

## Fall Schedule:

November 21 - Regal Biltmore

December 11 - Lunaria Restaurant

Order your tickets now!



# IAHA

# LOS ANGELES

International Association  
of Hospitality Accountants

HOLIDAY 1996 ISSUE

## Nov. 21st - The Internet!

### Joint Meeting...

The Internet is the topic for the November meeting at the Regal Biltmore Hotel in downtown Los Angeles. This will be a joint meeting between IAHA and the HSMIAI, (Hospitality Sales and Marketing Association of Los Angeles.) We will have the opportunity to network with professionals from another department as well as learn more about a very "hot" and important topic.

Our speaker, Ian Bently, will cover such issues as the effectiveness of the internet as a marketing tool in improving your profitability, as well as tackle issues such as the cost effectiveness of the Internet. This is an opportunity to get your questions answered and a chance to become even more Internet savvy!! Live Net Surfing will be on the menu.

### President's Message...

Shutters on the Beach made an elegant setting for our October meeting. Robert Shubert CHAE, controller at the Sunset Marquis Hotel and Gardens, addressed the group regarding tips and arguments to reduce liability, fines, and penalties during a sales tax audit. Robert was successful in reducing the auditor's original taxable sales amount by thousands of dollars by some

creative thinking and use of POS data.

I attended the IAHA leadership seminars and convention in Orlando a few weeks ago. I must tell you that those IAHA national folks kept us busy! No time was wasted - even leisure time was networking time!

There were 18 educational programs offered: three were general sessions and the remaining ran concurrently. It was often difficult to choose between programs! All the programs are available on audio tape for a very reasonable price. I will bring order forms to the November meeting so that you can take advantage of this offer. There were several sessions specific to clubs which you club controllers might find especially interesting.

All topics were pertinent, timely, and well delivered. I found the session on the uniform system of accounts for hotels to be especially informative. Many of the changes to the methods in which the hotel industry is presenting its financial statements were developed by IAHA. I suggest you get a copy of Uniform System of Accounts, ninth edition, to go with the tape. You can order the book from the educational institute of the AHMA at (800) 752-4567 (cost is around \$35). A session that really gave us a "heads up" was entitled "Ammunition to Win the Food Cost War". It was interesting to see how many

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## Regal Biltmore Hotel

The hotel is located at  
506 S. Grand Ave. in Downtown  
(213) 612-1545

Doors open at 6:00 PM!  
Cocktails 6:00 - 6:45 PM  
Speaker 6:45 PM  
Dinner 7:30 PM

Our speaker will be  
Ian Bently who will be  
speaking on  
"The Internet"

The price for all members  
and first-time guests  
**\$35.00 per person.**  
All others pay \$45.00.  
Please make checks payable  
to "IAHA"

("No Shows" will be billed)

\*

Call (818) 836-1222 for  
reservations or just fax the  
enclosed RSVP form  
by Tuesday, November 19th

### Parking:

Street parking is available.  
Valet parking will be validated.

### Directions:

Please see page 2.

# Wills and Living Trusts

## Why You Need a Will

Two out of every three Americans die *intestate*, that is, without a will. If you do not have a will when you die, the law of your state may then determine what happens to your estate, your assets and any minor children. In addition, the state process is usually governed by a probate court, which is often slow, sometimes expensive, and open to the public. Although many individuals find it difficult to think or talk about having a will, it is an important and necessary planning document.

Basically, a will is a legal document that transfers what you own to your beneficiaries. Establishing a will is a relatively easy process, depending on your individual circumstances. You should consult your lawyer regarding your will.

There are several life occurrences when it's a good time to make or revise a will. You should have a will when you get married, and have it reviewed when you purchase a home, have children, or acquire sizeable assets.

However, a will usually must go through the probate process, and the decedent's estate pays all related legal costs-which can total up to 10% of the estate. As your estate grows and you seek greater control over your property and an effective estate planning strategy, you may want to consider an alternative to a will-a living trust.

## When a Will Won't, Consider a Living Trust

If you would rather avoid probate and possibly reduce the probate-associated costs, or, if you'd like to keep your family business private and not open to the public, a living trust is another way to

effectively transfer wealth to your heirs. Also known as a *revocable inter vivos trust*, a living trust is a legal device, created by you during your lifetime, that holds property for the benefit of named beneficiaries. The living trust document includes instructions -- as outlined by you -- for the property's management and distribution upon your incapacity or death.

The list below illustrates some of the differences between a will and a living trust.

### Avoids Probate?

Wills - No. The court orders payment of debts and distribution according to instructions in will.

Living Trusts - Yes. Based on written instructions, trustee pays debts and distributes assets to beneficiaries immediately.

### Legal Costs?

Wills - Yes. The estate pays all court and legal fees, which can total up to 10% of estate.

Living Trusts - No. There are no court or legal fees. (However, there may be legal fees for setting up the trust.)

### Timely?

Wills - No. Processing can take up to two years.

Living Trusts - Yes. Immediate payment to beneficiaries.

### Contestable?

Wills - Yes.  
Living Trusts - Yes, but difficult to do successfully.

### Flexible?

Wills - Somewhat. Wills can be changes at any time.  
Living Trusts - Depends. Revocable trusts can be changed or discontinued at any time; Irrevocable trusts

usually cannot.  
**Privacy?**

Wills - No. Probate is a matter of public record.

Living Trusts - Yes. Trusts are not part of public record.

It's never too early to consult your financial advisor, attorney and tax professional to begin planning for the future. Plans laid today can help ensure that, in the event of your death, minor children would be provided for and your assets would be distributed to your heirs according to your wishes.

This article was contributed by Deborah Jacquelle, Account Executive, Investments at Dean Witter Reynolds (213) 362-4253.

*This article does not constitute legal or tax advice. Investors should consult their personal legal or tax advisors before making any tax-related investment decisions. Information and data in this report were obtained from sources considered reliable. Their accuracy or completeness is not guaranteed and the giving of the same is not to be deemed a solicitation on Dean Witter's part with respect to the purchase or sale of securities or commodities.*

## Directions to the Regal Biltmore Hotel:

5 South - take 110 (Harbor) South exit on 6th St. \*

5 North - take 101 North to 110 South, exit Wilshire to 6th St. \*

405 North - take 110 (Pasadena) North. Exit on 6th St.\*

\*Take 6th St. 4 blks. to Olive-turn left. go 1 blk. to 5th St.-turn left. Go 1 blk to Grand-turn left and turn left into hotel (2nd driveway)

## IAHA BOARD MEMBERS

**Mary Nowak**  
President  
Raleigh Enterprises  
(310) 312-3600

**Eden Sleg**  
Vice-President  
Hospitality Network  
International  
(818) 836-1222  
Fax: (818) 836-1223  
globalla@aol.com

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(805) 496-3036

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(213) 629 1200

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Membership  
Dean Witter Reynolds Inc.,  
(800) 347 4111x4253

**Bruce Reichenbacher**  
Program Chairman  
Sheraton Long Beach  
(310) 436 3000  
brucereich@aol.com

**Jerome Alper**  
Past President  
Sheraton Cerritos Hotel  
(310) 403-2010

### President's Message....

properties acknowledged dropping the ball on standard controls and system review.

I am pleased to report that during discussions with other chapter presidents, I learned that the Los Angeles chapter of IAHA is doing many things right, and some things even better than other chapters in many cases: with our membership coordinator position we are increasing memberships along with the awareness of our association, and we are unique in that not many other chapters have a scholarship program or a fundraising function, nor have many joined forces with related associations to increase industry relations and share information.

Next year's convention will be in Calgary, Alberta, Canada. Let's make sure that gets budgeted!

See you all at the Regal Biltmore on November 21st!!

*Mary Nowak*

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### On The Move....

\* **Debbie Abtin** - to Sheraton Miramar \* **Joseph Bishay** - to Holiday Inn Beverly Garland \* **Kristina Bisson** - to Torrance Marriott \* **Tony Eccher** - to Sheraton Universal \* **Randall T. Fortier** - to Peninsula Beverly Hills \* **Steve Lindsey** - to Radisson Santa Barbara \* **Roy Passer** - to Sheraton Seattle, Washington \* **Jana Reitmeier** - to Strather Hotel, Colorado \* **Ehtashamul Siddiqi** - to Hilton LAX \* **Ursula Matheson** - to The Regency Club.

**Position available:** San Diego Princess Resort - Assistant Controller call: Carol Clearwater Controller (619) 274 - 4630.

## Holiday Benefit Reception

Join us for our chapter's first-ever Holiday Cocktail Reception!

Get into the Holiday spirit, join your fellow IAHA members in some merry-making and contribute to a worthy cause, all in one night!!

**The Holiday Benefit Reception will be held Wednesday, December 11, 6pm-8pm at Lunaria Restaurant in West LA.**

There will be a no-host bar, delicious hors d'oeuvres and plenty of holiday cheer!

50% of the proceeds from our reception will be donated to the Neil Bogart Memorial Fund which helps fund research programs at the Los Angeles Children's Hospital.

**Tickets are only \$15 each OR buy 4 tickets for a mere \$45!!!**

Tickets are transferable so buy packs of 4 to give out to your deserving staff and colleagues!! **TICKETS ARE LIMITED!!!** Use the enclosed order form to purchase your tickets today!!

### Interested in the CHAE EXAM???

Exam-takers and proctors are needed!!!

Bruce Reichenbacher is putting together an exam site in our area in early 1997..please contact him at (310) 499-2037 if you're interested in this gaining this industry certification!!

**Mark these dates:**  
Regal Baltimore  
Thursday, November 21st  
Lumina Restaurant  
Wednesday, December 11

**International Association of Hospitality  
Accountants - Los Angeles Chapter**  
c/o Eden Siegr, Partner  
Hospitality Network International  
Global Hospitality Search  
3579 E. Foothill Boulevard, #229  
Pasadena, CA 91107

**IN THE BEGINNING...**

The roots of our organization go back to 1925 when the Hotel Accountants Association of New York was established to prepare a manual which included a uniform system of accounts for hotels. Then, on October 26, 1953, 22 hospitality accountants met in New York City at the Hotel Lexington and completed the formal organization of the National Association of Hotel Accountants.

Between those milestones, from 1925 to 1953, there was a great deal of discussion among hotel accountants around the country about the need for a national organization responsive to the profession of hospitality accounting. One of these early IAHA pioneers was Charles E. Fitzsimmons who had long dreamed of a national organization for hotel accountants. This dream became reality in 1952 when Scott

Hardy, executive vice president of the Texas Hotel Association, took the vital first step of serving as chairman of a group of 25 interested accountants. Soon afterward Hardy, Fitzsimmons, Allan C. George, and Joseph Nolin of Horwath&Horwath, met at the Hotel Lexington to draft the constitution and bylaws of the fledgling association. Although they worked hard, one small problem remained- they had no money. At this point, the Texas Hotel Accountants Association and the Texas Hotel Association stepped in with the offer to underwrite any financial losses that the new association might sustain the first year.

The National Association of Hotel Accountants was formally incorporated in the state of New York in 1955. The name was changed in 1963 to the National Association of Hotel-Motel Accountants, and was changed

once again in 1975 to the International Association of Hospitality Accountants in order to reflect the growing international focus of the organization.

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**Have a Happy  
Thanksgiving!!!**

