



Business Issues Affecting Land Surveyors

Thursday, April 13, 2017

Clark University, MetroWest Campus

333 Turnpike Road (Route 9), Southborough, MA (off I-495, Exit 23A)

8:00 - 8:30 AM Registration; 8:30 AM - 4:30 PM Seminar

This one-day seminar is broken into two parts, and is intended for land surveyors who wish to explore the business side of the profession. The first part will address general business, benefits, and taxes geared to the needs of small businesses. The second part discusses recent employee/employer rules and regulations and the increase in litigation surrounding wage and hour disputes. Six professionals from a variety of areas will present and provide everyday business advice to the attendees on a variety of matters including:

1. Can you really write that off?
2. Do you have a bank that works with you?
3. Employee benefits – a minefield, unless you have a guide!
4. Wage and overtime rules – know them or get ready to pay the fines and attorney’s fees!
5. Are non-compete agreements really enforceable?
6. Is there any insurance for employment claims?
7. What’s the best legal entity for my business?
8. Can you fire someone and, if so, how can you do it?
9. With the new Massachusetts marijuana law will your business go “up in smoke?”

Speakers

Sean Bradley, CPA, MST

Sean received his Bachelors of Science in Business Administration from the University of Massachusetts Lowell and a Master’s of Science in Taxation from Bentley University. He has over 30 years of experience in tax, benefits, and risk management. Sean’s experience includes time in public accounting as well as time as the top tax person in publicly held manufacturers and multinational service organizations. Sean is committed to helping small businesses and entrepreneurs develop successful strategies to overcome their challenges with accounting and taxation; including budgeting, cash flow planning, personal and business taxation, plus Affordable Care Act compliance. Sean is a member of the Massachusetts Society of CPAs.

David Ten Eyck, President, Ocean Employee Benefits

David Ten Eyck, having serving in marketing and general management roles in the employee benefits industry for regarded national and international firms, affords clients with practical know-how, intelligence and proactive and friendly spirit required for responding to post Affordable Care Act benefit challenges. Calling upon considerable experience working with all sizes of employers, associations and professional organizations, he and his staff tailor efficient, compliant and innovative benefit plans that respond to client benefit design and cost targets.

Shawn P. Ford, VP Commercial Lending Officer, Eagle Bank

Shawn is a gifted sales leader and stellar presenter, with strong proficiencies in sales force development and commercial lending. Shawn’s knowledge of personal and business lending, salesmanship, coaching and development, and customer service has helped him achieve success in the financial sector for over 22 years, in markets from New Jersey to Maine and all markets in between. His experience includes positions as a Market Director for HSBC, Regional Manager for Citizens Bank and presently as a

Commercial Lender at Eagle Bank. Shawn also owns a Property Management company based out of Southern NH.

Shawn has a BS in Marketing from Plymouth State College. He enjoys volunteering with mission-driven nonprofit organizations such as Centerboard. In his spare time, Shawn enjoys relaxing at Lake Winnepesaukee. Shawn resides in Southern NH with his wife and two children.

Thomas G. Nicholson, Esq., Principal, Finneran & Nicholson

Attorney Thomas Nicholson joined Finneran & Nicholson, P.C. in 1988 and has been a principal of the firm since 1991. He has extensive trial experience in handling a wide range of securities, commercial, business, corporate, real estate, discrimination and employment arbitration, litigation and enforcement matters, including multiple party and complex litigation. Attorney Nicholson has appeared before various Massachusetts District and Superior Court departments and the Federal District and Bankruptcy Courts in Massachusetts, the Financial Industry Regulatory Authority (and its predecessor, the National Association of Securities Dealers, Inc.), the Massachusetts Commission Against Discrimination, the Massachusetts Department of Environmental Protection and the Federal and Massachusetts Appeals Courts. Attorney Nicholson has been admitted to and litigated matters in various federal, state and bankruptcy courts in Maine, New Hampshire, Rhode Island and New York. He has also represented clients before the Massachusetts State Securities Division, the New Hampshire Department of State Bureau of Securities Regulation and the State of Maine Securities Division on a variety of investigative and enforcement proceedings.

Adam D. Page, Esq., Managing Director, Corporate Department of Finneran & Nicholson

Attorney Adam Page focuses his practice on corporate, business, mergers and acquisitions and commercial real estate matters and has extensive experience working with entrepreneurs and small to mid-sized companies. He counsels his clients on issues such as entity formation and structuring ownership agreements, purchase, sale and leasing of commercial real estate, corporate finance, mergers and acquisitions, contract negotiations and drafting and negotiating employment, confidentiality and non-solicitation agreements.

Prior to joining the firm in 2005, Attorney Page operated his own business law practice and served as counsel to a technology company he co-founded. He also was previously associated with the former Gadsby Hannah LLP of Boston, in the firm's Corporate Department, and Mirick O'Connell LLP in Worcester.

Bud Siciliano, Vice President and Licensed Insurance Adviser, Salem Five

Bud Siciliano has over twenty-five years' experience in the analysis, marketing and management of insurance risk for personal and business insurance needs. Bud works to develop an understanding of your business operation and develop a property and casualty insurance program to cover its various exposures. Bud will market your program to various insurance companies to obtain the best possible value for you.

Registration Information

Registration fees for the first of this two-part series are \$200/person for MALSCE members and \$250/person for non-members. See form for details. Registration fee includes a continental breakfast, two snack breaks, lunch, and all seminar handouts. Registration is processed on a first-come, first-served basis.

Registration deadline is Friday, April 7, 2017. No refunds will be given after this date. No-shows will be billed. Seminar registrations will be accepted via fax, mail or online. Fax your registration to 617/227-6783. Mail your registration form and check (payable to "MALSCE") to: MALSCE, The Engineering Center, One Walnut Street, Boston, MA 02108-3616. Use Visa, MasterCard or American Express to register online at (<http://bit.ly/MALSCE41317>). To register online for this seminar at the MALSCE member rate, login using your MALSCE assigned

username and password. If you do not know your member login information or if you need help registering call 617/227-5551.

Continuing Education

This seminar is worth 6.5 professional development hours (subject to state-specific exclusions; seek clarification from appropriate state authorities). All seminar participants will receive a certificate documenting attendance at the end of the seminar. Please complete the registration form with your legal name, address, and other contact information so that you will be properly identified on the certificate.

Tax Information

Expenses incurred for education undertaken to maintain and improve professional skills (including travel, meals and lodging) may be tax-deductible.

Location

Clark University, MetroWest Campus, 333 Turnpike Road (Route 9), Southborough, MA

Registration Form

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Thursday, April 13, 2017, Clark University, MetroWest Campus, 333 Turnpike Road (Route 9), Southborough, MA 01772

Registrant Information

Name: _____
Company (if applicable): _____
Address: _____
City: _____ State: _____ Zip Code: _____
Phone: _____ Fax: _____ Email: _____
Dietary Restrictions: _____

Registration Fees

\$200 MALSCE Member*

* Members of CALS, MSLS, NHLSA, NYSAPLS, RISPLS and VSLS can attend for the member rate. Please check the appropriate box below:

CALS MSLS NHLSA NYSAPLS RIPLS VSLS

\$250 Non MALSCE Member

Total Amount Enclosed \$ _____

Make checks payable to "MALSCE" and mail with completed form to: MALSCE, The Engineering Center, One Walnut Street, Boston, MA 02108-3616

Or Pay with (Check one): Visa Master Card American Express

Card Name: _____
Card Number: _____ Expiration Date: _____
Billing Address: _____
City: _____ State: _____ Zip: _____
Signature: _____

- Registration is processed on a first-come, first-served basis.
- Registration deadline is Wednesday, April 5, 2017.
- No refunds will be given after this date. No-shows will be billed.
- Questions? Call 617-227-5551 or email malsce@engineers.org