

Only \$495 per Masterclass  
\*Save even more on multiple  
bookings and share a ticket options



# 7th ONE STOP UPDATE for the Accountant in Practice™

5 & 6 December 2011, InterContinental, Wellington  
7 & 8 December 2011, Pullman Hotel, Auckland

## MASTERCLASS SERIES 2011

Your choice of 4 HALF DAY MASTERCLASSES  
to suit your preference

**1** Application of Tax Avoidance  
Rules

**2** Tax Law Update

**3** Trusts, Asset Protection &  
Estate Planning

**4** Reinventing and Promoting  
your Practice

Practical, hard copy material to take  
away for future reference

Supported by:



**Your CPD Partner**   
Log up to 16 CPD Hours

NZ's leading business conference experience

**Conferenz**   
Connect. Know. Succeed



# 7th ONE STOP UPDATE for the Accountant in Practice™

## One Stop Masterclass 1: Application of Tax Avoidance Rules

8.30am – 12.30pm

5 December 2011: InterContinental, Wellington  
7 December 2011: Pullman Hotel, Auckland

### Application of Tax Avoidance Rules

The Penny & Hooper ruling has significantly recast the legal and accounting professions' understanding of what constitutes tax avoidance. It is expected that the Court's decision will mean that the avoidance provisions will be applied more literally than previously. The Court ruled that company and trust structures cannot be used to artificially reduce taxable income from 'personal exertion'. Everyone is now waiting for the IRD to issue further guidance as the ruling did not clarify exactly what constituted tax avoidance and what did not and there's uncertainty as to where the avoidance boundaries actually lie.

### The workshop will cover:

- Challenging the avoidance boundary
- Principles around use of company and trust structures
- When do income allocation or diversion arrangements constitute tax avoidance? And when does it not?
- The importance of documenting the reasons behind business decisions
- The Parliamentary contemplation test
- Determining a commercially realistic salary level to avoid being caught out
- IRD "exposure draft" and interpretation of the general anti-avoidance provisions
- What recent cases mean to the 'choice' principle (re tax avoidance)
- Looking back at other landmark cases

### Facilitated by:

**Kirsty Keating**, Executive Director, Tax Controversy Practice, Ernst & Young



Kirsty is an Executive Director leading the Tax Controversy Practice at Ernst & Young. She began her tax career at Inland Revenue working with the Aggressive Tax Issues Specialist Investigations Teams and then as a Senior Solicitor with the Litigation Management Unit in Wellington. Since leaving the IRD, Kirsty has worked in large firm environments assisting clients in strategic dealings with the IRD including risk reviews, audits, and formal disputes involving technical and procedural issues. Her specialisation includes assessing avoidance risk in structuring and transactions, and managing complex tax disputes involving allegations of tax avoidance.

## One Stop Masterclass 2: Tax Law Update

1.30pm – 5.30pm

5 December 2011: InterContinental, Wellington  
7 December 2011: Pullman Hotel, Auckland

### Part 1: From LAQCs to LTCs

From the 2011/2012 income year existing LAQCs will no longer have the ability to attribute their losses to shareholders which effectively represents the end of the LAQC regime. The first part of the workshop will examine the new LTC regime and look at the tax implications.

- Opportunities arising from the Look Through Company regime
- Transitional rules
- The consequences of taxing LTCs as a limited partnership
- Sale of shares in an LTC and depreciation recovery

### Part 2: The tax disputes procedure and proposed reforms in the current Tax Bill

Part 2 workshop will examine recent and proposed reforms, common areas of discontent with the current procedure, and the latest case law clarifying the application of the current disputes regime.

- Understanding IRD's revised SPSs
- Steps in the disputes resolution procedure
- The scope of the "evidence exclusion rule"
- When will the IRD agree to an opt-out request from a taxpayer?
- Problems around settlements of disputes

### Part 3: Other tax issues

- GST – update on land transactions
- GST – Australian case
- KiwiSaver – changes announced in 2011 Budget
- Depreciation – practical implications following changes announced in 2010 Budget
- Christchurch earthquake
- Inland Revenue's compliance focus 2011–2012
- Tax policy work programme
- International – including proposed changes and treaties
- Post election update

### Facilitated by:

**Jessica Rove**, Senior Manager Tax, PricewaterhouseCoopers  
**Ross Nelson**, Senior Manager Tax, PricewaterhouseCoopers



Jessica is a Senior Manager and has worked for PwC for over 10 years in New Zealand, London and Luxembourg. She provides tax consulting and compliance advice to a range of corporate clients. She has considerable experience in mergers and acquisitions and dealing with the flow on affect this has on tax compliance. Jessica has also been involved in preparing tax publications and submissions in response to new tax law and policy.



Ross Nelson is a Senior Manager with 9 years experience with PricewaterhouseCoopers. He has experience working with a wide range of businesses across a broad spectrum of industries, particularly in the energy & resources and financial services sectors. Ross also has international experience having spent time with PricewaterhouseCoopers in the UK.

# MASTERCLASS SERIES 2011

## One Stop Masterclass 3: Trusts, Asset Protection & Estate Planning

8.30am – 12.30pm

6 December 2011: InterContinental, Wellington  
8 December 2011: Pullman Hotel, Auckland

Trusts are amongst the most effective and widely used means of protecting assets and Estate planning. The Law Commission is currently undertaking a comprehensive review of trusts, trust law and the Trustee Act 1956 and has so far issued four "Issues Papers". This workshop looks at the implications of the review on trusts, asset protection and estate planning.

### Part 1: Family trusts and protection of assets

- How you can help your clients increase the flexibility and security of trusts
- Dealing with complex family structures and family protection claims
- Trust bust ups
- Parallel trusts
- Methods to achieve a variation or revocation of a trust (applying the extended rule in *Saunders v Vautier*)
- Trust resettlements; process and potential pitfalls
- What will it mean if discretionary beneficiaries have property right?
- Case law developments and lessons to be learnt
- Understanding the proposed new rule against perpetuity

### Part 2: Implications of abolition of gift duty

- Implications of the change and what you should be advising your clients
- Can the entire loan based on the formation of trusts now be "repaid"?
- What do we expect to see from IRD in this regard?
- Will it see a shift of assets into trusts?
- The best way to structure a gifting programme given the change
- Relationship property and disposals of property into trust

### Part 3: Trustee duties, change and disputes

- Appointment, retirement and removal of trustees
- Exercise of powers of appointment and removal of trustees/beneficiaries
- The duties that a trustee owes to beneficiaries of a trust
- Acting for Trustees v acting for beneficiaries
- Which duties should be incapable of being excluded by a trust deed?
- Trustee liability for failing to carry out duties

**Facilitated by:** James Young, *Partner, Gillespie Young Watson*



Gillespie Young Watson is a specialist trust practice. James is a Trustee of the Turnovsky Endowment Trust and many substantial private Trusts with significant investment portfolios. James has conducted seminars for the Wellington District Law Society and the New Zealand Law Society on subjects as diverse as Agreements for Sale and Purchase of Business and assets administration.

## One Stop Masterclass 4: Reinventing and Promoting your Practice

1.30pm – 5.30pm

6 December 2011: InterContinental, Wellington  
8 December 2011: Pullman Hotel, Auckland

The business of providing professional advice is changing and accountants need to reframe their view of how to better help their clients. In reinventing your practice, business or profile, do you know what differentiates your practice from others in the marketplace? By identifying your strengths and marketing that unique edge, you can build your practice and focus on providing assistance to clients in the many areas that help clients successfully run and operate their businesses rather than simply providing once a year tax returns and financial accounts.

This workshop will show you how to reposition your entire value proposition to your clients.

- The new challenges for accountants as business advisors
- Developing client-focused services
- Make changes to how you perceive your own role with a mission statement
- How can you more effectively distinguish yourself from your competitors?
- Reinventing your approach to business development
- Raising your profile in a crowded market
- Using incremental innovation: how a focus on small changes to marketing, operations and interaction often yield surprising results
- Establishing relationships with other professional firms
- Increasing the loyalty of the clients to you by offering value added services
- The importance of recruiting (and retaining) the right people

**Facilitated by:** James Cozens, *Managing Director, Attwood Cozens*



James graduated in Business Law and then worked for several years in a major UK Accounting firm to manager level, before moving into the recruitment industry in London, specialising in recruitment for public practice firms. Before moving to New Zealand over 15 years ago he owned his own consultancy in the UK working purely for public practice firms on business development. James has also held senior management roles

for leading financial recruiters in New Zealand and the UK and worked for the practice advisory arm of the UK Institute of Chartered Accountants. He is a past President of the New Zealand Division, and past Board Director, of the Recruitment and Consulting Services Association. James currently chairs the Advisory Board for Accounting and Finance at UNITEC. In 2010 he set up Attwood Cozens whose services include recruitment, training, business development and practice merger and acquisition work.

### EXHIBIT OR SPONSOR

Sponsorship is now recognised as a highly effective marketing medium. Make sure you gain competitive advantage in your markets by sponsoring this event. To discuss the range of opportunities available, contact: [sponsorship@conferenz.co.nz](mailto:sponsorship@conferenz.co.nz) or call our team on (09) 912 3616

## Application of Tax Avoidance Rules

## Tax Law Update

## Trusts, Asset Protection & Estate Planning

## Reinventing and Promoting your Practice

©2011 Copyright Conferenz Ltd

Conference: **CE084A/W** A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

**1<sup>st</sup> Delegate** Mr/Ms/Mrs/Miss/Dr  Masterclass 1  Masterclass 2  Masterclass 3  Masterclass 4  Akl  Wgtn

First Name  Last Name

Position

Email

Phone  Mobile

**2<sup>nd</sup> Delegate** Mr/Ms/Mrs/Miss/Dr  Masterclass 1  Masterclass 2  Masterclass 3  Masterclass 4  Akl  Wgtn

First Name  Last Name

Position

Email

Phone  Mobile

Company Name

Postal Address

City

Approving Manager

Approving Manager Job Title

Approving Manager Email

Name of Booking Contact

Booking Contact Position

### DELEGATE PRICES

	<b>Early-Bird</b> Register & Pay after 24 October 2011	<b>Full Price</b> Register & Pay after 24 October 2011
1 Masterclass	\$495 + GST	\$695 + GST
Any 2 Masterclasses	\$895 + GST	\$1095 + GST
Any 3 Masterclasses	\$1295 + GST	\$1495 + GST
Any 4 Masterclasses	\$1695 + GST	\$1895 + GST

### SHARE & SAVE

Do you have more than one person wishing to attend? Pay for 2 or more masterclasses and send a different team member to each event OR send multiple people to the same event. Combine your bookings to save hundreds of dollars.

### HOW TO PAY

**Payment must be received before the conference to guarantee your place.** Individual registrations are unable to be shared.

Our preference is for you to either direct credit or mail a crossed cheque.

**DIRECT CREDIT**  
Direct credit to our bank account (please supply details of remittance)  
**BANK:** The National Bank, North Shore Corporate  
**ACCOUNT NAME:** Conferenz Ltd  
**ACCOUNT NUMBER:** 060273-0228588-25

**PAY BY CHEQUE**  
Post a crossed cheque payable to Conferenz Ltd  
Freepost 83430, PO Box 31 506, Auckland 0741

**PLEASE INVOICE MY ORGANISATION**  
My Purchase Order number is:

#### PAY BY CREDIT CARD

We accept most major credit cards. Please contact our office directly on (09) 912 3616 if you wish to use this method of payment, or register online for this event at [www.conferenz.co.nz](http://www.conferenz.co.nz)

GST.No. 66-938-654

#### What happens if I have to cancel?

You have several options:

- Send a substitute delegate in your place
- Confirm your cancellation in writing (letter, fax or email) at least ten working days prior to the event and receive a refund less a \$300+GST service charge per registrant. Regrettably, no refunds can be made for cancellations received after this date.

Please Note: Conferenz Ltd reserves the right to make any amendments that we may deem to be in the best interest of the conference.

**PRIVACY ACT** - Please Note: Names recorded above may, from time to time, be provided to other organisations for the purpose of disseminating their product information by mail.

- I would like to change the details on my address label
- I no longer wish to receive information on future Conferenz events
- I do not want to receive information from other organisations

Conferenz is a Leading Light sponsor of:

[www.kidscan.org.nz](http://www.kidscan.org.nz)



Conferenz is a member of the Sustainable Business Network and we constantly seek ways in which to improve business practice and minimise the effects on the environment

