

Monday 28th September 2017



## Upcoming Events

**6th October, Lilongwe**  
**Partners Appreciation Dinner**

**23 and 27 October 2017**  
**Career Talks**

**28 October 2017**  
**ICAM Secretariat staff retreat**

## NOTABLE QUOTES FROM THE GUEST OF HONOUR'S ADDRESS

To the 'fourth estate, 'there is more we need to hear through the noble media houses, more on financial growth, more on performance of the Malawi Stock Exchange, more on the performance of the Malawi Economy, more on monitoring of the national budget, more on technological developments, more on innovations, more on influential figures'.

'I will not let anyone walk through my mind with their dirty feet' – Mahatma Gandhi  
'One of the saddest lessons of history is this: if we've been bamboozled long enough, we tend to reject any evidence of the bamboozle. We're no longer interested in finding out the truth' – Carl Sagan

'It's not unpatriotic to denounce an injustice committed on our behalf, perhaps it's the most patriotic thing we can do.'

'Accountants tend to see themselves as number crunchers to retirement. I am saying the vision of accountants must be to head the organisation which you are working for. Better still to head your own organisation. Accountants are better placed to lead and manage organisations because we are at the core of numbers and numbers are at the centre of decision making.'

'It is no longer enough to become a professional accountant. You must become a strategic leader in the forefront of digital, technology and innovation. Do you want to retire a number cruncher? Do you want to make up and find your organisation is no longer relevant?'

## WE, THE EDUCATED, HAVE MASTERED CORRUPTION – DR. MPINGANJIRA



Delivering his key note address, the Guest of Honour, Dr Thomas Mpinganjira said that the accountancy profession, the very watchdogs of financial flow, is losing touch in the fight against corruption. According to results released early in the year by the Transparency International on Corruption Perception Index, out of 176 countries that were assessed, Malawi slumped from position 120 in 2015 to 112 in 2016 with its score hanging at 31 points out of 100.

The FDH Financial Services CEO bemoaned that while people may be of the illusion that the uneducated could be the worst thieves, the tide has change as 'we the educated have mastered corruption. Quoting Theodore Roosevelt, Mpinganjira said: 'a man who has never gone to school may steal a freight car; but if he has university education, he may steal the whole railroad.'

Mpinganjira wondered: 'where have locks of financial intelligence gone to? What catastrophe has pummeled the moral consciousness and fabric of the accountancy profession? What are we doing about it? Do we report to the Anti Corruption Bureau or we just keep quiet and look?'

The business mogul did not mince words but to inform the over 600 delegates that attended the conference that 'the evils of our inaction in curbing corruption have caused misery to the lives of millions of the people and they must be brought out in the light.'

He went on to acknowledge that the aftermaths of corruption have not been pleasant, they have been profoundly disturbing.

And while applauding the offices of the accountant general and auditor general for clearing the backlog of audits of local assemblies, he stung with a tale like a scorpion. Mpinganjira said: 'media reports and public accounts committee reviews at parliament reveal that there is a total breakdown of systems of internal control in the local assemblies and other government ministries, department and agencies.

In a tone sparking regret, Mpinganjira concluded: 'the situation is deplorable and unacceptable. The accountants working in these institutions are members of ICAM.' And in more of a prophetic tongue that warns of tomorrow he added: 'the long arm of the law will catch up with you.'

The 2017 ICAM conference took place at Nkopola conference centre from 21 to 23 September 2017 and was held under the theme: Technology, innovations and influence.



## ICAM 2017 CONFERENCE

The Bulletin has received positive feedback on the lakeshore conference which was held in Mangochi from 21 to 23. However, some delegates faced some challenges at some accommodation units regarding condition of the rooms and quality of meals served. The Organizing Committee will look into this and engage the Hotels accordingly.

We captured the highlights of the Conference and bring you some in this Bulletin.

## TTTS – THE DRIVING MODEL FOR ACCOUNTANTS



As Africa takes the crucial decision to live its ideals to achieve the 2063 dreams of the Africa that Africans want, ICAM president challenged his compatriots in the profession that they have to be talented, be people of high integrity, they embrace technological advancements and high above all they be socially conscious.

Speaking in his opening address at the ICAM conference, Chowawa said: 'the accountant that will champion the renaissance of Malawi from poverty to well being requires having among other things, talent. The accountant of this generation is called upon to be multi-skilled, to be multi-talented, to be the driver of innovation, change, technology, and above all else, to be the master of influence. Counting and accounting for figures alone is not enough.'

Speaking on moral conscience, Chowawa had this to say: 'This is the question. What are we accountants and other professional doing to make our societies better? Looting public resources? Falsifying and window-dressing

accounts? Giving unqualified audit opinions when you should have offered qualified reports? Stealing from our employers? Not reporting to authorities when we see something going wrong in our organisations? Colluding with people in procurement to embezzle resources?'

The President went on to picture the severity of moral decay in the profession. He reported that the profession had over ten cases bordering on unethical conduct of its members. He however went on to explain that a more robust ethics and investigations committee has been re-constituted, names of those found to be wrong will be published in newspapers and the ICAM magazine and that all cases will be looked into and finalised by end of December this year.

Weighing in on the economy the ICAM President was upbeat the recent economic indicators in the country are a sure sign that the country's tomorrow is bright enough. The President made the remarks in the light of the reduction in the policy rate, achievement of single digit inflation, lowering of interest rates, the stability of the kwacha, and the improvement in import cover to more than three months.

Chowawa, however, questioned economic theorists: 'it is disappointing to note though that some sectors and economic drive agents seem to delay in responding positively to these positive trends.....a non-economist like me wonders why these positive trends appear to be taking too long to reflect improved livelihood for an ordinary man?'

In concluding his opening remarks, Chowawa quoted the words of wisdom of Zig Ziggler. He said: 'at the end of the day, be not the type of the person who says I wish I could, I wish I could, I wish I could. Be the type of the person who says I am glad I did, I am glad I did, I am glad I did.'

The ICAM conference attracted over 600 delegates and 21 sponsors.

## CALCULATED RISKS ARE THE ANSWER – NEWTON KAMBALA



Inspiration makes sense when it comes from people that have faced huddles in life and persevered to be eventually successful. That appears to be true in the case of Newton Kambala who challenged accountants to take calculated risks.

FACT. Born in an impoverished family in a rural area, having seen the tarmac road for the first time when he was selected to secondary school, first knowing and tasting a sausage at the Polytechnic when he was in the first year and did not like it, twice sat for supplementary examinations, but finally CEO of Mkaka Civil Contractors with branches in Mozambique, Zambia, Zimbabwe and Angola.

For Kambala, who practices a business philosophy most would consider risky and insane, lack of capital is no deterrent to becoming a successful entrepreneur. The biggest deterrent is pride.

Kambala said: 'We have the thinking that business is for those that failed in school. But I tell you, if you can go into business that is in line with your high academic qualifications, you will make it. I have done it in the engineering because I am a civil engineer.'

It would appear that Kambala's successes have been as a result of taking calculated risks. When he borrowed US\$3 million to expand his business people thought he was crazy. The educated people of figures said he lacked insights on risk analysis. Further beyond this, extending of the footprints of Mkaka into Zambia, Mozambique, Zimbabwe and Angola was considered by many to be insane. But the insanity paid off. When Malawi had the fuel crisis in 2010/11, businesses in the country came to a standstill and the survival of Mkaka solely depended on its Zambia operations. If Mkaka had not extended its long hands into Zambia, it would have been history now. In his own words, 'Zambia investment linali thandizo munthawi ya msautso.'

Kambala advised accountants to capitalize on their academic qualifications, have strong leadership skills, be highly self-motivated, have a strong sense of basic ethics and integrity, have the willingness to fail, be serial innovators, and to know what they do not know if they are to achieve as entrepreneurs.

## ACCOUNTANCY PROFESSION IS DEVELOPING MANGOCHI – DEPUTY SPEAKER OF NATIONAL ASSEMBLY



Second deputy speaker of the national assembly who is also Member of Parliament for Mangochi central constituency saluted the accountancy profession for the business it provides to people of his constituency and the entire district in general. Hon Clement Chiwaya was speaking when ICAM made a donation of K1.2 million towards the procurement of desks for Koche Secondary School in the district. At the school, form one students sit on the floor or at best on broken bricks, a very unfavourable situation for learning.

Chiwaya was thankful: 'every year you accountants come here you support the business community. It is our local people that supply some materials to the hotels that you book. Every little thing that you buy from the people here supports the livelihood of the communities. The lawmaker urged other professional bodies to emulate the

example that had been set by ICAM.

Speaking when presenting the cheque, ICAM President Henry Chowawa emphasized that the accountancy profession is always the profession of the people, is a profession that is built on social consciousness.

'Honourable second deputy speaker, this is not the last time that the profession will be touching hearts and souls of the underprivileged. We consider it our moral duty to do so. We are part of the national development philosophy of the country and we will keep on responding positively to the demands of our countrymen and women found in stressed situations.

In 2016, ICAM donated desks to Chimbowe Secondary School in Kasungu where students were also learning while seated on the floor. ICAM has a Corporate Social Responsibility (CSR) policy that supports the education sector.

## NOD AND SMILE – MENTALIST GILAN GORK



Master of influence, mentalist Gilan Gork, mesmerized accountants with principles of influence. Spicing his presentation with videos, the mentalist told accountants that nodding and smiling has the biggest impact to influence people to behave and do things in the line of your request. Nodding and smiling is contagious, the mentalist said.

Showing statistical figures in line with several psychological researches carried out, Gilan Gork stated that the power is in the hands of the giver.

When people receive, said the mentalist, they are likely to reciprocate and the moment they do that they will likely do it again as people do not want to be seen to be inconsistent.

The magic of it all was at the very beginning. Gilan called upon one delegate to think of any two digit number but not to mention it. Then he asked the delegates randomly to mention any two digit number they thought of and asked the first delegate to multiply it with the one she thought of and kept on multiplying it with four other random number. To the surprise of everybody. The final answer of the calculation was found to be equal to the number that Gilan had handed over to one delegate in a sealed envelope.

If you think that was a big surprise, the next one was to follow. At the end of his presentation, it was found out that the figure which had been calculated at the beginning was the inverse reading of the term INFLUENCE.



## CHALLENGE YOUR ASSUMPTIONS - DR. MARY MKANDAWIRE

Stop looking at things in the way that you look at them as that lives you with the illusion of seeing things through the tinted glasses of others. Dr. Mary Mkandawire of the College of Medicine challenged accountants at the ICAM conference to challenge their assumptions.

Speaking on the topic: 'innovation: the power of the mind,' Dr. Mkandawire stressed that what one believes probably may not be true but what you believe produces results.

The distinguished scholar reminded the accountants that some of the businesses and innovations that the world cherish were at first admonished. In the Western Union internal memo the telephone was said to have too many shortcomings to be seriously considered a means of communication. The device was said to be inherently of no value.

Dr. Mkandawire lectured: 'Sir William Preece, Chief Engineer of British Post Office said in 1876 that the Americans have need of the telephone, but the British do not. We have plenty of messenger boys.

'A potential investor in a radio in 1920s said the wireless music box has no imaginable commercial value. Who would pay for a message sent to nobody in particular? Lord Kelvin, a British Scientist said in 1899 radio has no future, Lee DeForest, an inventor, said that while theoretically and technically television may be feasible, commercially and financially it is an impossibility.'

The John Maxwell trained motivational and inspirational speaker eloquently advised accountants to watch their self talk. She cited some vocabulary that limits people's progress such as I am ....., I am not....., I don't.....I can't.....I must not.....Other people will say.....that's just the way it is.

The medical doctor by training revealed the authentic competitive edge which is a unique combination of qualities that inspires leaders to lead with distinction, perform in powerful synergy with others, create positive impact, build a lasting legacy, and lead a life of purpose that is deeply meaningful and satisfying. In conclusion, Dr. Mkandawire simply advised accountants: 'challenge your assumptions, cultivate your attitude, and connect your attributes

### NOTABLE QUOTES FROM DR. MKANDAWIRE' PRESENTATION

*People who say it cannot be done should not interrupt those who are doing it - George Bernard Shaw*

*Whether you think you can, or you can't - you are right - Henry Ford*

*When you change the way you look at things, the things you look at change - Wayne Dyer*

### APOLOGY

The Bulletin crew would like to register its deep and profound apology for failing to produce your favourite Bulletin last week, Monday, 18 September, 2017. The crew was overwhelmed with preparations for the Lakeshore conference.

### EXTERNAL COMMUNICATIONS POLICY

At its recent meeting, ICAM Council approved a number of policies. One of the policies is on external communication. The policy allows only the President and Chief Executive Officer (CEO) to speak to the media on ICAM issues. In view of the policy, any member or Chairperson of the Technical Committee would be required to refer to the President or CEO enquiries from the media.

## ICAM VISITS DMI UNIVERSITY



DMI University, – St. John of God University, Mangochi hosted ICAM on 11 September. The DMI Bachelor of Accountancy Bachelor of Business Administration students were excited to meet with the ICAM team. The aim of the visit was to encourage the students to enroll on the Chartered Accountant (CA) Malawi Program after graduating.

ICAM donated study manuals, magazines and students' newsletters to the University. In addition, the Institute donated branded pens to the students and Lecturers.

ICAM will be presenting cash awards for academic excellence to DMI and Catholic University students studying Bachelor of Accountancy Degree Programme. The first prize will be MK50 000, second prize MK30 000 and third prize MK20 000.

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## ICAM TAKES THE CA MALAWI QUALIFICATION TO CUNIMA



The Institute of Chartered Accountants in Malawi (ICAM) paid a visit to Catholic University of Malawi (CUNIMA) on 7 September 2017. The ICAM team met with final year Bachelor of Accountancy students. The main aim of the visit was to sell the Chartered Accountant (CA) qualification.

ICAM's Head of Examinations Administration, Ms Ruth, gave a presentation to the students. Her presentation focused on Programs offered by ICAM, the benefits of studying ICAM Programs and exemptions offered for holders of a Bachelor of Commerce Degree.

Speaking on behalf of CUNIMA, Mr. B. Kalinga, Head of Accountancy Department, said that the University was happy to receive the ICAM delegation. "Our students will enroll with ICAM after graduating. We see a lot of value in the CA, Malawi qualification." He added, "We would like to have a Memorandum of Understanding with ICAM. We have a number of projects which would be beneficial to our institutions." The Chief Executive Officer (CEO) of ICAM, Dr Francis Gondwe, responded by saying that he would arrange a separate visit to understand and discuss their requirements and identify areas of collaboration.

ICAM donated Accounting books to the CUNIMA library. All students and Lecturers present in the meeting received ICAM branded pens.