contact and show respect in any way you can. A networking event can be a dress rehearsal for a job interview, but no one will help you get your foot in the door if you give the

impression that you'll slouch through it once it's open.

Being a Wallflower

Men and women with contacts and power meet many people; they remember only those who stand out from the crowd. Be assertive, and act like a leader. But don't go overboard. You want to convey self-assurance, not obnoxiousness.

Being Passive

If someone says, "Sorry, we don't have anything right now," take a minute or two to ask follow-up questions: "Well, what's the outlook for future possibilities? Do you know anyone else in the industry that might have something? Any thoughts on what my next step should be?" Persistence shows true interest on your part and may help the person you're networking with come up with ideas he might otherwise overlook.

Lying

It's tempting to say "So-and-So gave me your name, and told me to call." It might even get you a meeting. But eventually Such-and-Such will learn that So-and-So did not tell you to call. And you'll have burned not one, but two bridges.

Treating Your Networking Relationships as Short-Term Flings

No one likes to be used. Follow up every conversation with a thank-you note, email or call. Let your contact know whether his suggestions panned out or not. When your job search ends -- for whatever reason -- inform the person who has helped you. You may think your networking is over, but your paths may cross again.

Forgetting Where You Came From

Anyone who has ever networked, whether successfully or not, owes an obligation to all those who will network in the future. Return the favor and help someone else.

Interesting Information:

Diane A. Matthews, Ph.D., CPA, CFE

Happy 5th Birthday to the President's Corporate Fraud Task Force

George W created the Corporate Fraud Task Force to restore public and investor confidence in America's corporations following a wave of major corporate scandals. How have they done in their five years of existence? Actually, they have yielded what they call "remarkable" results with 1,236 total corporate fraud convictions, including:

- 214 CEOs and Presidents
- 53 CFOs
- 23 Corporate Counsels
- 129 VPs

The charges brought over the five years have included securities fraud, insider trading, market manipulation, obstruction of justice, false statements, stock option backdating, conspiracy, money laundering, wire fraud, and violations of the Foreign Corrupt Practices Act.

In addition to convictions, more than \$1 billion dollars in fraud-related forfeitures have been distributed to victims of corporate fraud. Another major advancement is that the Task Force has increased cooperation among federal agencies—sharing information with prosecutors and others is a major accomplishment.

DOJ. (2007, July 17). *Fact sheet: President's Corporate Fraud Task Force marks five years of ensuring corporate integrity*. Retrieved July 26, 2007 from http://www.usdoj.gov/opa/pr/2007/July/07_odag_507.html

Cleveland Anti-Fraud Seminar

SPECIALIST/ADVANCED: ADVANCED COMPUTER-AIDED FRAUD PREVENTION & DETECTION

This two-day, instructor-led course will explore computer-aided search strategies that are effective when trying to deter and detect fraud. You will learn how to test allegations and support ongoing cases, expand a fraud examination and conduct “proactive” fraud tests.

Advanced Computer-Aided Fraud Prevention and Detection also will teach you about fraud detection methodology — how to match indicators to schemes using a variety of database queries. Technical issues also will be addressed such as computer-aided data analysis software and specific computer-aided fraud tests. Expand your skills with this advanced course.

FEES

ACFE Members: \$695

Non-Members: \$795

Register early to SAVE an additional \$95!

CREDITS

CPE: 16 hours

COURSE LEVEL

Advanced

PREREQUISITE

Highly developed understanding of fraud investigations and use of computers.

WHAT YOU WILL LEARN

- “Ten Stages” in complex fraud examinations
- Computer fraud detection methodology
- Computer-aided search strategies
- “Proactive” methods of fraud deterrence
- Data analysis techniques

SPEAKERS

[Michael Kramer, J.D., CFE](#)

*Kramer & Associates
Fairfax Station, VA*

[Conan C. Albrecht](#)

*Assistant Professor and Rollins Fellow
Brigham Young University*

For more information call 1-800-245-3321

Or to register online, visit www.acfe.com

We look forward to seeing you at future Chapter Events!

