



**Minutes from the Chapter Meeting of the  
Austin Chapter of the Association of Legal Administrators  
April 24, 2014 at 11:30 am  
Headliners Club**

**President's Chapter Meeting Announcements**

1. Kelly Barker, President, welcomed the members, guests and business partners at 11:50 AM to our Monthly Meeting.
2. New Member was introduced – Julie Perkins
3. Guests were introduced – Vanessa Rodrigues and Martha Olsen
4. Announcements
  - a. James Cornell announced a Save the Date for August 28, 2014 for the Summer Educational Seminar and Legal Expo to be held at the W Hotel. The theme this year is “The Great Gatsby.”
  - b. Kelly Barker announced that 11 chapter members are attending the ALA Conference in Toronto.

**Luncheon Sponsor**

Today's sponsor was GCS Technologies. Loan Wostal spoke about GCS Technologies and introduced his co-worker Kelly Miles and then introduced our luncheon speaker, Philip Cambell.

**Luncheon Speaker**

Philip Campbell, a CPA, consultant and author spoke about “Unlocking the Mystery of Cash Flow and the Semi-Twisted World of Billing and Collections.” He did not have a handout but the luncheon invitation is attached as **ATTACHMENT A**.

**Adjournment**

The meeting was adjourned at 1:00 PM.

# **ATTACHMENT A**



## AUSTIN CHAPTER

A Chapter of the Association of Legal Administrators

## Lunch & Learn Series

*“Unlocking the Mystery of Cash Flow and the Semi-Twisted World of Billing and Collections”*

**April 24, 2014**

**11:30 A.M. – 1:00 P.M.**

Headliners Club, 20th Floor, Chase Tower  
221 West Sixth Street, Austin, Texas

In this session we'll take a fun look at why cash flow is such a mystery to law firms and how two simple questions provide the key to solving the problem. Discover why the billing process is so frustrating and time consuming, and how to make it easy and painless. Philip will show you how... and that it all starts with making cash flow simple and easy-to-understand for everyone.

### Session Objectives:

- Reveal the simple process for making cash flow easy-to-understand... in only 10 minutes (this is the secret to enhancing your influence and credibility within the firm)
- Dive into the semi-twisted world of billing clients and collecting receivables (there's a very specific reason it's so frustrating... and there's an interesting solution too)
- Explain why partners ask questions like “Will we have enough cash to pay year-end bonuses” and “Why don't we have more cash”? And how to answer the questions before they are asked.
- Discover unique (non-accountant) ways to make your financial management responsibilities fun and rewarding
- ... and more

Philip Campbell is a CPA, consultant and author of the book, [Never Run Out of Cash: The 10 Cash Flow Rules You Can't Afford to Ignore](#). His 30 year career began in public accounting where he worked in a local CPA firm as well as an international accounting firm in Houston, TX where he was an audit manager. For the last 13 years, Philip has served as a financial officer in a number of growing companies with revenues ranging from \$5 million to over \$1 billion. But what really sets Philip apart from the average financial person you meet is his passion and excitement about helping entrepreneurs and CEOs take control of their cash flow. In fact, early on in his CFO career, he focused and “preached” so much about the importance of cash flow that people now just call him CASH.

---

**1 HOUR CLM Application in Finance Management**

---

**APRIL LUNCHEON SPONSOR**  
**GCS Technologies**

---

**RSVP to Diana Stangl at [dstangl@wabsa.com](mailto:dstangl@wabsa.com) no later than Tuesday, April 22, 2014.**  
**Cost: \$20 Please bring your check to the luncheon or mail to: Elaine Burr @ Chamberlain McHaney | 301 Congress Ave | Ste 2100 | Austin TX | 78701**

\$5 parking available in the building's garage. See registration table to obtain validation stamp that must be provided to the garage cashier with your parking ticket. Chase Tower Parking Garage entrances located on Colorado between 5<sup>th</sup> & 6th Streets and on 5th Street between Lavaca & Colorado. **CANCELLATION POLICY**: Cancellation must be received before noon on **Tuesday, April 22, 2014** to avoid the \$20 cancellation fee.