

**JANUARY 25 THROUGH JANUARY 27, 2011**



**NEAA ANNOUNCES THE 2011 WINTER SEMINAR & OUTING**

**GRAND SUMMIT RESORT at MT SNOW, VT**

**SPECIAL PRE-CONFERENCE WORKSHOP ON THE NEW IRS RULES AND COMPLIANCE ISSUES THAT AFFECT ALL OF US, Tuesday, 3:00 – 5:00PM JANUARY 25, 2011,**

***A full day of Presentations by Industry Experts!  
75 Vendor Exhibits showcasing the latest Products & Services  
to help you grow your merchant credit card business!***

***Great prizes just for attending and no registration fee if you sign up early!***



**electronic  
merchant  
systems®**

***is again this year's Generous Sponsor of the Wednesday night network party at the Snow Barn***

**SPECIAL HOTEL RATES FOR NEAA**

**BOOK YOUR HOTEL ROOM NOW at [www.mountsnow.com/nea](http://www.mountsnow.com/nea) or call 1-800-817-0764**

**Ask for the Northeast Acquirers ROOM RATE of \$165.00 plus resort fee and VT taxes**

***This rate is guaranteed only until January 15, 2011.***

**Hotel Reservations must be made directly with the Hotel**

**We have many Condos available at the same room rate for those that are willing to share.**

**They are only minutes away. Transportation to and from the main lodge for all events will be available via hotel shuttle.**

**[WWW.NorthEastAcquirers.com](http://WWW.NorthEastAcquirers.com)**



**Tuesday, January 25 through Thursday, January 27, 2011**  
**Please join us at the NEAA**  
**2011 Winter Seminar & Outing**  
**Grand Summit Resort, Mt Snow, VT**

“The economy is bad. I can’t find any new merchants. My transaction volumes are down. PCI compliance is driving me mad. Federal regulation – will it help or hurt my business? Terminals, software, mobile devices, gift and loyalty, check and ACH, cash registers, new applications I’ve never sold and don’t understand!

**Where can I find new information to help me with my business?”**

**Join us** at the Grand Summit Resort for another information-packed Northeast Acquirers Association Show! Seventy plus vendors will be showcasing their products in table top setups to help you learn to do your business better whether you are a Bank acquirer, ISO owner, sales agent or technical or customer support representative. Let us help you with answers to your problems.

**SPECIAL NOTICE ANNOUNCING A WORKSHOP NEW IRS TAX COMPLIANCE REQUIREMENTS SPONSORED BY VISA 3:00 - 5:00 PM, TUESDAY JANUARY 25. 2011 MARKS THE BEGINNING OF NEW REPORTING AND WITHHOLDING RULES FOR THE ACQUIRING COMMUNITY UNDER NEW TAX CODE SECTION 6050W. WHETHER YOU ARE AN ACQUIRER, PROCESSOR, ISO, OR AGENT, YOU NEED TO UNDERSTAND YOUR ROLE IN THESE NEW REQUIREMENTS.**

Our event now begins **Tuesday, January 25<sup>h</sup>** with the IRS workshop followed by our Opening Cocktail Reception at 5PM. You will be able to visit with old acquaintances and network with the many Vendors who help sponsor your meeting. Afterwards, you will have the opportunity to join in on the very popular CHARITY POKER GAME sponsored by United Bank Card, all are invited even if just being a spectator.

**Wednesday, January 26<sup>th</sup>** will be a full day devoted to seminars and lunchtime vendor exhibits with PRIZES just for attending!

That evening we host our Closing Reception with the Vendors followed by our networking party at the adjacent Snow Barn with plenty of festivities for all. This year’s event is again generously sponsored

by  **electronic merchant systems**

Dance, eat, party, sing, swing and enjoy being part of our great industry!

**Thursday, January 27<sup>th</sup>** why not plan on staying with us to do more talking and sharing and get to know others in the industry? It’s our “networking fun day” with free skiing and low cost snowmobiling.

Take advantage of our **Free early registration policy before Jan 15<sup>th</sup>!**

Book your room at the hotel as they fill up fast. See details below.

[WWW.NorthEastAcquirers.Com](http://WWW.NorthEastAcquirers.Com)



**NORTHEAST ACQUIRERS**  
A · S · S · O · C · I · A · T · I · O · N

**SPECIAL NOTICE ANNOUNCES A PRE-CONFERENCE WORKSHOP  
NEW IRS TAX COMPLIANCE REQUIREMENTS  
SPONSORED BY VISA  
3:00 - 5:00 PM, TUESDAY JANUARY 25  
GRAND SUMMIT HOTEL, MOUNT SNOW, VT.**

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PRESENTER: PAULA D. PORPILIA -- TIN COMPLIANCE CONSULTANTS

THIS WORKSHOP WILL COVER:

WHO HAS TO DO THE REPORTING?

WHO IS THE PSE?

THE EPF?

DESIGNEES

WHAT HAS TO BE REPORTED?

TRANSACTIONS VS. PAYMENTS.

GROSS AMOUNT.

TINS AND TIN MATCHING

BACKUP WITHHOLDING AND DEPOSITING

B NOTICES AND PENALTY NOTICES

NEW FORM 1099-K.

MONTHLY AMOUNTS

DEALING WITH THE MERCHANTS.

WHEN: 3:00 - 5:00 PM TUESDAY JANUARY 25

REGISTRATION REQUIRED, PLEASE COMPLETE THE ATTACHED FORM AND FAX IT TO JACQUES BRETON, NEAA,  
888.534.7890

*ABOUT OUR PRESENTER: Paula D. Porpilia is a noted industry expert on IRS compliance requirements. She helped form, and has served two terms on the IRS industry advisory committee, IRPAC. A sought-after speaker, for the past 16 years she has advised Visa on IRS reporting and withholding requirements as they affect the card industry.*



**NORTHEAST ACQUIRERS**  
A · S · S · O · C · I · A · T · I · O · N

**SPECIAL REGISTRATION**

**WORKSHOP**

**NEW IRS TAX COMPLIANCE REQUIREMENTS**

**SPONSORED BY VISA**

**3:00 - 5:00 PM, TUESDAY JANUARY 25**

**GRAND SUMMIT HOTEL, MOUNT SNOW, VT.**

Name \_\_\_\_\_ phone \_\_\_\_\_

Company Name \_\_\_\_\_

E-mail \_\_\_\_\_

Address/City/Zip \_\_\_\_\_

\_\_\_\_\_

Names of other Participants

Name \_\_\_\_\_ phone \_\_\_\_\_

E-mail \_\_\_\_\_

Name \_\_\_\_\_ phone \_\_\_\_\_

E-mail \_\_\_\_\_

Name \_\_\_\_\_ phone \_\_\_\_\_

This workshop is open to all registered participants (Vendors & Attendees) at the NEAA 2011 Winter Seminar & Outing. There is no additional charge for attending this workshop. Space is limited. Need to register before JANUARY 10, 2010.

Fax to Jacques Breton, NEAA 888.534.7890 along with you NEAA Seminar & Outing Registration.



**January 25 through January 27, 2011**  
 Grand Summit Hotel, Mount Snow, Vermont  
**SPECIAL SEMINAR ATTENDEE REGISTRATION FORM**  
**PRIOR TO JAN. 14<sup>th</sup> FAX TO JACQUES BRETON 888.534.7890**

EARLY REGISTRATION (Prior to January 14<sup>th</sup>) ----- FREE \$00.00

After Jan. 14, 2011 -- Attendees \$150.00 each # \_\_\_ X \$150.00 each \$ \_\_\_\_\_

OTHERS – INDUSTRY EXPERTS, CONSULTANTS, INVESTMENT FIRMS OR ISO MANAGEMENT  
 # Attending \_\_\_\_\_ X \$200.00 \$ \_\_\_\_\_

Snowmobiling \$75.00 Number participating \_\_\_\_\_ X \$75.00 each \$ \_\_\_\_\_  
 Limited number on a first come basis.

Total Amount Being Paid \$ \_\_\_\_\_

Have any questions feel free to contact us at [www.NorthEastAcquirers.Com](http://www.NorthEastAcquirers.Com) or any Board Member.

Please list name, phone number and e-mail address for all registrants. Please note Activity preference.

**SPECIAL REQUEST FOR HOTEL ROOMS MUST BE MADE WITH NEAA.**

NAME	PHONE	E-MAIL	SKIING	SNWMBLNG

Attach sheet for extra people attending

Please mail your registration/invoice and payment to Jacques R. Breton, 11 Westman Street, Somersworth, NH 03878 or Fax to 888.534.7890 if paying by American Express, Discover, MasterCard or Visa. Checks should be made payable to 'Northeast Acquirers Association'.

Name of Organization \_\_\_\_\_ Phone # \_\_\_\_\_

Primary Contact \_\_\_\_\_ E-mail \_\_\_\_\_

Street/State/Zip \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Amount \$ \_\_\_\_\_

Signature \_\_\_\_\_

**CANCELLATIONS: refund 30 days prior will be made less \$25.00 administration/processing fee.**



*TENTATIVE AGENDA -- Times and speakers subject to change*  
**2011 WINTER SEMINAR AND OUTING**  
**January 25 through January 27, 2011**  
**Grand Summit Hotel, Mountain Road, Mount Snow, VT**

**January 25, 2011 Tues.** – Dress Attire Business Casual

- 2:00 PM – 6:00 PM**      **NEAA REGISTRATION**
- 2:00 – 5:00 PM**      **Vendor Set up**
- 3:00 – 5:00 PM**      **NEW IRS TAX COMPLIANCE REQUIEIMENTS workshop must register see      attached**
- 5:00 – 7:30 PM**      **Opening Cocktail Reception**
- 9:30 PM –?**          **CHARITY POKER PARTY -- ALL ARE WELCOMED Special Event Sponsored by United Bank Card**

**January 26, 2011 Wed.** – Dress Attire Business Casual *Raffles throughout the day – Must be present to win*

- 8:00 AM - 6:00 PM**      **NEAA REGISTRATION Open all Day Sponsored by Discover & JCB**
- 8:00 -11:00 AM**      **Vendor Set up Continued**
- 8:00 – 9:30 AM**      **Continental Breakfast**
- 9:30 AM – 5:30 PM**      **Seminars (Raffles Prizes from many of our great Vendors will be done during the seminars)**
- 9:30 - 10:00 AM**      **“Amex Sales Agent Website Tool” by William DeSimone, VP, American Express**
- 10:00 – 11:00 AM**      **“ The Changing Legal Landscape: The Durbin Amendment and Other Recent Developments presented by Holli Targan and Jill Miller, Attorneys, Jaffe, Raitt, Heuer & Weiss, P.C.**
- 11:00 AM - 1:30 PM**      **VISIT WITH THE VENDORS AND LUNCH**
- 1:30 – 1:45 PM**      **Vendor Meeting – Somerset Ballroom – Important information about June Conference, June 15, Ellicott City Maryland**
- 1:45 - 2:30 pm**      **“What’s Up with EMV? “ by Oliver Mahem, VP, MasterCard, Int.**
- 2:30 – 3:00Pm**      **“ Dispelling the Myths about Alternate Payments and Mobile Payments” by Donna Embry, SVP Business Development, Payment Alliance International**
- 3:00- 3:45**              **To Be Announced**
- 3:45 – 4:00**              **BREAK – SPONSORED BY VERIFONE**
- 4:00 – 4:45**              **“Opportunity in Healthcare and Vertical Markets” by Tony Abruzzio, VP Global Electronic Payments & Banking**
- 4:45 – 5:30**              **“ What to look for in a MLS Contract” by Adam Atlas, Attorney at Law**
- 5:30 – 8:00 PM**      **Vendor Fair – Cocktails, Hors d’oeuvres and plenty of food – Somerset Ballroom**  
(There are more prizes you must be present to win)

**9:00 PM -- ??**  **electronic merchant systems®** **JOIN US NIGHT AT THE SNOW BARN**  **electronic merchant systems®**

*Food, Drinks, Games, Karaoke, Dancing & More*

*TENTATIVE AGENDA -- continues*

**January 27, 2011 Thurs.**    *Dress according to the activity of your choice*

**7:00 – 10:00 AM**    **BREAKFAST IN THE HOTEL RESTAURANT** provided by NEAA

**8:30 Hotel Lobby**    pick up your Ski Lift Ticket from Alan Forgione.

Skis & Boots are available to be rented on site, at your own expense.

**8:30 – 4:00 PM**    **SKIING:** One Day Lift Ticket Included in the price of registration

**9:00 – 3:00 PM**    **SNOWMOBILING:** \$75.00 per person limited to a first come- first serve basis. This is very popular event for non-skiers snowmobiles are limited. You will need boots & gloves.

**9:30 AM – 4:00 PM** Other Special Activities offered at the mountain or in the surrounding area on your own:  
Tubing, shopping, SPA treatments at the Grand Summit & shopping in Wilmington, VT.

**4:30 – to 7:00**    **WRAP UP RECEPTION** – Join us Back at the Hotel Bar for cocktails, hors d'oeuvres and final goodbyes.

**WISH TO THANK ALL OF OUR VENDORS FOR HELPING IN MAKING  
THIS A GREAT EVENT. A SPECIAL THANKS TO OUR GENEROUS  
SPONSORS. PLEASE TAKE A MOMENT TO THANK THEM AS WELL.**

***[www.NorthEastAcquirers.com](http://www.NorthEastAcquirers.com)***



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Name \_\_\_\_\_ phone \_\_\_\_\_

E-mail \_\_\_\_\_

Company Name \_\_\_\_\_

Address/City/Zip \_\_\_\_\_

\_\_\_\_\_

Names of other Participants

Name \_\_\_\_\_ phone \_\_\_\_\_

E-mail \_\_\_\_\_

Name \_\_\_\_\_ phone \_\_\_\_\_

E-mail \_\_\_\_\_

Name \_\_\_\_\_ phone \_\_\_\_\_

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**Grand Summit Hotel & Conference Center  
Mount Snow, Vermont  
WELCOMES**



**HOTEL RESERVATION FORM**

January 25 through January 27, 2011

**Reservations must be made with Hotel – register early  
Mount Snow will now be able to accept reservations on line**

[www.mountsnow.com/neaa](http://www.mountsnow.com/neaa) or phone 800.817.0764

**Mount Snow will do everything possible to accommodate your room request there are a limited number of rooms and every effort will be made. Please make sure when making reservations you clearly indicate what type of room/s are desired**

Name: \_\_\_\_\_ Phone \_\_\_\_\_

Address: \_\_\_\_\_ City \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Email \_\_\_\_\_

# of guest (please include ALL guests staying in room) \_\_\_\_\_ # of beds needed \_\_\_\_\_

Roommate: \_\_\_\_\_

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

**All hotel rooms, condos and Snow Lake Lodge rooms are NON-SMOKING.** We will attempt to honor all request for hotel rooms. \_\_\_\_\_

**Email for confirmation:** \_\_\_\_\_

**Rates:** Main Hotel & Condos (2 bedrooms) \$165.00 Single/Double Occupancy; Nearby Snow Lake Lodge \$89.00; Three Bedroom Condos to be quoted. All rates are per night plus resort fee & VT Sales Tax. All rooms are subject to change due to owner occupied property. **Special Rates good through January 15, 2011.**

**Cancellation Policy:** This guaranteed payment is only refundable if cancellation is made 14 days or more prior to arrival. Reservations can be made on line [www.mountsnow.com/neaa](http://www.mountsnow.com/neaa), phone or fax. First night deposit required and charged upon reservation; payable via credit card.

**Please Note:** A confirmation of this reservation will be sent to you within 72 hours. Contact Reservations if you do not receive your confirmation. If you have any questions, contact the hotel directly. We will attempt, but cannot guarantee, to honor special requests.