The Bulletin

East Bay Association of Enrolled Agents

A Chapter of the California Society of Enrolled Agents
Affiliated with the National Association of Enrolled Agents

January 2013

NEXT MEETING Wed, January 16, 2013

Place: DUBLIN Holiday Inn (ex-Radisson)
dubrm/hoteldetail#Directions), or take BART!

4:30 Board Meeting
6:15 Networking
6:45 Dinner Buffet
7:30 Program: “International”

Cost: $35.00 with reservation by Friday January 11
$45.00 with reservation after deadline

Sign up online at:
https://www.123signup.com/calendar?Org=ebaea
(please print out your confirmation to ensure that you
clicked all the right buttons to register) Questions: email
ebaea@ebaea.org (preferred) or call 800-617-1040.

PRESIDENT’S MESSAGE
by Andrew Rogers, EA

Here are a few thoughts about advertising and
‘client getting’ inspired by an online discussion started
by Mark Bole, EA.

Mark asked in reference “To Yelp or not to
Yelp” in an email exchange, if you spend money on ads,
do you need a live phone answering service? The
thought is if a customer gets voice mail, they’ll just
move further down the list of ads to the next one.

Is there a tax question that doesn’t produce the
response, “it depends?”

In this case, if you have a simple (and relatively
cheap) ad, and it appears among others, as in a phone
book or an on-line listing service, there is nothing to dif-
ferentiate you from ‘all the rest.’ In this case, I’d say
yes, you DO need a live answering service to distinguish
you from every other service who does not answer their
phones live. Although this would not be a guarantee of
‘capturing’ those clients who pass by, by differentiating
your service, you’re more likely to stand out, trying to
make the best use of your advertisement.

A business decision about advertising effective-
ness and ‘cost per client’ must be made. Yes, if I spend
$1,000 to acquire each new client, I’d probably have a
lot of clients, but I wouldn’t have a lot of money. If
you’re an enrolled agent, I expect most of your tax work
does not bill $1,000+year/client.

The $1,000 answer is hiring a full time (24
hour?) receptionist who sits waiting for the phone to
ring. Is there a way to have your phone staffed only
when it rings? You might pay a bit more per call, but
you could quantify the cost per client more easily. I flirt-
ed with the idea presented by Tim Ferriss in The 4-Hour
Workweek of outsourcing some of my tasks, and he
suggests several Indian companies in his book. I tried
faxing time cards to India to have someone else compute
hours for payroll, but we could never get the system to
work efficiently.

January Topic: “International Tax Issues
for US Taxpayers”

Speaker: Carlos Zepeda, IRS
by Irene Moore, EA Program Chair

Carlos Zepeda is a Senior Policy Analyst with
the Large Business and International Division (LB&I) of
the IRS. He provides technical advice and program sup-
port on matters related to international individual com-
pliance, including the special tax rules for U.S. citizens
and resident aliens living and/or working abroad, nonres-
ident aliens with U.S. filing requirements, and expatri-
ates who have renounced their U.S. citizenship or ended
their U.S. long-term permanent resident status.

Carlos began his IRS career in 1983 as a revenue
agent in Sacramento, California. Prior to joining LB&I,
he held various management positions within the IRS,
including Revenue Agent Group Manager, Acting Chief
of the former DORA, and Territory Manager for SPEC.
Carlos is a graduate of CSU Sacramento.
Tim suggests Golden Rule #1 of outsourcing (page 123) is delegated tasks ‘must be both time-consumming and well-defined.’ Answering phones for my business is time-consuming, and I generally do a very poor job of it. Answering phones is not well-defined. It is possible to create a script, but you may find the voice mail system to be more cost effective.

Hiring staff to answer the phone is expensive; I tried this too. I also gave those people other tasks to leverage their cost, but much like me, if they were distracted by the phone, they found it hard to concentrate on something that is billable to a client. If I had several tax preparers who were not answering phones to pool the cost of a receptionist, it might make better economic sense. I have to admit, I haven’t tried this, but I can see several successful practices which operate this way. Theoretically, you could pool resources using the internet somehow.

As to the advertising itself, I’ve used Google AdWords for my books on Amazon, and I tried it for seminars. CSEA did some trials of AdWords and Facebook: cost per view was lower with FaceBook, but I don’t know the ‘quality’ of the visitors, by which I mean: did they “buy?” Or in our case, would they become clients?

Google’s selling points are the ability to track results and the ability to narrow advertising appearances to searches from within your state, county, or even your city. It also tracks ‘clicks’ on your ad to see when it is working. With more programming skill than I possess, you can track where those visitors go on your website. This of course presumes you have a web site, and there’s something on it worth clicking on.

Consultants of online services recommend having ‘valuable information’ on your website only accessible by giving up an email address, helping you to develop a mailing list. Again, this presumes you have something to send to your mailing list once you’ve acquired one. We call this ‘back of the room sales’ in the seminar business – if you’ve got someone to sit through a seminar, you lever that attention by selling them something on the way out, a book, a service, another seminar. Having ‘valuable information’ is more tricky in the tax business, as the rules are public information and freely available. If you have some sort of ‘proprietary information’ you start looking like you’re selling tax-shelters.

Speaking to business owners and or bookkeepers is good marketing (not sales) if you can give them exactly the information they need to do their jobs better. This requires patience. It took a year or so for me to start seeing results from presentations I have done.

Part of the community service aspect for me is market ‘positioning’ (also a book by Al Ries and Jack Trout). It casts me as a knowledgeable and trusted advisor from the local community, not as someone who has paid for advertising because I don’t have any clients.

There is something to be said for the ‘immediate gratification’ of the phone being answered. If you’re a taxpayer who has been bad, you want immediate gratification and the feeling of progress by talking to a ‘real tax professional’ to get the process started. Do you want those clients? My experience is they also want immediate tax returns, and once they have the feeling of progress, they fail to deliver the information I need to prepare the returns. I prefer they keep on going down the listings to “H &…”, “Lib…” or “Jac…” in the phone book/listing.

I’ve tried many different versions of my business, and many different ways of finding clients over the years to greater or lesser success. My advice is to go free and local, not paid and on-line, and to pool resources and share a receptionist.

**WE NEED YOUR HELP**

The nominating committee is looking for members who are willing to give a few hours a month to help govern East Bay chapter. No prior experience is necessary; only a desire to give back and help our profession grow. East Bay has a tradition of reaching out to our members and providing the best professional benefits around. We can only do that with your help. If you would like to serve on the Board of Directors or nominate someone else for office please contact a member of our nominating committee. The committee is: Patty Pringle, EA, Andy Rogers, EA, and Linda Koziol, EA. Patty can be reached at: 510-912-1682 or epattypringle@sbcglobal.net.

**CSEA JIM STERN LEGISLATIVE DAY**

Friday January 11, 8am - 3:45pm
at the State Capitol in Sacramento
Cost $75

This CSEA Members-only annual event will begin with presentations from various leaders and experts who will explain legislative issues impacting tax professionals and taxpayers as well as tips and techniques EAs can use during their visits with legislative offices later that day. CSEA will coordinate appointments with representatives from both Senate and Assembly offices for each participant who registers to attend.

These visits give Members the opportunity to introduce themselves, explain what EAs do, discuss any legislative concerns and lobby for CSEA’s positions, and offer themselves as a resource to policymakers as tax experts.

The day will conclude with a wrap-up where participants will share what they learned during their legislative visits and plan any follow-up that needs to occur. This is a prestigious and interesting event you will not want to miss. Register online at

https://webportal.csea.org/Events/CalendarEventsListView.aspx
CSEA BOARD and COMMITTEE MEETINGS
January 12-13, 8am Saturday - 3pm-ish Sunday
Hyatt Regency, 1209 L Street, Sacramento
There is a member dinner Saturday at 7 pm for $50 each and you must pre-register, email dnogle@csea.org for more information and a registration sheet, or online: https://webportal.csea.org/Events/CalendarEventsListView.aspx

CSEA POLITICAL ACTION COMMITTEE
by Lonnie Gary, EA
The CSEA PAC is a nonpartisan general purpose political action committee which is funded through voluntary member contributions. The PAC supports candidates for statewide office who promote legislation favorable to Enrolled Agents and taxpayers.

The CSEA PAC announced the launch of “Club Levels” to recognize Members for their contributions. The contribution levels are:
- Governor Level $300
- Senate Level $200
- Assembly Level $100
- District Level $ 50
- Constituent Level $ 5

Members who contribute to any level will receive a new lapel pin. Members who contribute to any of the “Elite Levels” (District, Assembly, Senate or Governor) also receive a lanyard/badge that corresponds to their level of support.

On September 21st, “Elite Level” contributors were treated to a PAC reception in Sacramento following the State Tax Liaison Meeting. Attendees networked with special guest Jim Nielsen, Vice Chair of the Assembly Budget Committee, and a member of the Appropriations, Veterans Affairs, and Rules Committees.

If you missed the September PAC event, you’ll have another opportunity in January in conjunction with Jim Stern Legislative Day. It’s easy to contribute to the CSEA PAC. Click here to make a contribution online.

DINNER MEETING CE INFORMATION
- IRS Program Number: WZA09-T-00243-12-I
- Qualifies for 1 Hour Federal Tax Law Update
- CTEC Course # 1001-CE-7260 Federal 1 Hour
- Enrolled Agents – NAEA/CSEA 1 Hour
- Target Audience: Enrolled Agents, Attorneys, CPAs, Unenrolled Preparers
- Learning Level: Level 2 (Intended to expand the working knowledge of the practitioner and exposes them to specialized areas of taxation and tax management. This level explores the details about more unusual tax situations or consequences and gives the practitioner the tools to assist clients in these areas).

EBAEA EMAIL LISTS
EBAEA sends news to Members via two one-way (send-only) email distribution lists. Subscription is free and completely voluntary, and you can subscribe or unsubscribe to either list any time you wish. For more information and to manage your subscription, visit: http://ebaea.org/cgi-bin/dada/mail.cgi

BULLETIN ADVERTISING POLICY
by Duncan Sandiland, Bulletin Editor
To encourage more Members to use the Bulletin to fill their needs, we present the Bulletin advertising policy:
1) All Bulletin notices are run for a maximum of three months. If you wish to run a notice for a longer period, you must resubmit the notice.
2) Maximum notice size is 1.5 column inches. This equals a space one and one-half inches high by one column (3.5 inches) wide. The standard Bulletin font is Times New Roman 11 point.
3) The Bulletin Editor reserves the right to edit any notice for style, content and length.
4) All notices must be submitted (and payment received) by the 25th of the month prior to initial publication. Send the desired text to: bulletin@ebaea.org
5) Member notices seeking or offering employment, clients or EA-practice-related matters are run at no charge as a Member benefit. This includes an ad run by a firm which employs a Member. Member notices offering other services or products, and all non-Member notices are run at the standard fee of $150 for the three-month insertion. The Bulletin Editor reserves the right to modify or reject any notice which, in the sole opinion of the Editor, violates any of the principles of EBAEA.

COPIER/SCANNER FOR SALE
Canon Image Runner 2800 digital copier, perfect condition. Sorts, feeds, and staples. $850. Ethernet port, network printer and scanner. Superior to desktop scanners. Also has fax board. 22” W X 26 ¼” D X 43” high. Scanner setup will need to be done by IT guy, 1 hr. service call. Prints to all OS, scans to all except Win 7 64-bit. OK for 32-bit. Contact Phil at 510-530-1174.

HELP AVAILABLE
EA candidate (currently CTEC) seeks seasonal or year-round tax prep position. MBA with systems analyst and technical writer background has strong interviewing, research, analysis, writing and presentation skills and can provide help with business plans, proposals, marketing communications and web site content to your clients with those needs. Experience with UltraTax and QuickBooks, some exposure to Lacerte, strong MS Office and other software skills. Prefer Walnut Creek area but can commute. Contact Pat at (925) 998-5725.
HELP WANTED
Small San Ramon CPA tax practice is seeking a first or second year EA (or candidate) to input (mostly) individual tax returns mid-January through mid-April. It is hoped that the EA filling this position will return seasonally for about a 3 year period. The CPA will help the right EA learn tax code application as well as assisting in the growth of their own practice in exchange for their diligence and determination. Compensation is commensurate with ability. Please email cover letter and resume to dave@deponceau.com.

HELP WANTED
Busy Pleasanton office looking for an EA or licensed tax professional with several years experience in tax and Lacerte. Please send a cover letter and resume with references to info@cataxservices.com.

HELP WANTED
Senior Tax Preparer (EA or CPA) and Tax Preparer (EA or CRTP) for Hayward, CA tax office. Candidate must be capable of completing accurate, timely client tax returns using Lacerte Tax Software. Must be reliable, responsible and detail oriented. Five to ten years of verifiable experience as an EA, CPA or CRTP required. Send a detailed cover letter outlining experience and a resume with at least three professional references to Kim Kastl, EA at personnel@yoursecuretaxes.com. Complete job descriptions at www.yoursecuretaxes.com.

Email-only Group as needed
Send an email to halloftaxes@gmail.com
Peggy Hall EA (925) 388-1040

MEMBERS SPEAK
For EBAEA members to list speaking engagements next month, please email details to Andy@TaxBuddha.com

Jan 8: “Basic Payroll” in San Francisco, 9am-3pm, Andy Rogers, Andy@TaxBuddha.com

Jan 19: “Intermediate S Corporations”, 9am-1pm, Andy Rogers, Andy@TaxBuddha.com

Feb 5: “Basic Payroll” in San Francisco, 9am-3pm, Michelle Zimmerman

Feb 27: “Basic Payroll” in Oakland, 9am-3pm, Don Wayne

CALENDAR OF EVENTS

January 2013
11 Jim Stern Legislative Day
@ Capitol, Sacramento
12-13 CSEA Board/Committee meetings
@ Hyatt Regency, Sacramento
16 EBAEA Dinner Meeting: “International Tax”
@ Holiday Inn, Dublin

February 2013
20 EBAEA Dinner Meeting: “CA Tax Panel”
@ Holiday Inn, Dublin
28 CSEA Super Seminar discount deadline

March 2013
20 EBAEA Dinner Meeting: “IRS Tax Panel”
@ Holiday Inn, Oakland

HMMMMM...

The Congressional Budget Office released a projection on 8/22/12 that the country’s total debt will increase from $16.1 trillion as of 9/30/12 to $20.7 trillion as of 9/30/22. This projection assumed that then-current laws will continue as written. When CBO recalculated our projected national debt using an “Alternative Fiscal Scenario” that assumes the Bush Tax Cuts are extended indefinitely, Medicare payments to doctors are not reduced and the “sequestration” spending cuts are delayed indefinitely, (Ed. – essentially the “fiscal cliff” deal) the country’s total debt will increase from $16.1 trillion as of 9/30/12 to $28.4 trillion as of 9/30/22. (CBO)
HUMOR

An elderly woman and her little grandson, his face sprinkled with bright freckles, spent the day at the zoo. Lots of children were waiting in line to get their cheeks painted by a local artist who was decorating them with tiger paws. “You’ve got so many freckles, there’s no place to paint,” a girl in the line said to the boy. Embarrassed, the little boy dropped his head. His grandmother knelt down next to him. “I love your freckles. When I was a little girl I always wanted freckles,” she said, while tracing her finger across the child’s cheek. “Freckles are beautiful.” The boy looked up, “Really?” “Of course,” said the grandmother. “Why, just name me one thing that’s prettier than freckles.” The little boy thought for a moment, peered intensely into his grandma’s face, and softly whispered, “Wrinkles.”

Wife: Do you want dinner, dear?
Husband: Sure! What are my choices?
Wife: Yes and no.

Three boys are in the schoolyard bragging about how great their fathers are. The first one says: “Well, my father runs the fastest. He can fire an arrow, and start to run, I tell you, he gets there before the arrow”. The second one says: “Ha! You think that’s fast! My father is a hunter. He can shoot his gun and be there before the bullet”. The third one listens to the other two and shakes his head. He then says: “You two know nothing about fast. My father works for the government. He stops working at 4:30 and he is home by 3:45!”

When NASA first started sending up astronauts, they quickly discovered that ballpoint pens would not work in zero gravity. To combat the problem, NASA scientists spent a decade and $12 billion to develop a pen that writes in zero gravity, upside down, underwater, on almost any surface including glass and at temperatures ranging from below freezing to 300 C. The Russians used a pencil.
Intermediate 1120S
Solving S Corp Problems

- Solving Basis Issues including “The Golden Rule”
- How to Create a Balance Sheet, L, M-1 and M-2
- Section 351 Tax Free Conversions
- Reasonable Wages and Possibilities for Correcting after the Fact
- Auto Expenses and Health Insurance: reporting the correct way, and how to fix them
- Excess Distribution Solutions
- What Treasury Decision from 2008 should make you happy
- The latest court cases and how they affect how you advise your clients

After this “flashlight with batteries” session, you should be able to quickly solve the most common problems encountered with “S” Corporation returns and accurately file a Form 1120S, even if your client has made a mess of things.
You will also know what to tell your clients now to get them to make your life easier next year and reduce the likelihood of future problems.

A seminar for Enrolled Agents and RTRP
IRS Program Number VKV6U-T-00001-13-I
The class level is intermediate.

CLASS SIZE IS LIMITED
Sign Up Now to Reserve Your Place

Class Date and Location:
Class is 9 am – 1 pm, Four Hours Federal Tax Issues CPE
Saturday February 23, 2013, 1516 Oak St, Suite 109, Alameda, CA (or maybe Lafayette)

Fee Schedule:
Class Fee $225
(Discount to $175 for NAEA/CSEA members)

“This is the best class on S Corps I’ve ever been to, and I’ve been to a lot”
“Superb seminar today - what I learned will be worth a lot of $ to my clients”
“Excellent, Exceeded Expectations”

To Reserve your Place, Contact:
Andrew S Rogers, E.A.
Tax Buddha
E Andy@TaxBuddha.com, P (510) 332-0401, F (925) 478-2726

“We have entered into an agreement with the Office of Professional Responsibility, Internal Revenue Service, to meet the requirements of 31 Code of Federal Regulations, Section 10.6(g), covering maintenance of attendance records, retention of program outlines, qualifications of instructors and length of class hours. This agreement does not constitute an endorsement by the Office of Professional Responsibility as to the quality of the program or its contribution to the professional competence of the enrolled individual.” Sponsor Number VKV6U

Refund Policy: Request for refund must be postmarked ten days before scheduled class. All refunds subject to a service charge of $15
How Can Social Media Benefit CPA/EAs?

By Mary Geong, CPA, EA

Dec. 1, 2012

Social media is a rapidly growing part of our culture. Everywhere we turn, we’re invited to join the conversation. So how can CPA/EAs use this powerful medium to enhance their practices and professional lives?

Have you considered using Facebook, Twitter, LinkedIn and other social media tools to promote your accounting firm? Up until recent years, CPA/EAs seemed to be wary of using social media for their accounting firms, preferring to use social networks only for professional networking and not for business communications. This fear was due to company concerns about keeping a trustworthy image and dealing with sensitive information.

Here are some tips that can help you overcome that fear and succeed with social media for your accounting practice:

*Keep your personal and business accounts separate.* While your friends and family may love to see that picture of your dog wearing a cute sweater, your customers will not. Keep personal details limited to your personal account only. This increases your credibility.

*Provide information from other sources.* While the point of a social media site for a business is to promote your services, customers appreciate getting tips and suggestions from other sources, too. If you see a helpful financial article, post the link with a few words on why you think it’s valuable. You want to establish yourself as the trusted, reliable, knowledgeable adviser your clients go to when they need financial guidance.

*Use proper grammar and spelling.* The internet has singlehandedly destroyed many rules of proper speech online, but your customers will appreciate that you are above trendy, internet jargon. Compose all of your status updates, tweets and other online messages with proper grammar.

*Have profiles on the site that suit you best.* Although LinkedIn is seen as more for professionals than Twitter and Facebook, comparing the three is like apples and oranges. LinkedIn is mostly for professional contacts and companies, while Facebook and Twitter tend to be less business oriented in comparison. Each social media site has its strengths and offers a different set of tools for you to work with. Twitter, for example, is a wonderful tool to drive traffic to your blog. The content on your blog then attracts new clients—as you’ve shown yourself to be knowledgeable, credible, and positioned yourself as a leading authority.

*Caution:* You must use good sense on social media sites. Use the same good sense you would use at a live town meeting or reception. You would not say anything that could be harmful to others, or anything that could come back to bite you. This means that, no matter what the social media site’s stated privacy controls are, you assume everything you post tweet or post online—and we mean everything—is available to everyone.
Now that we have provided the warning, let’s look at the benefits as well as what you might be losing to other CPA/EAs if they’re participating and you’re not. We’ll do this by taking an imaginary scenario:

Charles is looking for a new CPA/EA to do the accounting for his business. His friend Emily provides him with the names of three CPA/EAs.

Charles is active on LinkedIn, so he goes online to check out the three names. He can’t find the first person, and the second person has no headshot and just the minimum listing. But the third person has a robust LinkedIn profile. This robust profile includes recommendations from the CPA’s clients—recommendations that mention specific things the CPA/EA have done for her clients. Which person is Charles most likely to contact?

While different personalities gravitate to different social media sites, LinkedIn is very important for CPA/EAs because it’s designed as a professional social media site. Learning to be effective on LinkedIn is not a one-time effort. You start by filling out your LinkedIn profile as completely as possible. It’s recommended you include a good headshot of yourself. Search for people you know who are already on LinkedIn, and send invite requests. At the same time, you can request recommendations from people on LinkedIn whom you think will give you a good recommendation. Of course, provide recommendations for those people on LinkedIn you know.

And when you are comfortable in this new world of online relationship building via LinkedIn, you can venture out to Twitter, YouTube or Facebook.

Even state tax agencies are using social media. The Franchise Tax Board (FTB) has a presence on Twitter, Facebook and YouTube to share information regarding the state income tax filing season. Three instructional YouTube videos highlight the ease of using CalFile, ReadyReturn and the FTB’s recently updated Access Your Account feature. California Tax Tips offer tips.
Northland College principal John Tapene has offered the following words from a judge who regularly deals with youth.

“Always we hear the cry from teenagers, ‘What can we do, where can we go?’ My answer is, go home, mow the lawn, wash the windows, learn to cook, build a raft, get a job, visit the sick, study your lessons, and after you’ve finished, read a book.

“Your town does not owe you recreational facilities and your parents do not owe you fun. The world does not owe you a living, you owe the world something. You owe it your time, energy and talent so that no one will be at war, in poverty or sick and lonely again. In other words, grow up, stop being a cry baby, get out of your dream world and develop a backbone, not a wishbone. Start behaving like a responsible person.

“You are important, and you are needed. It’s too late to sit around and wait for somebody to do something someday. Someday is now and that somebody is you.”

Editor’s note: This has been floating around the internet this year. Quick internet research shows that the judge mentioned wrote this in 1959, and the principal published it in a 2010 school newsletter. This article has been on the Editor’s refrigerator for some time. Sadly, it appears to have made little impact on his three teenagers. “The more things change, the more they stay the same.”
Are You Thinking Of Running for NAEA’s Affiliate Council?

Want to help strengthen NAEA’s state affiliates? Want to be more involved with achieving NAEA’s strategic goals? If so, consider running for the Affiliate Council – it’s a great way to make a difference!

What is the Affiliate Council?
The Affiliate Council operates under the guidance of NAEA’s Board of Directors and is comprised of six state affiliate leaders elected by the NAEA state affiliate presidents. The Council works very closely with NAEA staff and leadership to achieve meet the charges outlined by the NAEA President and increase value for members state affiliates. In general, the Council encourages affiliate participation in membership recruitment and retention activities; encourages and assists affiliates in overall organizational development activities; and explores and develops meaningful benefits for NAEA members. The specific charges vary each year, but the relationship-building aspect of the Council will continue as a mainstay function of the Council.

Terms for the Affiliate Council are two years, with three positions coming up for election each year. This provides the Council with both new blood to keep ideas fresh as well as consistency for projects and programs under the Council’s auspices. New Council members officially begin service at the spring meeting, but the Council normally begins to include incoming Council members in the early spring so that they are fully acclimated with the Council’s work by the time they formally join the Council.

How do I run for the Affiliate Council? NAEA will issue a call for nominations which will include an online survey. Nominees will be asked about their ability to commit, thoughts and ideas regarding the Council’s duties and ultimately why they want to serve on the Affiliate Council. Nomination and survey instructions will be shared on the affiliate listserv in December, with the actual election taking place in January.

Please be prepared to give detailed answers to these types of nomination questions:

- Have you read NAEA’s 2012-2015 strategic plan? Do you have comments you’d like to share regarding the plan with your colleagues on the state affiliate leadership level?

- Serving on the Affiliate Council requires a commitment of time and effort over the next two years, and includes active participation in monthly Affiliate Council conference calls, monthly affiliate conference calls and attendance at Exchange meetings. There is no reimbursement for travel or other costs associated with this position. Do you have the emotional, fiscal and creative resources to fulfill this commitment?

- Ultimately, why do you want to serve on the Council? What strengths will you add to the Council's composition?

Keep in mind that your survey responses will serve as a candidate profile that will be shared with the state leaders. Please give comprehensive answers to show why your peers should vote for you!

If you know an affiliate leader you think should serve on the council, please encourage them to apply!