

# Your Complete Professional Development Guide

Melbourne Conferences  
+ 1 Hour Essential Online Updates

December 2019 - June 2020



WEDNESDAY, 12 FEBRUARY 2020  
9.00AM TO 5.15PM

~~\$745~~ \$590  
202AV01

Clients are now seeking more complex advice on trusts, from overseas beneficiaries to streaming capital gains to tax nightmares, and you need to design a much smarter strategy to meet their needs. You should be constantly reviewing your client's existing trust structure to determine whether it still fulfils their demands, or whether changing circumstances or tax legislation has created a better structuring option. Walk away with a comprehensive guide to solve all these problems after this full day Trusts Summit.

Chair: Arthur Athanasiou, Partner, Thomson Geer; Accredited Specialist in Tax Law

## ★ KEYNOTE ADDRESS

### LATEST Updates from the Board of Taxation

Dr Mark Pizzacalla will provide a high level summary of the Board of Taxation's work program for the 2020 calendar year; as well as providing commentary on the challenges facing Australia's tax landscape.

Presented by Dr Mark Pizzacalla, Partner, BDO; Member, Board of Taxation

## TRUST DISTRIBUTIONS AND STREAMING

### Streaming Trust Capital Gains and Franked Distributions: A Practical Checklist

Gain a practical overview of the requirements that must be satisfied to effectively stream capital gains and franked distributions to targeted beneficiaries, including through interposed trusts, taking into account current legal developments.

Presented by Dianne Sisak-Penjalov, Senior Manager, EY Law; Chartered Tax Adviser

### Trusts, Families & Death: Unforeseen Possible Tax Nightmares

- Cash payments during the year but beneficiary dies before 30 June - what happens?
- Can a discretionary trust distribute to a deceased estate? Yes, no & Maybe!
- Family trust elections (FTEs) are treated cautiously, but what are the dangers of making an interposed entity election (IEE)?
- Exploring these issues using real life client cases

Presented by Clifford Hughes, Principal, Clifford Hughes & Associates; Accredited Specialist in Taxation and Business Law; Chartered Tax Adviser

## RESIDENT V NON-RESIDENT

### Taxation of Foreign Discretionary Trusts: What to Watch out for

Take away key tips and traps regarding the taxation of foreign discretionary trusts, and work through:

- The transferor trusts provisions: When should the trust be treated as a transferor trust? And are there any exemptions?
- Section 99B: dealing with the receipt of trust income not previously subject to tax and lessons you can learn
- Application of TD 2017/23 and TD 2017/24: how to treat the capital gains that flow through foreign trusts

Presented by Jonathan Ortner, Partner and Kaitlin Lowdon, Senior Associate, Arnold Bloch Leibler

### Handle with Care: Practical Tips for Tax Planning with Foreign Beneficiaries

The landscape for distributing trust income to foreign beneficiaries with little or no tax has changed dramatically in the last 12 months. So too has the prevalence of Australian family members relocating overseas. George Psarrakos will walk you through the essential practical tips for managing the tax traps and opportunities, including:

- What's on the ATO's radar
- What's the trustee's exposure
- Preparing resolutions and streaming income
- Dealing with capital gains
- Traps in the home jurisdiction

Presented by George Psarrakos, Director, Mutual Trust; Chartered Tax Adviser

## ASSET PROTECTION AND BUSINESS CONTROL

### Tax Threats to Trust Structures: Dealing with Section 100A Reimbursement Agreements and Current Div. 7A Development

- Reimbursement agreements
  - Current ATO position and compliance activity
  - What elements are required before Section 100A may be triggered?
  - What does 'Ordinary family or commercial dealings' mean?
  - What are the tax consequences of Section 100A applying?
  - How is future tax planning impacted?
- Division 7A:
  - Current legislative developments
  - Current ATO positions and guidance
  - How are pre December 1997 loans and pre December 2009 UPEs to be managed moving forward?
  - Are Div. 7A complying 25 year secured loan agreements still relevant?
  - What planning is required?

Presented by Michael Gastevich, Partner, Deloitte Private

## ★ IMPORTANT ADVICE FROM A FAMILY LAW EXPERT

### Relationship Breakdown: Taking Advantage of Trusts to Deliver Huge Tax Saving

- Using child maintenance trusts to optimise your client's tax position
- How child maintenance trusts can be part of a wealth succession strategy
- Key elements essential for an effective child maintenance trust arrangement and as importantly, what arrangements will not qualify
- Securing child maintenance trust advantages in the event of relationship breakdown as part of a financial agreement (Pre-Nup)

Presented by Rose Lockie, Partner, Gadens

### Passing Control of a Discretionary Trust to the Next Generation as a Business Succession Strategy

- Tips and traps concerning successor appointors
- Protecting surviving spouses and other at-risk beneficiaries
- Problems with deeds: provisions to consider
- Key issues with constitutions that you need to consider
- Splitting and cloning trusts
- Boards shadow boards and externals
- Lessons from Mercanti that benefit you and your clients
- Converting non-estate to estate assets

Presented by Paul Hockridge, Partner, Tax, Mutual Trust

# ESTATE PLANNING CONFERENCE 2020

5TH  
ANNUAL

THURSDAY, 13 FEBRUARY 2020  
9.00AM TO 4.45PM

~~\$745~~ \$590  
202AV02

Take a day to gain truly expert estate planning information from estate planning experts. Bring all of your curly questions with you. This is the day to have them all answered.

Chair: **Kathy Wilson**, Principal, Kathy Wilson Legal; Accredited Specialist in Wills & Estates

## Death and Taxes: Some Practical Discrete Issues You Just Must Know

- Can your client keep the family home and still claim the main residence exemption?
- Will a family agreement mean your client has to pay tax?
- Distribute or liquidate: What are the tax implications of the share portfolio Mum had?
- There's a testamentary trust for the grandchildren: is this the most tax effective way to handle those assets?

Presented by **Mark Morris**, Senior Tax Counsel, BNR Partners

## Dealing with Real Property in Estate Planning

- Is the house really yours? Ownership of real property
- The holiday house must stay in the family: gifts of real property
- Life interest v right to occupy
- Elder law issues: transfer of property in return for care
- Testamentary trusts and real property
- Who is in charge: the power of the executor and attorney

Presented by **Ines Kallweit**, Principal Solicitor, KHQ Lawyers; Accredited Specialist in Wills & Estates

## Strategic Structuring for Estate Planning: How to Own Nothing but Have Access to Everything?

- Reasons for wanting zero net equity for your clients:
  - Business risk
  - Estate challenge risks
  - USA & UK inheritance taxes
- Challenge safe havens
- Transferring equity rather than legal title
- Use of home equity trusts

Presented by **Allan Swan**, Director, Estate Planning Equation; Chartered Tax Adviser

## Cross Border Estate Planning: Advising Clients with Inheritance from Foreign Estates

- Key issues with inheriting from foreign estates
- Alternative legal systems and restrictions on estate planning
- Concept of universal succession and German estates
- International estate tax and issues having estates in multiple jurisdictions
- Planning issues facing foreign estates
- Resolving difficulties with foreign gifts of real property
- Asset protection and practical family issues

Presented by **James Daly**, Special Counsel, McKean Park Lawyers; Accredited Specialist in Wills & Estates

## Every Client is Unique: Why Should Advisers Say 'No' to the Standard Will and What's Your Role as an Accountant?

- Benefits of testamentary trusts in wills and when to use/suggest them
- Why the Will-Kit is not a good idea
- Assets that form part of your client's estate versus assets that do not form part of the estate on death
- Structuring of wills to afford your client's beneficiaries with asset protection and to minimise risk of litigation

Presented by **Teresa Catalano**, Managing Principal, iWills Legal; Accredited Specialist in Wills & Estates

## Your Expert Guide to Manage the Death of an SMSF Member

- Review of deed, pensions and nominations
- Should you advise your clients to appoint personal trustees or corporate trustees
- Ideal contents of wills and powers of attorney

Presented by **Daniel Kelliher**, Wills & Estates Specialist, Eastern Bridge Lawyers

## Interplay between Estates and Family Law: What Accountants Need to Know

- Loans between parents and children: Is it a gift or is it a loan? How to advise clients properly?
- What is a domestic partner? How long is long enough and what is it worth? Recent cases in domestic partner relationships and family provision claims
- Binding financial agreements and death: what happens?

Presented by **Jennifer Maher**, Principal Lawyer, KCL Law; Accredited Specialist in Wills & Estates

*Incorporate practical knowledge and great stories in presentations.*

*Excellent materials. Useful content.*

*Excellent broad review of topics as anticipated.*

**6.5** ATTEND THE FULL DAY AND EARN 6.5 CPD HOURS

FASEA CPD Allocation: 6.5 hours in Technical Competence

03

# NON RESIDENTS DOING BUSINESS IN AUSTRALIA

2ND ANNUAL

TUESDAY, 3 MARCH 2020

9.00AM TO 4.45PM

~~\$745~~ \$590

203AV01

Foreign investors form an increasingly important part of Australia's economy. It's essential for you to understand the complex tax, commercial and legal issues that affect your foreign business and individual clients. This is the one day conference that will do that for you. Better interpret the immigration policies that impact your foreign business clients. Identify tax residency of both business and individual clients. Obtain practical checklists of establishing a business in Australia and avoid and manage any existing and potential disputes as a 'gatekeeper'. Not only limited to Australia, gain a comprehensive guide to protecting your clients' worldwide assets from a leading Australian family law expert. A conference you have to attend.

Chair: Josh Chye, Partner and Head of Tax, HLB Mann Judd

## SESSION 1: LATEST UPDATES AND STRATEGIES FOR NON RESIDENT CLIENTS

9.00AM TO 12.45PM

203AV01A

~~\$395~~ \$295

### ★ RECENT UPDATES AND FUTURE DEVELOPMENTS AFFECTING YOUR PRACTICE

#### The Most Current Insights on Australia's Immigration Policy

- Overview of the Business Innovation and Investment program and how it would affect your foreign business clients
- Business Innovation and Investment (Provisional) Visa (subclass 188): Significant Investor stream or Premium Investor stream
- Subclass 132 Business Talent (Permanent) visa
- Bilingual Subclass 132 Business Talent (Permanent) visa

Presented by Maria Jockel, Legal Principal, BDO Migration Services; Accredited Specialist in Immigration Law

#### Corporate Tax Residency: Post *Bywater* Case and the Current Landscape

- The *Bywater* decision
- TR 2004/15: the ATO's position pre *Bywater*
- TR 2018/5 & PCG 2018/9: the ATO's position post *Bywater*
- Concessions and exemptions that are impacted

Presented by Gary Poon, Partner – Corporate & International Tax, BDO; Chartered Tax Adviser

#### Foreign Investors Running Businesses in Australia: Permanent Establishment vs Subsidiary

- What is a permanent establishment (PE)? What is a subsidiary?
- How might choosing one or the other when setting up business in Australia impact tax and reporting obligations?
- What advantages and disadvantages might arise from choosing one or the other?
- How have changes arising from the OECD's BEPS project impacted the PE articles of Australia's tax treaties?

Presented by Simon Dorevitch, Manager – Corporate & International Tax, A&A Tax Legal Consulting; Chartered Tax Adviser

#### Common Pitfalls for Foreign Investors: Shareholder Disputes and How to Avoid them

- Expectations of shareholders and regulators
- Dealing with regulators: practical tips and traps
- What to expect if a dispute arises from a foreign investor?
- The benefit of hindsight: what to consider at the outset

Presented by Monique Carroll, Special Counsel, King & Wood Mallesons

## SESSION 2: PRACTICAL TIPS REGARDING YOUR INDIVIDUAL CLIENTS WITH FOREIGN TAX ISSUES

1.30PM TO 4.45PM

203AV01B

~~\$395~~ \$295

#### Tax Residency Rules for Individuals: A Practical Guide

- Overview of Australian tax residence
  - Harding's case and Handsley's case, including the practical application of ordinarily resides test and domicile test
  - Consultation developed by the Board of Taxation: tax residency reforms
  - Residency of a trust, including ceasing to be a resident of Australia
- Presented by Greg Judd, Senior Associate, Arnold Bloch Leibler

#### Overseas Assets and Income: the ATO's Current Focus

- Determining your client's tax residency: it's all about intention and evidence
  - AUSTRAC and international funds transfers
  - ATO's exchange of information with other countries
  - ATO's data matching program with other government agencies
  - Dealing with the ATO: important tips and traps
- Presented by Yan Li Wang, Partner, HWL Ebsworth Lawyers

#### Protecting Your Client's Worldwide Assets: What You can Learn from Jurisdictional Settlement

- A brief overview of Family Law principles that accountants need to know
  - Examples of the different approaches to family law in different jurisdictions compared to Australia
  - Enforceability of orders overseas
  - Protecting your client's human and financial property (both overseas and Australian held) in Australia
  - The use of financial agreements under the *Family Law Act*
- Presented by Mark Parker, Partner & Practice Group Leader, Lander & Rogers

“Excellent, very impressed with quality of speakers and content.”

“A solid understanding of legislation and presented in a clear simple way.”

# BUSINESS FORMATION AND EXIT STRATEGIES



WEDNESDAY, 4 MARCH 2020  
9.00AM TO 4.45PM

~~\$745~~ \$590  
203AV02

Cover all the hottest issues you and your clients come across during business start-up and exit stages. You will be the expert in capital raising, franchising, and all tax, legal and commercial issues when you advise your clients to start their business at the initial appointment. Plus you will obtain the essential skills of restructuring and maximising the business value before exit, and important tips and traps on family business succession.

Chair: Daniel Arnephy, Director, Accru Melbourne; Chartered Tax Adviser

## SESSION 1: BUSINESS FORMATION

9.00AM TO 12.45PM 203AV02A ~~\$395~~ \$295

## SESSION 2: PRACTICAL EXIT STRATEGIES

1.30PM TO 4.45PM 203AV02B ~~\$395~~ \$295

### PANEL DISCUSSION

#### Determining the Right Business Structure after the Initial Client's Meeting

- Information you need from your clients for structuring purposes
- Are partnerships and trusts still the favorite structure for professional services?
- What attracts the Commissioner's attention regarding business structures?
- Key issues you need to consider for estate and succession planning

Facilitator:

Daniel Arnephy, Director, Accru Melbourne; Chartered Tax Adviser

Panellists:

Sophie Cohen, Head of Partners Legal, Partners Wealth Group

Ross Higgins, Partner, Private Advisory, Mills Oakley; Chartered Tax Adviser

Jacci Mandersloot, Director, MC Tax Advisors

#### Key Legal and Commercial Considerations on Starting a Business

- Where is the business going? The end game
- The balance between what your clients really need and cost: lawyers always talk like money doesn't exist
- If your clients had enough of what they are doing or had enough with their partners, how do they get out?
- What do you need to assist your clients to make this worth it? Realistic income budgets

Presented by John Turnbull, Partner, Private Advisory, Mills Oakley; Accredited Specialist in Business and Property Law

#### Capital Raising for Start-ups: Practical Tips for SME Advisers

- Structuring considerations and how they are relevant to capital raising
- Getting the house in order for fundraising
- Key issues in relation to remuneration of key personnel
- Angel funders/ family offices
- Incubator & accelerator programs
- Venture capital funds and private equity funds
- Understanding venture capital and private equity acronyms and concepts
- Different equity funding mechanisms
- What to address in shareholders agreements and what you need to know

Presented by Thomas Kim, Partner, HWL Ebsworth Lawyers

#### Should Your Clients Consider Franchising?

- What is a franchise?
- Franchising v. licensing or distribution?
- Challenges facing franchisors and franchisees
- Key legal and commercial considerations when starting a franchise business
- Key legal and commercial considerations when buying a franchise

Presented by Andrea Pane, Partner, Piper Alderman

#### Restructuring the Business to Better Extract the Wealth before Exit

- How does the client wish to exit and when?
- How is the business currently structured and what tax attributes does it exhibit?
- What tools does the client have to restructure and are the technical requirements met?
- Are the anti-avoidance rules an issue?
- Can the client discharge the onus of proof?

Presented by Neil Brydges, Principal Lawyer, Sladen Legal

#### A Practical Guide to Maximise the Business Value and Get Ready for Exit

- Australian statistics in relation to succession planning
- Basic valuation theory could assist your clients to maximise their business value
- Maximising value: key areas of focus during a transaction
- A detailed sales process checklist as part of your client's exit strategy
- Practical examples and case studies

Presented by Steven Perri, Partner, PKF Melbourne

#### Business Succession: A Practical Guide to Inter-generational Business Transfer

- Preparing for inter-generational succession: what are the foundations for success?
- Transferring control to the next generation: key considerations
- Transferring ownership to the next generation: key considerations
- Practical measures to prepare the next generation for succession
- Case studies: some examples of what can go right and wrong

Presented by Fiona Hinrichsen, Associate Partner - Family Office Advisory Services and Private Client Services, EY

# SUPERANNUATION ESSENTIALS

WEDNESDAY, 18 MARCH 2020

9.00AM TO 4.45PM

~~\$745~~ \$590

203AV03

Superannuation practitioners have been experiencing more tough times since the release of the accountants' exemption and the 2017 reforms. You have to be able to answer every single question your clients ask and provide them with practical solutions. Hear from those working at the coalface and gain practical tips on SMSF audits, learn the most effective pension, contribution and property investment strategies and understand how to handle unexpected circumstances and superannuation.

## SESSION 1: AUDITS, CONTRIBUTIONS AND PROPERTY INVESTMENT

9.00AM TO 12.45PM

203AV03A

~~\$395~~ \$295

## SESSION 2: WHAT NOW? SUPER AND UNEXPECTED CIRCUMSTANCES

1.30PM TO 4.45PM

203AV03B

~~\$395~~ \$295

Chair: Jennifer Dixon, Practice Leader, Moores

### ★ LATEST UPDATES

#### Superannuation Audit: What's New and What Does it Mean to Your Clients

- A renewed focus on investment strategies:
  - Why the ATO focus?
  - What should they say?
  - What does the auditor actually check for? and why?
  - Consequences for the fund if the strategy is wrong?
- Non-arm's length expenses:
  - What are the new rules?
  - What will the auditor be looking for?

Presented by Belinda Aisbett, Director, Super Sphere

#### Maximise Contributions and be on Top of Total Super Balance

The sole purpose of a superannuation fund is to ensure that a member has accumulated benefits to meet death and retirement needs. Contributions are the primary way in which to accumulate your clients' benefits for this purpose.

- Contributions for all phases of your client's life
- Understanding the work retirement benefit commencement
- Contributions in the lead up to retirement
- Combining benefit withdrawal and contribution strategies
- Strategy tips to consider for business owners

Presented by Chris Morcom, Director and Private Client Adviser, Hewish Private Wealth

#### Using the Small Business CGT Concessions for Superannuation Management

The small business CGT concessions provide the opportunity for contributions to be made to superannuation outside of the various caps. In this session you will cover:

- When small business contributions may be applicable
- Does it make a difference with the concessions chosen?
- Timing of contributions
- Practical examples of using the concessions

Presented by Brad Eppingstall, Director, RSM

#### Structuring Property Developments in an SMSF

- When can an SMSF engage in property development?
- Is the SMSF running a property development business and does it matter?
- Related party developments
- Property development via unit trusts and companies with unrelated parties
- Use of LRBA's and other forms of borrowing
- Navigating ATO scrutiny and the non-arm's length income rules

Presented by Andrea Carrick, Director, AG Tax Lawyers

Chair: Tino Di Battista, Director – Business Advisory and Superannuation, Nexia

#### The Great Unknown: Superannuation and Dealing with Incapacity

- What does 'incapacity' mean and how should I look out for it?
- Trust deeds and incapacity, what are key terms and clauses
- Critical supplementary documentation and how it interacts
- Ramifications of a non-compos client dealing with superannuation

Presented by Anna Hacker, National Manager – Estate Planning, Australian Unity Trustees Legal Services; Accredited Specialist in Wills & Estates

#### Practical Superannuation Strategies for Intact, Step, Blended and other types of Family

The diversity of family configurations makes succession planning increasingly complex and challenging. This session will explore the cardinal virtues of superannuation succession planning for different family types and consider whether the pursuit of certainty over the life.

- Temperance: binding death benefit nominations or reversionary pensions - what offers greater certainty?
- Wisdom: knowing the options and risks: potential dependents, form of benefits, tax consequences, control of decision making
- Justice: what happens when things go wrong - bitter lessons from cases
- Courage: is the pursuit of certainty over flexibility – e.g. binding death benefit nominations – always the better option

Presented by Chris Ketsakidis, Partner, Mills Oakley

#### SMSFs Bracing for Unexpected Circumstances: Family and Relationship Breakdowns and Business Disagreement

Look at what may happen with SMSFs in the event of an unexpected (even if inevitable) family, relationship or business breakdown and what the fund trustee and advisors should consider and address in order to brace themselves for a potential 'bumpy ride' ahead. Using a number of case studies.

- Potential SMSF compliance issues and other practical problems
- Advance planning strategies
- Tips and traps when dealing with family law payments

Presented by Nathan Papson, Principal Lawyer, Papson Legal



### UNABLE TO TRAVEL?

Why not attend our seminars live online or on-demand, on any device, 24/7

**6.5** ATTEND THE FULL DAY AND EARN 6.5 CPD HOURS

FASEA CPD Allocation: 6.5 hours in Technical Competence

# GST MASTERCLASS

THURSDAY, 26 MARCH 2020  
9.00PM TO 1.15PM

~~\$395~~ \$295  
203AV04

It has been almost 20 years since the introduction of GST and this is a half day GST Masterclass that every tax adviser needs.

Chair: Rachel O'Donnell, Special Counsel, Hall & Wilcox

## All your GST Questions Answered

- Do charities and deductible gift recipients have to pay GST?
- How are joint ventures and partnerships treated differently for GST purposes?
- How complicated can tripartite arrangements be?
- Where is the line drawn for GST free food and medical goods?
- What are GST consequences of external and in-house litigation funding?
- Commercial settlements: what is required of lawyers and accountants?
- What rules relate to apportionment, allocations and nexus
- What is the impact of giving cash cards as incentives to customers?
- What are the GST issues for insolvency practitioners?
- Is the taxation of Zombies a serious topic?

Presented by Ken Fehily, Director, Fehily Advisory; Chartered Tax Advisor

## Key GST Issues in Property Development

- GST treatment of various property sales
- The new GST withholding regime: protecting your clients
- Are any of your clients accidental property developers? And how can you assist?
- Margin scheme: Can your clients use it? Should they use it?
- GST and property: other useful concessions and traps you should be aware

Presented by John Russell, Senior Associate, MinterEllison

## Practical Tips and Traps on Going Concern

- The importance of the identification of the relevant 'enterprise'
- Are 'all things necessary' for the relevant 'enterprise' being supplied?
- Is there a sufficient 'agreement' to apply the margin scheme (what about cascading clauses)?
- Adjustments under Division 135: don't get caught out
- Who bears penalties/ interest if going concern treatment fails?

Presented by Cameron Forbes, Special Counsel, Clayton Utz

## GST and E-Commerce: Issues that Must be Considered

- GST issues and the customer experience when purchasing online
- GST issues for B2C versus B2B
- The GST treatment of loyalty programs, vouchers and discounts
- Selling through marketplaces
- Going global: How are indirect taxes changing around the world?
- Selling into Australia? What you should consider

Presented by Suzanne Kneen, Partner, PwC

## Effectively Handling GST Audit: Managing the Outcome from Start to Finish

- Preparation and prevention: tax risk governance and ATO expectations
- ATO streamline tax assurance reviews / integrity of business systems reviews
- The role of private rulings and voluntary disclosures once an audit has started
- How to be in conciliatory engagement with the ATO
- Insights on alternative dispute resolution (ADR) whether and how to settle
- Certainty in the application of tax law

Presented by Andrew Barrah, Partner, Grant Thornton

# DEALING WITH TAX AUTHORITIES

THURSDAY, 26 MARCH 2020  
2.00PM TO 5.15PM

~~\$395~~ \$295  
203AV05

Accountants spend a lot of time dealing with tax authorities. As your clients' representative, it's crucial to stay informed and advise your clients early on matters that might result in tax disputes and relieve their burdens by acting and managing communication on their behalf. After this informative half day program, you will gain the keys to success when dealing with tax authorities.

Chair: Paul McCartin, Partner, PwC

## ATO Audits: Practical Tips and Traps

- Explore how best to deal with the ATO during the audit stage, including:
- Approach: proactive or reactive? Big picture or narrow focus?
  - Responding to requests for information and notices under compulsory access powers
  - Facts vs assumptions, and early evidence preparation
  - Consideration of non-tax issues, e.g. contract law, equity, trusts, company law
  - Responding to position papers

Presented by Amber Agustin, Partner, Clayton Utz and Angela Lee, Barrister, Aickin Chambers

## Handling Director Penalties for Your SME Clients

The DPN regime makes company directors (and perhaps others) personally liable for a range of unpaid company tax liabilities. While there may be Phoenix business operators out there, this personal liability doesn't require some sort of fraudulent intent and can be automatically triggered by the legislation. This means that the owners of SME company businesses which suffer cash flow problems as victims of external forces can have their personal assets exposed to the Commissioner.

- The background to the DPN provisions
- DPN exposure for PAYG withholding, superannuation guarantee and GST
- Defenses that may be available
- Dealing with the ATO
- DPN's and asset protection

Presented by Damian O'Connor, Principal, Tax + Law

## CASE STUDY

### Tax Disputes Management: A Comprehensive Guideline

- Amended assessments, default assessments and objections
- Litigation (Federal Court vs AAT) and test case funding
- Briefing counsel
- Preparation of evidence (expert and lay witnesses)
- Settlements and alternative dispute resolution

### Debt Collection Negotiation and Remission of Interest

- The Commissioner's debt recovery powers
- Payment arrangements
- Winding up proceedings, creditors' petitions, garnishees and other means of recovery
- Garnishees
- Penalties, interest and remission

Presented by Stephen Chen, Special Counsel, MinterEllison

4 ATTEND THE HALF DAY AND EARN 4 CPD HOURS

3 ATTEND THE HALF DAY AND EARN 3 CPD HOURS



# CLIENT CARE AND PRACTICE DAY: WHY YOU SHOULD CARE



TUESDAY, 3 MARCH 2020  
9.00AM TO 4.15PM (AEDT) Live from NSW

~~\$745~~ \$590  
WEB203AN01

By always acting as a client centric adviser, you will have the key to what makes a successful practice. Gain the essential skills of understanding your clients, communicating effectively with them and creating and maintaining a trusted relationship. In one short day meet all your CPD requirements in Client Care and Practice, and invest in what will bring you the biggest returns: clients.

Chair: Liz Hughes, Founder and Financial Planner, WealthSpring Financial

## COMMUNICATING AND DECISION MAKING

### Interplay between Psychology and Advisory: Have you Really Interpreted Your Clients' Needs in the Correct Way?

Gary will take us through the issues around psychology and how it has encroached into financial advice. Are advisers psychologists? Do we stray into areas we're not trained to deal in?

- To craft truly effective advice, we need to know everything: not just the quantitative information, but the qualitative information is arguably much more important
- How do we gain client's trust, so that they share their family information, their values?
- Traditional 'salesmanship' with a product sale being the adviser's goal: interpreting the clients' needs was subservient to the advisers needs
- Why we need to be sure that we have interpreted clients' need properly?
  - With the realities of FASEA requirements
  - Challenges of gathering new clients information due to the impact of the Millie's and social media

Presented by Gary Mitchell, Private Client Adviser, Shadforth Financial Group

### Telling it Like it is: Why Plain English is Better for Business

- Why complexity is your enemy
- How plain English can be your biggest business advantage
- Writing advice from the world's greatest investor
- The 5-step technique that will make you a more effective writer today

Presented by Peter Vierod, Founder and Managing Partner, Friendly Persuasion

### From a Lawyer's Perspective: Mental Incapacity, Decision Making and Your Role as a Financial Adviser

- The legislative framework
- The importance of incapacity documents for your client before they lose capacity
- Decision making and diminished capacity
- Recent case law updates
- The role of the financial advisor

Presented by Adeline Schiralli, Consulting Principal, Keypoint Law; Accredited Specialist in Wills & Estates

## ESTABLISHING, MAINTAINING AND EXPANDING YOUR CLIENT RELATIONSHIPS

### Client Protection, Retention & Referral: A Checklist for a Robust Onboarding Process

- What does a robust onboarding process look like and how to implement this in your business?
- What documentation required for each client to ensure you and they are protected?
- What are the consequences to you, your business and your client as a result of poor due diligence in onboarding?

Presented by Peter Bobbin, Managing Principal, Argyle Lawyers

### Managing Client Complaints: A Golden Opportunity

- Understanding the psychology of a client complaint
- Do's and don'ts when responding to a client complaint
- Attitudes and mindsets and longer-term focus
- Quantifying 'goodwill'

Presented by Joydeep Hor, Managing Principal, People + Culture Strategies

### Expanding Your Advice to Your Clients' Parents and Kids: Does it Ever Work?

- Playing the long game
- Setting yourself up for success
- Understanding the family dynamics
- Do you need different service packages for different life stages?
- How early is too early for a planning conversation?
- How does aged care fit in?

Presented by Sarah Penn, CEO, Mayflower Consulting

**FINANCIAL PLANNERS:  
Attend and Gain Your  
5 Mandatory Hours in  
Client Care and Practice**

**6 ATTEND THE FULL DAY AND EARN 6.5 CPD HOURS**

FASEA CPD Allocation: 6 hours in Technical Competence



# FAMILY LAW: TIPS AND TRAPS FOR ACCOUNTANTS

WEDNESDAY, 1 APRIL 2020 ~~\$395~~ \$295  
9.00AM TO 12.45PM (AEDT) Live from NSW WEB204AN01

Family breakdowns are times of enormous stress, and the financial implications of divorce and separation can be staggering. Your role as advisor is crucial as every single piece of information you prepare and provide can have a huge impact on the result. Join leading family lawyers and forensic accountants in Australia, to help you better understand your role as an accountant in the family law process. Learn how you can better assist your clients' financial decisions before marriage, in settlement and if necessary, in Court.

Chair: William Sinclair, Partner, Business Services, BDO

## The Most Important (and Interesting) Family Court Decisions that Impact Your Clients

- Property division: *Stanford & Stanford*
- Interim property settlement: *Strahan & Strahan*
- Assessing contributions of both parties: *Fields & Smith*
- Considering unsecured debts: *Biltoft & Biltoft*
- The rights of trustees in bankruptcy: *Trustee of the property of G Lemnos v Lemnos*

Presented by Melinda Winning, Partner, Barkus Doolan Family Lawyers; Accredited Specialist in Family Law; Leading Family & Divorce Lawyer, *Doyle's Guide 2019*

## Financial Agreements: Planning the Relationship before the Marriage

- Are they worth it? The state of play regarding enforcement of financial agreements will be enforced
- Different types of financial agreements: the scope of the protection that can be provided to a party
- Advantages of 'simple' versus 'complex' agreements: when each is appropriate
- Recitals and disclosure schedules and how you can help

Presented by Sheridan Emerson, Partner, Pearson Emerson Meyer; Accredited Specialist in Family Law; Preeminent Family & Divorce Lawyer, *Doyle's Guide 2019*

## Tax Advocacy in Family Law Settlements and Litigation: Practical Assistance Accountants can Provide to Their Clients

- Accountants: value adding in family law
- Practical tips on tax losses, top-up tax and trust cloning
- Collaborative family law: how accountants can keep both clients post-divorce

Presented by Jamie Burreket, Managing Director, Broun Abrahams Burreket; Accredited Specialist in Family Law; Preeminent Family & Divorce Lawyer, *Doyle's Guide 2019*

## Assisting Your Client through the Family Law Process in a Most Effective Way

- Important role and duties of the accounting expert
- Dealing with the conflicts and picking sides
- Why trusts relevance are particularly important
- Why assessing a value is necessary even if there is no market
- How to assist your clients to negotiate a better outcome as a trusted adviser?
- When should a forensic accountant get involved?

Presented by Joseph Box, Partner - Financial Advisory and National Head of Forensic Consulting, Grant Thornton



# TRANSFER PRICING IN PRACTICE FOR SMES

WEDNESDAY, 1 APRIL 2020 ~~\$395~~ \$295  
1.30PM TO 4.45PM (AEDT) Live from NSW WEB204AN02

With rapid changing of the global business environment, transfer pricing is no longer only applicable to multinational enterprises, but also to your SME clients. And that is also why it is becoming one of the ATO's main focus areas. Get on top of the key principles and how transfer pricing provisions apply to SMEs. Hear from a panel of transfer pricing experts, and gain practical tips on documentation, reporting, and how to assist your clients to mitigate compliance risks.

Chair: Lorena Sosa, Partner - Transfer Pricing, Grant Thornton

## When Would Transfer Pricing Rules Apply to Your SME Clients: Key Principals and Practical Issues

- Australian transfer pricing rules: Important transfer pricing concepts and when they apply
- Significant Global Entity (SGE) provisions: When and how do the SGE rules apply to SME's?
- Penalties: What is the cost of getting it wrong!

Presented by Joel Phillips, Partner, Transfer Pricing, BDO

## Practical Guidelines for Transfer Pricing Documentation

- International perspective: overview of current OECD country-by-country reporting and documentation standards
- Local perspective: overview of Australian country-by-country reporting and documentation requirements
- Practical advice: practical tips to consider and traps to avoid

Presented by Edin Mahir, Director, Global Tax, PwC

## Practical Approach to Risk and Transfer Pricing Record Keeping

- Simplified transfer pricing record keeping options: small taxpayers, distributors, low value adding intra group services, low level loans, etc
- ATO risk assessment tools: practical tips and traps
- International Dealings Schedule disclosures

Presented by Emmanuelle Roulet, Senior Manager, International Tax, PKF



## UNABLE TO TRAVEL?

Why not attend our seminars live online or on-demand, on any device, 24/7



# SMALL BUSINESS RESTRUCTURING WORKSHOP

TUESDAY, 17 MARCH 2020 ~~\$395~~ \$295  
1.30PM TO 4.45PM (AEST) Live from QLD WEB203AQ03

Client business structures can regularly be unsuitable for present circumstances. Whether they were not correctly created in the first place, operations have changed over time, succession planning issues have arisen or any other multitude of reasons.

In this workshop you will examine in detail the what, where, why & how SME restructures can be done, whether using the small business CGT concessions, the small business rollover restructure or other provisions.

Other crucial issues impacting restructures that will be covered include dealing with general legal issues such as transferring employees, leases and intellectual property. Duty exemptions and concessions for business restructures that can be applied will also be addressed.

Delve into case studies that are real life client cases where restructures have been undertaken. Explore issues such as:

- Application of the safe harbour principles
- Succession planning which satisfies the 'genuine restructure' test
- Satisfying the ATO view of ultimate economic ownership when trusts and companies are involved
- Legal documentation required to properly implement structures
- Using the 15 year retirement concession to transfer business real property into SMSFs

Presented by **Clifford Hughes**, Principal, Clifford Hughes & Associates; Accredited Specialist in Taxation and Business Law; Chartered Tax Adviser

### Testimonials from Clifford's prior presentations:

*"Best presenter!! Very knowledgeable, expert, interesting and fantastic"*

*Very engaging and enjoyable to listen to. I was able to relate the information to practical examples*

*Practical presentation and well presented. I enjoyed the examples and perspective that you can't always have it all*

## FULL YEAR SCHEDULE

Complete your professional development plan for the coming year with our 2020 schedule of events. Our industry-leading conferences and online options allow you to connect and learn from colleagues and thought-leaders operating at the coal face.

Immerse yourself in our programs covering the latest developments in family business advisory, SMSFs, trusts and estate planning, plus general practice personal development that will ensure your business operates smoothly whilst delivering exceptional service to your clients.

Make sure 2020 is the year you expand your client network and achieve your business goals.

MELBOURNE				
Code	Date	Conference	Fee	Hours
205AV01	20 May	Accountants Personal Development Day	\$745	7
205AV02	21 May	6th Annual Small Business Tax Essentials	\$745	7
208AV01	13 Aug	Debt Collection: A Practical Workshop	\$395	4
208AV02	13 Aug	Family Law for Accountants	\$395	3
208AV03	14 Aug	Aged Care Forum	\$395	4
208AV04	14 Aug	Deceased Estates Update	\$395	3
209AV01	8 Sep	3rd Annual Property Taxation and Advisory Conference	\$745	7
209AV02	11 Sep	SMSF Day 2020	\$745	7
2011AV01	Sep	3rd Annual Family Business Advisory Conference	\$745	7

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If you are interested, please contact Jacqui on 0416 432 740 or write an email to [jpacey@legalwiseseminars.com.au](mailto:jpacey@legalwiseseminars.com.au)

**3 ATTEND THE HALF DAY AND EARN 3 CPD HOURS**

FASEA CPD Allocation: 3 hours in Technical Competence



# LIVE ONLINE 1 HOUR ESSENTIAL UPDATES FOR ACCOUNTANTS AND FINANCIAL ADVISORS



Join us at lunchtime on Thursdays and hear from Australia's leading practitioners present timely and relevant content from the comfort of your office or home. These sessions are highly interactive; you can ask questions during the session, share ideas and communicate directly with the presenter and/or other delegates. All sessions are supported by comprehensive materials that are emailed to participants prior to each session.

**The more you learn, the more you save!**

<b>1 hour</b> \$155	<b>2 – 3 hours</b> \$140 ph	<b>3 – 5 hours</b> \$120 ph	<b>5+ hours</b> \$99 ph	<b>10+ hours</b> \$77.50 ph
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To register please visit our website [legalwiseseminars.com.au/accounting/](http://legalwiseseminars.com.au/accounting/) where the discount will apply automatically at the checkout or call us on 02 9387 8133.

ESSENTIAL SMSF & SUPERANNUATION UPDATES		
On Demand	TBAR, Rollovers and the Transfer Balance Cap	<input type="checkbox"/>
On Demand	Auditing Risks: A Practical Guide	<input type="checkbox"/>
10/12/2019	SMSF Trustee Death Benefit Payment Decisions	<input type="checkbox"/>
5/12/2019	Tax and Superannuation: Latest Developments	<input type="checkbox"/>
21/01/2020	LRBAs in SMSFs: Latest Developments	<input type="checkbox"/>
6/2/2020	SMSF Pension Strategies	<input type="checkbox"/>
26/02/2020	Super and Estate Planning	<input type="checkbox"/>
5/3/2020	Best Interest Duty and Getting SMSF Advice Right	<input type="checkbox"/>
2/4/2020	Property Development in a Fund	<input type="checkbox"/>
7/5/2020	Insurance within SMSFs: A Critical Guide	<input type="checkbox"/>
4/6/2020	SMSF Portfolio Review	<input type="checkbox"/>
30/4/2020	Tax and Superannuation: Latest Developments	<input type="checkbox"/>

ESSENTIAL TAX UPDATES		
On Demand	ATO Audits on SMEs	<input type="checkbox"/>
On Demand	Tax Disputes and the Commissioner's Recovery Powers	<input type="checkbox"/>
On Demand	Division 7A in the Changing Landscape	<input type="checkbox"/>
On Demand	The Gerry Harvey Tax: Helping Foreign Businesses Navigate the new Australian GST Landscape	<input type="checkbox"/>
5/12/2019	Who is an Australian Tax Resident?	<input type="checkbox"/>
23/1/2020	Foreign Hybrid Mismatch Rules	<input type="checkbox"/>
13/2/2020	Small Business CGT Concessions	<input type="checkbox"/>
12/3/2020	State Taxes Update	<input type="checkbox"/>
2/05/2020	Employment Tax and Single Touch Payroll Update	<input type="checkbox"/>
14/5/2020	ATO Objections and Appeals	<input type="checkbox"/>
11/6/2020	Income Tax Update	<input type="checkbox"/>

ESSENTIAL TRUSTS UPDATES		
On Demand	Trust Vesting	<input type="checkbox"/>
On Demand	Discretionary Trusts and the Family Court	<input type="checkbox"/>
On Demand	Structuring for Asset Protection	<input type="checkbox"/>
12/12/2019	Family Trusts	<input type="checkbox"/>
30/1/2020	Trusts: Hot Spots for 2020	<input type="checkbox"/>
20/2/2020	Testamentary Trusts and Deceased Estates	<input type="checkbox"/>
19/3/2020	Assisting Non-Residents to Set Up Trusts	<input type="checkbox"/>
16/4/2020	Trusts and Wealth Management	<input type="checkbox"/>
21/5/2020	Practical Trust Distribution Strategies	<input type="checkbox"/>
18/6/2020	Testamentary v Super v Family v Super Pensions	<input type="checkbox"/>

ESSENTIAL ESTATE PLANNING UPDATES		
On Demand	Conversations About Capacity: How to Start Them and why They are Important	<input type="checkbox"/>
On Demand	Exercising Power of Attorney: What Accountants and Financial Planners Need to Know	<input type="checkbox"/>
On Demand	Deceased Estates Administration Update	<input type="checkbox"/>
12/12/2019	Tax Implications for Estate Structures	<input type="checkbox"/>
4/02/2020	Family Law and Estate Planning	<input type="checkbox"/>
27/2/2020	Financial Agreements and Relationships	<input type="checkbox"/>
26/3/2020	Child Support Issues	<input type="checkbox"/>
23/4/2020	Property Settlements in the Family Court	<input type="checkbox"/>
28/5/2020	Ageing Thoughtfully: Estate Planning Issues in Aged Care and Retirement	<input type="checkbox"/>
25/6/2020	Inheritance and Estate Planning	<input type="checkbox"/>

<b>5 SIMPLE WAYS TO REGISTER</b>	<b>WEB</b> legalwiseseminars.com.au	<b>EMAIL</b> info@legalwiseseminars.com.au	<b>PHONE</b> 02 9387 8133	<b>FAX</b> 02 9387 8711	<b>POST</b> PO Box 971, Bondi Junction NSW, 1355
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## Hurry Time is Ticking! Early Bird Registrations end 24 December 2019

### YOUR DETAILS

Title  First name

Last name

Job title

Organisation

Postal address

City  State  P/Code

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**GROUP AND MULTIPLE BOOKINGS: \$545**  
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All prices incl GST. This document will be a tax invoice for GST when fully completed and you make a payment that is under \$1000. Please take a copy for your records. ALL registrations must be paid in full prior to the date of the event.

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Please register me for these Melbourne programs **VENUE: RACV CITY CLUB, LEVEL 2, 501 BOURKE STREET, MELBOURNE**

CONFERENCE NAME	Code	SUMMER SALE	Std. fee	Face to Face	Live Online	On Demand Recording
Trusts Summit	202AV01	\$590	\$745	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Estate Planning Conference 2020	202AV02	\$590	\$745	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non Residents Doing Business in Australia	203AV01	\$590	\$745	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Latest Updates and Strategies for Foreign Business Clients	203AV01A	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: Practical Tips Regarding your Individual Clients with Foreign Tax Issues	203AV01B	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Formation and Exit Strategies	203AV02	\$590	\$745	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Business Formation	203AV02A	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: Practical Exit Strategies	203AV02B	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Superannuation Essentials	203AV03	\$590	\$745	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Audits, Contributions and Property Investment	203AV03A	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: What Now? Super and Unexpected Circumstances	203AV03B	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
GST Masterclass	203AV04	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dealing with Tax Authorities	203AV05	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please register me for these online seminars

CONFERENCE NAME	Code	SUMMER SALE	Std. fee	Face to Face	Live Online	On Demand Recording
Client Care and Practice Day: Why You Should Care?	WEB203AN01	\$590	\$745	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Family Law: Tip and Traps for Accountants	WEB204AN01	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transfer Pricing for SMEs	WEB204AN02	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Small Business Restructuring Workshop	WEB203AQ03	\$295	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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