

Rainmaker Quarterly for Manufacturing CPA Members... We Appreciate You!

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## Rainmaker Manufacturing Quarterly

*Connecting with members, making connections between members, and providing access to information and resources.*

Each edition of this quarterly newsletter comes with a promise to keep it relevant, useful, and to provide you with the opportunity to leverage your Manufacturing CPAs membership. The Rainmaker Quarterly will offer a review of recent member activities, a look at current news and resources, and a view of future events, resources, and industry happenings. Your engagement in this quarterly piece is important. We appreciate your honest feedback, valuable insights, and most importantly, your contributions.



### SuperConference 2018 Highlight Reel

**SuperConference was an event to remember.** Feedback was outstanding from attendees about the content, speakers, and networking. Copies of presentations cannot replace **Being There**. However, if you would like to connect with any of the speakers



### 2018 Manufacturing CPAs Member of the Year

**Congratulations to Karen Burns!**

**Karen Burns, Sensiba San Filippo, LLP. located in Pleasanton, CA.** Karen has been a member of the Manufacturing CPAs since 2015. She immediately

please let us know. Below are 3 tips for leveraging the investment you made by attending the conference:

1. Meet with your team and highlight the most relevant and valuable information and ideas you learned.
2. Brainstorm how to implement one or two ideas that surfaced from your team collaboration.
3. Follow up with new connections you made, old connections you didn't get to revisit, or someone you didn't know and weren't able to meet.



## Manufacturing Member Quest

The first 3 people to guess who these members will win a \$50 credit to NicheWorks 2018!

Submit your answers to [Nikki Demers](#).

- This member is located on the West Coast and is the Founder of East Bay Manufacturing Group. She has served several years as part of the Manufacturing CPAs Executive Committee and recently won Member of the Year at SuperConference.
- This member is a Partner with a firm in St. Louis. He began working at his father's CPA firm when he was 13 and today is a nationally recognized authority in tax matters of all kinds.

>> [Manufacturing CPAs member firm directory](#).

became fully invested in the group, joined the Executive Committee, and has been a dynamic member who consistently adds value to members with powerful ideas and information. Karen's fellow members note her for always actively participating, always being available, having a passion for manufacturing, and admire her ability to build relationships. For these reasons, and many others, her fellow members name Karen Burns the Manufacturing CPAs Member of the Year.



## Mark Your Calendar

Manufacturing CPAs Upcoming Events:

- August 8: Cloud Computing for CPAs Webinar
- August 15: Workflow Technology to Optimize Business Processes Webinar
- August 23: Member Roundtable Call
- August 23: Developing Business in a New Market Place Webinar
- August 28 - 29: The Rainmaker Academy Nashville Launch
- September 25: Manufacturing Growth Team Workshop
- November 7 - 9: NicheWorks
- December 3 - 7: Lean Six Sigma Training

>> [For full list of events & details, click here.](#)



## Member Tool: Listserv

**"The member listserv is worth the price of admission."**

This forum is a solution to your most complex client issues, a tool to distribute valuable industry information, and a terrific way to stay connected with fellow members. If you haven't been an active user, now is a good time to start by posting a question, sharing a tool, or distributing an article that you think others would find useful. Simply send an email with your questions, information or ideas. Please let us know if you need access.



## Featured Industry Articles

Check out some of the spotlight articles below.

**>>Change Guru: Manufacturers Embracing Process Improvements**

[Read this article.](#)

**>>Your Market Future Includes AI.. Are You Ready?**

[Read this article.](#)

**>>How Industrial IoT Creates a "Hand-in-Metal" Workforce**

[Read this article.](#)

**>>Consistency in Creating a Growth Culture.**

[Read this article.](#)



## In the Works...

Behind the scene item you should know about:

**Building out a Library of Member Resources:** We are asking you and others from your firm to participate by submitting articles, tools, templates, presentations, and other information that Manufacturing CPA members would find valuable. Our goal is to have a deep set of resources that your team can use to improve growth, practice management, client service, and technical expertise. Please send your submissions to the listserv or [Nikki Demers](#).



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