



It is a time of great change for you and TEO — in more ways than one.

Winter
2018

Behind the scenes at TEO, we've been busy tackling new technology so we can provide a better service to our loyal customers.

The continuing shift towards digital

TEO has responded to the clear trend towards a greater appetite for electronic modes of education in the tax world. There will, of course, always be a place for the more traditional, face-to-face learning. Seminars provide a rich, interactive learning environment that is hard to replicate authentically online. However, this is outweighed for a growing number of accountants, lawyers and business advisors across New Zealand by the freedom to decide for themselves the time, place and pace of learning.

While not abandoning the face-to-face medium altogether (that would be sacrilege!), we have recognised the growth in preference for online delivery and 'on demand' convenience. What this means is more webinars and fewer face-to-face seminars. We are doubling the number of TEO-hosted webinars and reducing the number of face-to-face events from around twelve to just four national roadshows, focusing now on the Tax Update and Rural stalwarts along with two other specialist topics: Employee Entitlements (Aug/Sept) and Company Distributions (Oct) in the next 12 months.

We are also making webcasts a permanent fixture. Having tested this mode of delivery recently with great success, we are hosting one on Trusts (Oct) and another on Property Tax Issues for Landlords (Apr). Webcasts combine the live feel of a seminar with the convenience of a webinar. Watch these broadcasts interactively from your own home or office.

A new web site

TEO has also been working very hard on building a brand new online presence. The new website, which was launched 20 June, is the result of a very long journey, but we believe it's been well worth the wait.

We are still very much in 'phase one' of its operation. The new teo.co.nz is open for business but also open to suggestion. We welcome and encourage feedback from you, our educated members. Let us know how we're doing.

It's not enough to look pretty, and we reckon it does; it still has to function well. This means making it easier for you to find information and make purchases. So phase two will involve providing more information content, eliminating 'coming soon' pages and simplifying your experience in navigating the site.

We're saving trees!

By reducing the frequency of our postal marketing, we're having less impact on the environment. Gone are the days of producing new brochures every time we release a new seminar series. Beginning with the inaugural newsletter you are reading now, we will only mail (to those who request it) on a quarterly basis. On that note, let us know if you would like to be contacted by email only, and we can reduce the printing even further!

A similar pattern will follow with the email marketing too. Emails promoting more courses and products will be sent less often, keeping your inbox less cluttered.

We ask for your continued patience, and feedback, while we make these changes. Please read on to see what's on offer at TEO, then check out the new website for further information.

Here's to the year ahead!



Rob McLennan
Manager
TEO Training

HALF PRICE SALE!

Ends 31 July 2018. Applies only to items shown. All prices include GST.

RECORDED SEMINARS \$145* 3 CPD hour video + course materials



Rural Tax 2018
Lifting the Fog



Taxation of Land
Know the Changes



Accountants and
Professional Ethics



Death and Taxes
The Tax Consequences
of Death, Explained



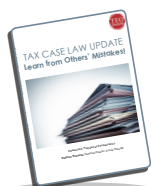
Improve your
Presentation Skills



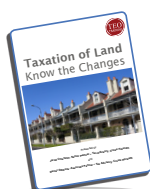
International Tax
The changes CA's
need to know

*Except for Ethics which is 4 CPD hours + materials for \$195

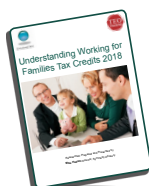
COURSE BOOKS \$60 Electronic or hardcopy - your choice!



Tax Case Law
Update Learn from
Others' Mistakes



Taxation of Land
Know the Changes



Understanding
Working for Families
Tax Credits



Tax Update 2018
Be Prepared



Business Succession
and Sale Maximising
Returns



Tax Basics
Fundamentals of
Income Tax and GST

Live Events (Webinars unless indicated otherwise)

12 Jul	Monthly Tax Update
24 Jul	Foreign Investment Funds Update
26 Jul	Bright-line Test - Updated
2 Aug	Special Purpose Accounting plus Framework
7 Aug	Monthly Tax Update
8 Aug	Anti-Money Laundering
16 Aug	Govt Update Quarterly #3
Aug/Sep	SEMINAR: Taxation of Employee Entitlements
23 Aug	Tax Losses for Companies 1
28 Aug	Rural Specialist #2
6 Sep	Tax Losses for Companies 2
13 Sep	Monthly Tax Update
27 Sep	Lump Sum Payments
3 Oct	WEBCAST: Trusts inc foreign trusts, CRS and property relationships
11 Oct	Monthly Tax Update
16 Oct	Rural Update #3
18 Oct	Tax Working Group
30 Oct	Ethics #1
31 Oct	IRD Audit Activity and Recent Cases
Nov/Dec	SEMINAR: Company Distributions inc wind-ups
8 Nov	Monthly Tax Update
13 Nov	Ethics #2
15 Nov	LTCs, LPs & Partnerships - Basics
22 Nov	Ethics #3
29 Nov	Govt Update Quarterly #4
4 Dec	LTCs, LPs & Partnerships - Advanced
11 Dec	Rural Specialist #3
12 Dec	Monthly Tax Update

Also Available Now

- FIF Classification List 2018 - Basic
- FIF Classification List 2018 - Deluxe



On Demand Events from last 12 months

Airbnb - Key tax considerations
Accountants and Professional Ethics
Airbnb - Common Scenarios and Tax Issues
Anti-Money Laundering – Risks and Compliance
Anti-Money Laundering – Risks and Compliance Update
Budget 2018 and Government Tax Changes
Business Succession and Sale
Change of Use and GST Apportionments
Changes in General and Limited Partnership Interests
Changing and Challenging World of Trustees
Closely Held Companies
Company Distributions
Corporate Accountants' Tax Refresher series
Death and Taxes
Death of a Taxpayer–Tax consequences of the Transfer of Assets on a Taxpayer's Death
Debt Remission Income arising under the Financial Arrangement Rules
Doing Business in Australia
Ethics 1 2017 – Ethics for CAANZ Members in Public Practice
Ethics 2 2017 - Ethics for CAANZ Members in Business
Ethics 3 2017 – Independence for Assurance Engagements
Foreign Investment Fund Update
Foreign Pension Transfers 2017 – The Minefield
Government Tax Update June 2018
GST and Property
Health & Safety - Good Governance
How to Sell a Business
Improve Your Presentation Skills
International Tax
Investing in Australia
IRD's Business Transformation
Key Issues For Start-Ups - Parts 1 - 3
Proposed Tax Changes following Government Change
Rural Partnership Dissolution
Rural Tax
Rural Tax 2018 - Update 1
Rural Tax Issues 2017 - Death of a Farmer
Rural Tax Issues 2017 - Farming Specific Tax Regimes
Tainted Capital Gains 2018
Taking Aim at AIM
Tax Basics
Tax Case Law Update
Tax Efficient Trading and Operating Businesses Overseas
Tax Implications of Relationship Property Agreements
Tax Pooling - Understanding the Implications
Tax Update 2018
Taxation of Farm Land 2017
Taxation of Investments
Taxation of Trusts
The Mergers & Acquisitions Process
Understanding Working For Families Tax Credits
Year End Considerations for Agricultural Businesses
Year End Issues

Become a TEO Subscriber

Sole or small practices (firms with no more than 10 accounting staff)

15 HOURS \$100 a month

15 hours of CPD training for any staff members of your firm, over one year
1 free webinar (up to 1.5 hrs)
4 PDF electronic course papers
Buy additional hours \$88 per hour
Save nearly \$800!
Valued at over \$2000

30 HOURS \$200 a month

30 hours of CPD training for any staff members of your firm, over one year
2 free webinars (up to 1.5 hrs each)
VIP Membership
Buy additional hours at \$80 per hour
Save over \$1500!
Valued at over \$3900

Larger firms or practices

45 HOURS \$300 a month

45 hours of CPD training for any staff members of your firm, over one year
3 free webinars (up to 1.5 hrs each)
4 PDF electronic course papers
Buy additional hours \$88 per hour
Save over \$1600!
Valued at over \$5200

60 HOURS \$400 a month

60 hours of CPD training for any staff members of your firm, over one year
5 free webinars (up to 1.5 hrs each)
VIP Membership
Buy additional hours at \$80 per hour
Save over \$2300!
Valued at over \$7100

Sign up for TEO's Subscription Service to receive great value training from as little as \$71.15 per hour, with bonus valuable course resources and easy payment options. TEO's Subscription Service offers you easy and flexible registration options - no fuss trying to arrange payment or missing out on early bird specials. Register last minute and still get the same great rate.

VIP MEMBERSHIP \$795 PER YEAR

(Monthly options available – please call to discuss)

A TEO VIP Membership gives you access to dozens of course papers and recordings from 2014 to 2018! These cover a wide range of topics such as tax, trusts, GST, employment law and much more.

COURSE PAPERS

As a TEO VIP Member, you have access to a library of our course papers. TEO's course papers are prized by practitioners. They are written by actual practitioners to ensure content is relevant for real life scenarios. Some 2018 course papers are included — these are uploaded approximately one month post-course completion.

RECORDED (ONDEMAND) WEBINARS

TEO's recorded webinars for the last four years are also included. Please note: webinars in the VIP area are not eligible for verified CPD as they don't include an assessable component, if this is required you are able to purchase the webinar with the assessable component).

Practical Tax Courses by Practitioners for Practitioners

☎ 03 467 7000 | 0800 273 746

🏢 03 467 7009

📍 TEO Training PO Box 193 Dunedin 9054

✉ info@teo.co.nz

🌐 www.teo.co.nz

