

Elevate Your Practice

May - June 2019

Small Business Tax

Tax Strategies: Individuals

Tax, Migration & Foreign Investors

SMSFs

Business Sales



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Early Bird Discount! Register and Pay before 10 May **SAVE up to \$100!**



SMALL BUSINESS TAX ESSENTIALS

TUESDAY, 11 JUNE 2019
8.30AM TO 12.45PM

\$395
196AW01A

With the vast majority of businesses in Australia being small businesses, you need to be prepared to provide up to date and expert advice to small business clients. Six experts will give you the latest updates and cutting edge strategies on all of the key issues your small business clients will expect you to know.

Chair: Jacqui Peachey, Partner, Deloitte Private

★ INSIGHTS FROM THE ATO

Phoenix Business Activities: What Attracts the Commissioner's Attention?

With the ATO's recent concentration on the cash economy, fraud, and phoenix companies, it's critical that tax professionals get up to date on what the government is focusing on, its intentions, and how this will impact your clients and their interactions with the ATO.

Presented by **Jarred Needham**, Assistant Director, Integrated Compliance, ATO

Dealing with Historical Loans and Unpaid Present Entitlements in the Changing Division 7A Landscape

The long-awaited amendments to Div. 7A are proposed to start on 1 July 2019. These represent a significant change to managing Div. 7A & UPEs.

- Simplified repayment terms
- Self-correction mechanism to rectify breaches
- Legislating to bring UPEs into Division 7A
- Additional changes might arise from the 2018 Treasury Consultant Paper

Presented by **David Montani**, National Tax Director, Nexia Australia

Practical Guide for Small Business Restructuring

Explore ways to restructure your client's business and ensure they are best placed to maximise growth opportunities.

- The availability of rollover relief to facilitate a move to a more appropriate business structure whilst managing tax consequences
- Using the small business concessions to restructure
- Tips and traps which often arise when restructuring

Presented by **Tinasha Kamangira**, Director, Deloitte Private; FCA; CTA

Asset Protection: Structures and Strategies to Build a Moat Around Your Client's Castle

Asset protection is the process of organising one's assets and affairs to guard against risks and in advance of any threat.

- Privacy considerations
- Investment structures: business and intergenerational planning, tax opportunities and strategies when structures are already in place
- Estate structuring and steps to minimise the impact of a contested will
- Bankruptcy, trust structuring and relationship breakdowns

Presented by **Adrian Hanrahan**, Financial Adviser, Australian Unity

INSIGHTS FOR ACCOUNTANTS FROM A FAMILY LAW EXPERT

What Accountants Need to Know about Small Business Owners and Family Law

- Communications and privilege: Is your client covered or exposed?
- The duty of disclosure
- The asset pool and corporate structure: hidden gems vs lemons
- Exploring settlement options and expanding the pie
- Documenting and implementing a settlement

Presented by **Sam Fahey**, Director, FMD Legal

SMSFS: RISKS AND OPPORTUNITIES

TUESDAY, 11 JUNE 2019
1.15PM TO 5.30PM

\$395
196AW01B

Regulators are increasingly targeting SMSF advisors after finding that 90% of them have breached the law. If you want to stay out of the crosshairs and avoid a regulatory disaster for your practice and your clients it's critical to keep updated with the latest legislation and understand precisely what regulators require. Take this opportunity to pick up practical tips and traps on TBAR and work out tailored solutions on pensions, contributions, super death benefits and other proactive planning strategies for your SMSF clients.

Chair: Simon Gow, Director - Private Advisory, Grant Thornton

⚙️ INTERACTIVE WORKSHOP

Pension Planning: The Long and Short Run and an Interactive Q&A

- Long term pension options
- Short term pension options
- Transition to retirement pension options
- Balancing options
- Optimising multiple account balances
- Tax and estate planning considerations

Presented by **Tracey Scotchbrook**, Director, Superology Pty Ltd

Structuring Superannuation Contributions over a Lifetime

- Maximising deductible workplace contributions
- Taking full advantage of contribution splitting
- Structuring your affairs to maximise non-concessional contributions
- Making contributions during your retirement

Presented by **Clint McNally**, Partner & Executive Financial Adviser, BT Financial Advice

TBAR: A Step by Step Guide

- Total Superannuation Balance
- Transfer Balance Caps
- When and how to report a Transfer Balance Account event
- What can go wrong with Transfer Balance reporting
- Excess Transfer Balance Account determination issues
- Tips and Traps and useful resources

Presented by **Poonam Di Iorio**, Associate Director, Nexia Australia

Practical Planning Strategies with Super Death Benefits

- The superannuation transfer balance cap and the impact on binding death benefit nominations and reversionary pension strategies
- Superannuation death benefit strategies in high net worth estate planning
- Death benefit strategies in blended family situations
- Superannuation death benefit nominations and incapacity

Presented by **Chris Craggs**, Director, Argurion Finance Group



CPD
Accredited



TAX AND WEALTH ADVISORY: MIGRATION, FOREIGN INVESTORS & OPPORTUNITIES

TUESDAY, 28 MAY 2019
9.00AM TO 5.15PM (AEDT)

\$695
WEB195AN02

Tax and wealth advisory issues involving migrants and foreign investors are increasing in Australia every single year. Broaden your client base in this potentially lucrative area or refine your strategies for your current client base with this unique program covering critical topics you won't find anywhere else. Gain the knowledge and strategies necessary to capitalise on the burgeoning migration and foreign investor sectors.

Chair: Peter Charteris, Partner, Sparke Helmore Lawyers

LATEST TRENDS

Immigration for Business and Investors: Facts, Trends & Future Developments You Must Know

Business professionals and investors are increasingly mobile and must navigate Australia's complex immigration laws and policies if they wish to conduct business and invest in Australia. Survey the international landscape concerning business and investment migration and gain an overview of the current law and policy framework in Australia.

Presented by **Belinda Wright**, Director and **Jennifer Wilson**, Senior Manager, People Services & Immigration, KPMG

Foreign Investment in Australia: Existing Opportunities and Future Legislative Trends

- Brief overview of existing laws relating to foreign investment and Significant Investor Visa investors
- Current trends, where the law is heading, and the implications

Presented by **Deborah Johns**, Partner, Gilbert + Tobin

PRACTICAL BUSINESS AND INVESTMENT STRATEGIES

Non-Residents Doing Business in Australia: Key Tax Issues and the Practical Implications

- Permanent establishment issues and Australian sourced income for income tax purposes
- Taxable Australian property for CGT purposes & cross-border GST
- Employment tax requirements including superannuation and PAYG withholding with a particular focus on contractors
- Foreign resident withholding taxes
- Required registrations and reporting

Presented by **Iain Spittal**, Partner and **Emmanuelle Roulet**, Tax Manager, PKF

How can Non-Resident Family Members Invest in Family Businesses?

- Setting up a family business in Australia by non-resident investors: choosing the right structure
- Due diligence before making investments in Australia: identifying and evaluating risks before investing
- Options for non-residents to manage and monitor an Australian business
- Australian regulatory requirements and constraints on non-resident investors investing in Australian businesses

Presented by **Shah Rusiti**, Partner; Accredited Specialist in Business Law and **Min Hur**, Associate, Teece Hodgson & Ward

Owning a Property in Australia: Working Through a Real Life Example

- Investing in Australian property: the benefits and drawbacks
- The importance of residency status for tax purposes
- Everything tax for non-residents: income tax rates, property costs, CGT eligibility for exemptions, concessions and property development
- Issues foreign investors face by owning Australian property: the role of the Foreign Investment Review Board (FIRB), foreign investor purchase restrictions, vacancy tax and foreign citizen stamp duty

Presented by **David Shaw**, Founder and CEO, WSC Group

Anti-Money Laundering for Professional Practitioners: Get it Right or Pay the Price

- The AML/CFT landscape: What are we talking about?
- Application of the AML/CFT in the context of immigrants and foreign investors
- Understanding the relevant compliance issues and impacts
- Processes you must have in place: the why, what and how of AML/CFT requirements for professional practitioners

Presented by **Adam Simms**, Associate Director, Forensic Services, BDO

CROSS-BORDER ESTATE PLANNING

Tax Considerations when Your Client's Intended Beneficiaries Include Non-Residents: What Accountant Needs to Know

- CGT event K3: its impact on the deceased estate and foreign beneficiaries and its quirks in operation
- Cost base impacts on related to Australian tax resident beneficiaries and non-resident beneficiaries
- State surcharges and other Australian taxes targeted at foreign residents owning land which can impact on estate planning
- The tax impact of appointing an Australian resident as your executor
- How gifting judiciously between foreign and Australian residents can prevent Australian tax eroding family wealth, and how a failure to seek appropriate tax advice in estate planning can create a disaster
- Issues with double taxation where the Australian estate plan has foreign elements

Presented by **Dung Lam**, Team Leader – Tax, Argyle Lawyers; CTA

Estate Planning, Administration and Succession for Migrants, Foreign Investors and Their Families: Key Takeaways for Accountants

- Central management & control: the pivot point for wealth management
 - Lessons from the *Bywaters* case
 - The risks of informal control
 - Controlling management succession as well as ownership succession
- Choosing your tax home: a must for a multi jurisdiction family
 - Choosing your representatives in each jurisdiction to which you are connected
- How permanent is your establishment in this country?
- Retrieving your investment: if financier & investor are both offshore

Presented by **Michael Perkins**, Head of Private Client Practice, Nexus Law Group

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TAX STRATEGIES: ADVISING INDIVIDUALS

5TH
ANNUAL

FRIDAY, 31 MAY 2019
9.00AM TO 5.15PM (AEDT)

\$695
WEB195AV02

Every client's situation is unique and they'll expect you to provide expert tax advice tailored to their specific needs. The only way to keep your clients happy so that they return year after year and refer you to others is to keep up to date on the latest tax trends and developments for individuals. And what better way to stay at the cutting edge than to gain an arsenal of strategies from some of today's leading practitioners. Explore tax strategies behind various life events and situations your clients will experience, including moving overseas, property investment, Centrelink, cryptocurrency, marriage and separation, and estate and succession planning

Chair: **Daniel Arnephy**, Director, Accru Melbourne

WEALTH ACCUMULATION

Clients Moving Overseas or Coming Back to Australia? Tax Residency Needs that Must be Considered!

Do you have clients moving overseas to take up employment or start a new business venture? Whether your client is a 'resident' or a 'non-resident' can profoundly impact how your client is treated under Australian tax law, including what income is subject to tax in Australia and what concessions are available. The question of tax residency is often complex, as it involves complex common law concepts ('resides,' 'permanent place of abode' and 'usual place of abode'). This session explores:

- Tax implications of being a non-resident or a resident
- Tests to determine tax residency and how they're applied
- The 'critical factors' most relevant to deciding residency
- Recent case law and war stories
- Proposals to reform the residency rules

Presented by **John Storey**, Managing Director and **Andrew Henshaw**, Director, Velocity Legal

Property Tax for Individuals: Poorly Understood Issues Leading to Audit Activity

- Developer or investor: income/capital
- Tips and traps for downsizers
- At arms length or 'as if' at arms length and NALI
- Passive income and active assets
- Section 152-40(4)(e)
- Valuation issues: the *Decleah Investments* case
- Exemptions for 'farmland': land tax and GST
- Partial main residence exemptions and section 118-147
- Substantiation issues: Is five years enough?

Presented by **Chris Wallis**, Barrister, Greens List Barristers

Tax, Superannuation and Centrelink Implications after Insurance Payment

- Key superannuation issues: tax components, preservation age, permanent incapacity condition of release
- Overview of personal insurance benefits and claims
- Tax calculation for insurance claimants accessing benefits from superannuation
- Examples of tax calculation errors
- Disability income streams and tax treatment
- Litigated income protection payments and tax
- Centrelink issues that TPD claimants need to be aware of
- Personal injury compensation settlements and tax

Presented by **Andrew Reynolds**, Principal Adviser, Fitzpatrick's Private Wealth

Tax Considerations on Cryptocurrency: What You Need to Know

- Examining blockchain and why it's important for accountants
- Cryptocurrencies: payment, utility, stablecoin, tokenised security, sovereign
- How traditional tax principles interact with cryptocurrencies
- Industry responses to Treasury's ICO Discussion Paper and possible tax proposals

Presented by **Jim Koutsokostas**, Special Counsel and **Joni Pirovich**, Lawyer, Hall & Wilcox

TAX AND FAMILY LAW

What do Accountants Need to Know Before a Client's Marriage?

- Impact of marriage on wills
- Trusts and beneficiaries
- Estate planning: prenuptial agreements and protecting assets
- Same sex couples and marriage
- Taxation issues: reassigning debt - Can it be done?
- Case study

Presented by **Lee Formica**, Partner, Lander & Rogers

Separations, Family and Accounting: Tax Effective Settlements

- Capital gains tax: Matrimonial liability?
- Division 7A of Part III of ITAA: treatment in family law matters
- Stamp duty exemptions
- GST: Does it apply?
- Practical and in-depth case study

Presented by **Paul Fildes**, Principal, Taussig Cherrie Fildes Lawyers; Accredited Specialist in Family Law

SUCCESSION AND ESTATE PLANNING

Multi-Generational Planning and Long Term Tax Saving

- Use of testamentary trusts in planning and the advantages: asset protection and taxation
- Payment of superannuation death benefits in a tax-effective manner
- Dealing with family discretionary trusts and second generation planning: passing control, not the assets

Presented by **Nathan Yii**, Principal Lawyer, Nathan Yii Lawyers; CTA

Business Succession on Death, Disablement or Trauma: Plan with the End in Mind

- Where no business succession plan = a business succession plan
- The importance of operating structure
- Valuation considerations
- Insurance funded buy sell agreements
- Stakeholder agreements
- Interplay with estate planning

Presented by **Sophie Cohen**, Director, Head of Partners Legal, Partners Wealth Group



BUSINESS SALES CONFERENCE

TUESDAY, 18 JUNE 2019
9.00AM TO 5.15PM (AEDT)

\$695
WEB196AN02

There's a wealth of opportunity for tax practitioners who are prepared to be actively involved in the business sale process for their clients. What better way to prepare yourself to expertly handle the process from beginning to end for your clients than to attend this one of a kind, full day conference jam-packed with practical insights and guidance from a dozen leading industry experts. Gain a comprehensive understanding of the entire sales process, tax and accounting strategies, key privacy issues, masterful valuation strategies and more.

Chair: Justin Rossetto, Partner, King & Wood Mallesons

Achieving a Consensus View of Enterprise Value: Lessons Learned

- Buyer versus seller perception of value: bridging the gap... or not
- War stories from a business broker

Presented by **Karen Dado**, NSW Director, Lloyds Business Brokers

PERFECTING YOUR TAX STRATEGIES

Pre-Sale Restructuring: Does Your Client Need it?

- Common commercial reasons for pre-sale restructuring and the potential tax implications
- Planning opportunities available to put your client in the best position to achieve a tax effective exit
- Examine practical strategies related to:
 - Using de-mergers
 - Share buybacks and other returns of capital
 - Restructuring shareholdings
 - Entering the consolidations regime
 - Utilising rollovers
 - Other planning strategies

Presented by **Matthew McKee**, Partner, Brown Wright Stein Lawyers; CTA

CASE STUDY

Selling Business with Property: The Ideal Approach and the Tax Implications

- What is the ideal structure for your client's property: Company, partnership, trust or self-managed superannuation fund?
- CGT exemptions, discounts and concessions: Are they available to your clients?
- Selling a business as a going concern and important GST considerations when selling business with property
- Case studies: real life examples of selling business with property

Presented by **David Shaw**, Founder and CEO, WSC Group

Managing Earnouts in a Tax Effective Way

It is increasingly common to see vendors leave money on the table in the form of retained consideration, which is governed by some form of earn out considerations. There will always be a competition between capital receipts and revenue in these circumstances, and this session will delve into the common strategies employed, the advantages and disadvantages of them to both sides, and the ATO view.

Presented by **Adrian Bailey**, Partner, Cleary Hoare Solicitors; CTA

BUSINESS VALUATION AND MAXIMISING VALUE

Business Valuation: Knowing the Worth of Your Client's Business

- What is value?
- Valuation methodologies you need to know
- Key considerations when undertaking a valuation
- Current trends

Presented by **Helen Lagis**, Principal, Financial Advisory, Grant Thornton

PRE-SALES PREPARATION

Identifying Potential Buyers and Extracting the Maximum Sale Price

- What is the buyer universe?
- Identifying the likely buyer type for your client's business
- Criteria and considerations of different buyer types and how to extract value

Presented by **Nick Navarra**, Director, Invicta Corporate Finance

What is Your Client's Greatest Business Asset? How to Make Your Client's Business More Valuable

We are entering the intelligence age. Machines have a far greater capacity to research problems and provide answers than we do. Years of learning can be condensed into a microsecond internet search. So where does business value reside as we come up to 2020? It's not in machines. It's not in systems. It is not in hard assets. It's in our people.

- How to make a business more maintainable, more transferable, more scalable, more profitable and hence more valuable
- How to bring out the creativity in your client's team
- How to open up the lines of communication in a business
- How to combine the power of machines with the power of people
- How to increase the bottom line without the investment of one more dollar, working with what the business owner already has

Presented by **Tony Arena**, Managing Director, BCI, Licensed Business Broker

KEY BUSINESS SALE PROCESS CONSIDERATIONS

IP, Privacy and Data Protection: Disasters Waiting to Happen and How to Avoid Them

- The fundamentals of IP due diligence
- Customer lists, trade secrets and personal information: IP and privacy considerations
- Trans-border IP and privacy issues
- Deal structuring for best securing, protecting and exploiting IP
- You've signed, what now?

Presented by **Rebecca Lindhout**, Special Counsel and **Eli Fisher**, Senior Associate, HWL Ebsworth

Negotiating an M&A Transaction Agreement: What Accountants Need to Know

- Structure: assets vs shares
- Consideration: Cash vs shares vs mixture? How is it to be satisfied? When paid? Any deferred payments?
- Completion accounts
- Retention amount or other security for warranty or indemnity claims
- What conditions precedents should the purchase be subject to?
- Employee matters
- Completion arrangements

Presented by **Kristy Dixon**, Partner and **Giselle Finnane**, Senior Associate, Marque Lawyers



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1 HOUR RECORDINGS	
TBAR Reporting: How it Works and the War Stories (September 2018)	OND189AN04
Exempt Current Pension Income & Segregation – Thinking Strategically (August 2018)	OND188H01
BUSINESS	
Employment Taxes & Financial Obligations Conference (NSW, February 2019)	OND192AN03
Family Business Advisory Conference (NSW, November 2018)	OND1811AN01
Business Advisory and Client Management (NSW, September 2018)	OND189AN03
Small Business Restructuring Conference (VIC, September 2018)	OND189AV01
Gaining and Advising Business Clients: Beyond Tax (NSW September 2018)	OND189AN03A
Building a Trusted Relationship with Your Clients (NSW September 2018)	OND189AN03B
Restructuring Strategies and Rollover Issues (VIC September 2018)	OND189AV01A
The Lifeblood of Small Business: Cash Flow (VIC September 2018)	OND189AV01B
PROPERTY AND TAX	
Employment Taxes and Financial Obligations Conference (NSW, February 2019)	OND192AN03
Victorian State Taxes Conference 2018 (VIC, November 2018)	OND1811AV03
Business Formation, Tax Planning & Exit Strategies (NSW, June 2018)	OND186AN02
Property Tax Conference (SA, March 2018)	OND18AS01
SMSF	
SMSF Conference (NSW, November 2018)	OND1811AN02
TBAR Reporting: How it Works and the War Stories (NSW September 2018)	OND189AN04
SMSF Symposium (NSW, June 2018)	OND186AN01
TRUSTS, WILLS AND ESTATES	
4th Annual Trusts Essentials (NSW, February 2019)	OND192AN01
4th Annual Estate Planning Conference (NSW, February 2019)	OND192AN02
3rd Annual Trusts Symposium (NSW February 2018)	OND182AN01
3rd Annual Business Succession and Estate Planning Conference (NSW February 2018)	OND182AN02

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PAPER NAME	CODE
SMSFs	
5th Annual SMSF Conference 2018 (NSW, November 2018)	CD1811AN02
SMSF Symposium (QLD, June 2018)	CD186AQ03
PROPERTY AND TAX	
NSW State Taxes Conference 2018 (NSW, November 2018)	CD1811AN03
Victorian State Taxes Conference 2018 (VIC, November 2018)	CD1811AV03
Tax Intensive for SME Advisers (VIC, June 2018)	CD186AV02
Inaugural Property Tax Conference (QLD, March 2018)	CD183AQ01
PPSA Updates, Best Practices and Strategies (QLD, March 2018)	CD183N47
Residential Property Transactions: Tax, Owners Corporations and Updates (VIC, September 2017)	CD179V02
TRUSTS, WILLS & ESTATES	
Estate Planning Symposium (NSW, March 2018)	CD183N20
11th Annual Wills and Estate Planning Forum (WA, March 2018)	CD183W01
3rd Annual Trusts Symposium (WA, February 2018)	CD182AW01
3rd Annual Business Succession and Estate Planning Conference (VIC, February 2018)	CD182AV02
BUSINESS	
Family Business Advisory Conference (NSW, November 2018)	CD1811AN01
Small Business Restructuring Conference (VIC, September 2018)	CD189AV01
Business Formation, Tax Planning & Exit Strategies (QLD, June 2018)	CD186AQ01
Buying and Selling a Business: Legal Skills, Risks and Disputes (NSW, March 2018)	CD183N26



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