



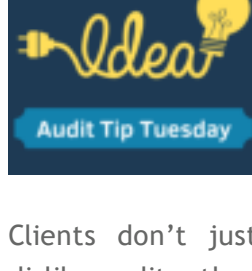
Verracy... Helping organizations solve problems.

June 2019 Newsletter

June's Focus is on Building Client Relationships

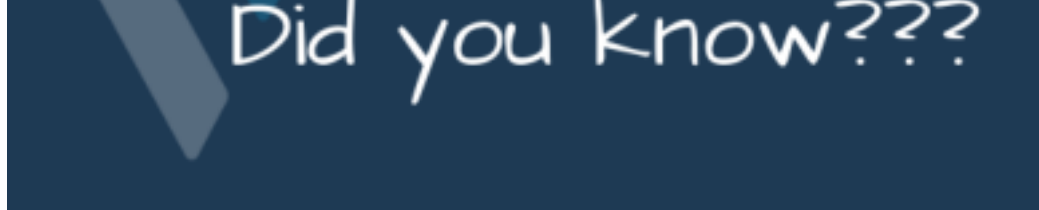
This month we are focusing on client relationships. After all, we can't succeed without the client. In fact, we need to get them to like us. Yes, like us. Sound impossible? It's not. Our job is to evoke positive change in the organization, one area at a time. And when we help a manager improve his or her area and achieve better results, (aka look better to their boss) they will like us. But that requires trust and credibility.

If you missed our webinar on building relationships trust and credibility, you can view it [here](#). Either way, join us for Part II in the series - Building Client Relationships: Part 2 Difficult Clients, to learn how to win over even the most difficult people.



Clients don't just dislike audits, they are afraid of them. Fear is often caused by the unknown. Address their fear with constant communication, transparency and collaboration.

Red Flags are just that, a warning. It is not proof of fraud it is the indicator that we have more work to do, and where to focus that work. Never run down the hall, hair on fire screaming fraud! Do the work and be sure or it will ruin your credibility and relationship with the client.



What's New?

Our inaugural Austin seminars are coming up quickly. Register soon to avoid missing out. We look forward to seeing you there!

IA-102 Embedding Critical Thinking in the Internal Audit Process
1 Day | 8 CPEs | July 9, 2019 | 8:30 AM - 4:30 PM | US \$299

CM-108 Challenging Communications: Persuasion, Negotiation and Conflict Management
2 Days | 16 CPEs | July 10-11, 2019 | 8:30 AM - 4:30 PM | US \$549

REGISTER FOR BOTH AND SAVE!

[Read the full course outlines and register here!](#)

Fun Facts!

You've Seen Us!

Does Verracy (Ver-ah-see) sound new to you? Well, we kind of are. Last year, we changed our name to Verracy from Empower Audit Training and Consulting. We wanted a name that was more recognizable and unique, had a cool meaning (Verracy = verify and accuracy), and gives us a brand.

Since the rebrand, we have been growing quickly and taking on many great new clients.

Some of you may have experienced Verracy training through other organizations. Our Verracy-owned content and highly rated facilitators are in high demand through our partners - Professional Associations, Association Chapters, Conferences, and even other training companies.

Let us know how we can help your organization.

Associations

Verracy Partners are very active in the industry and speak regularly at Association Conferences. In the past two years alone, we've spoken at 10 Conferences (ACFE, IIA, ISACA) on 4 different continents!

In North America, we've led 46 in-depth training sessions to ACFE, IIA, and ISACA chapters. Let us know how we can help your chapter with professional development!

We love partnering with organizations and chapters and would enjoy the opportunity to work with yours as well! Call us to discuss how Verracy can help your organization or chapter!

Call us at +1 (877) 332-8708.

[Email Verracy](#)



Mary Breslin was invited to speak at the 30th Annual ACFE Global Fraud Conference earlier this week, and delivered her presentation on "(Un)Ethical Decision Making: Is Your Training Changing Behaviors or Checking the Box?" both Monday and Tuesday Morning. The feedback so far has been fantastic and we appreciate everyone who attended her sessions!

The rest of the Verracy team was there as well, exhibiting, and had the pleasure to meet so many wonderful people from around the world. It was a tremendous event and we look forward to seeing everyone again in Boston next year!

Below are some fun pictures from the conference, including submissions into our #Verracy Social Media contest.



ENJOY FREE, YES FREE!

Free Webinar Series

- JULY 12th** Building Client Relationships: Part 2, Difficult Clients [Register](#)
- AUGUST 16th** ETHICS CPE! (Un)Ethical Decision Making [Register](#)
- SEPTEMBER 13th** Fraud - What Every Organization Should be Doing, but Probably Isn't. [Register](#)

To view and register for future 2019 Webinar Series events, please visit our [Web Site](#).

Featured Facilitator Bret Kobel



Bret is Managing Partner for Verracy and has more than 20 years of professional finance, accounting, audit, risk and compliance experience. He specializes in Corporate Accounting, Operational and Financial Auditing, Process Transformation & Implementation, and Process Improvement.

Mr. Kobel brings a diverse background to Verracy. He has been part of venture-backed start-ups, global Fortune 500 companies, and everywhere in between. He's been challenged throughout his career with accounting and managing companies that operated under multiple standards - GAAP, IFRS and A-IFRS. He has been blessed to travel the world with the companies he has worked for and even had the opportunity to spend several years on assignment living in Singapore as the Regional CFO and Controller for an international logistics company responsible for the Asia Pacific region.

Bret is a native Texan, growing up in San Antonio, Texas. He attended Indiana University on an athletic scholarship for diving and earned his Bachelor's degree. After graduation and retiring from the sport due to injury, he attended The University of Texas at Austin (Hook 'em) and earned his MBA.

Bret lives outside Austin, Texas with his wife and two dogs (and a John Deere tractor). He enjoys live music, international travel, and craft beer festivals. Mr. Kobel is a member of the Institute of Internal Auditors (IIA) and the Association of Certified Fraud Examiners (ACFE). He is one of Verracy's facilitators, as well as an instructor and conference speaker for the IIA, ACFE and ISACA.



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