

The times, they certainly are a-changing. The ever increasing trend towards online learning means that TEO will continue to provide a larger number of webinars and webcasts, while reducing our face to face offerings. Apart from two annual face to face courses (Tax Update and alternately Rural or Ethics), all our learning we will be provided online. This is simply due to falling numbers for face to face courses generally across the industry.

New subscription packages!

In response to the challenges mentioned above, we are very excited about our revamped subscription options. Please take a look at the back page of this newsletter for more details and see how you can save big!

"Tax Basics for Newbies" is a Goer!

We really appreciate the constructive feedback we received from many of you regarding our proposed tax course. The general concensus is that it is well worth proceeding with, as many firms see it as a valuable investment in their juniors. The fortnightly course of webinars is aimed at first and second year accountants and will be set for May 2019 to April 2020. For more information, see insert.

What is a webcast?

There is still some uncertainty about our newest form of training. Simply put, a webcast is a face to face seminar which is also broadcast live to an online audience.

In a sense, it is a webinar/seminar hybrid. It's like a webinar in that you can watch it live, view it from the comfort of your own office and have the option to view it later as a recording. It's also close to the experience of attending a seminar because you can contribute questions in real time, you get a combined view of the filmed presenter and PowerPoint, and it's generally three hours in length (break included),

You don't get the opportunity to talk shop with counterparts from other companies but you do get the savings: no crosstown travel time or fuel costs; pay for just one connection and watch together as a firm.

Please note that webcasts do not by default include full course books. Because webcasts are usually one-off events

held from a single location, it is simply not economically viable to produce the kind of papers traditionally provided at our seminar-only courses. You will of course receive supplementary course materials; just not a full ring-bound, chaptered book.

Free recordings for online attendees

Another question we still get asked is about what happens if a registered attendee has become unavailable for viewing a webinar at the scheduled time. Webinars and webcasts are automatically recorded by TEO and these are made available to you shortly after the conclusion of the live event, regardless of whether you've been able to view it at the time of original broadcast. These recordings are accessible for 12 months and can be logged into with the same email used at time of registration.

A word of warning though. We do require you to keep it to yourself or other colleagues at your firm and, yes, we are able to track this. Failure to do so will result in immediate removal of access.

Please note also that recordings of our *face-to-face seminars* are not made freely available. These must be purchased separately as a premium product.

Finally, as we come to the end of 2018, it is time for our famous Christmas bonus offer. Please see the insert for details.

Rob McLennan Manager

TEO Training



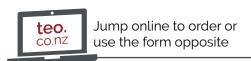
Registration Form for Live/On Demand Courses

COMPANY DETAILS		
Organisation/Firm		
Postal Address		
Primary Contact's Details For payment enquiries. When payment is received the primary contact will	1 Use details from page	
Full Name	opposite or teo.co.nz to complete form	
Email Address		2 Cut form along
Phone Number	dashed line	
		3 Post, email or fax
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☐ Direct Credit to TEO Training Limited, BNZ Invercargill, Accou☐ Credit Card (or register instantly online at www.teo.co.nz)	nt Number 02-0924-0071036-00 (please include your firm name and/	or attendee name in the reference or details field)
Card Type (please circle) Visa/Mastercard/Amex/Diners Card	Number	Expiry MM/YY
Cardholder's Name	Cardholder's Signature	









Live Events (Webinars unless indicated otherwise)

Live E	Vents (Webinars unless indicated otherwise)
4 Dec	LTC's, LP's & Partnerships - Advanced
5 Dec	AML & CFT - Update for Accountants on Implementation 2018
6 Dec	Income Tax Deductions 4: Shareholder Salaries
11 Dec	Rural Specialist #3: Tax Issues for Beekeepers
29 Jan	Change of Use vs Mixed Use
31 Jan	Income Tax Deductions 5: Fees, Fines and Penalties
Feb/Mar	Tax Update 2019 (FACE TO FACE SEMINAR)
14 Feb	Sale of a Business, Apportionment
19 Feb	The Bright-line Test - Update
19 Feb	Common Reporting Standards
21 Feb	GST and Land
28 Feb	Debt and Equity
5 Mar	Rural Tax Update 1
6 Mar	Ethics 1
7 Mar	Taxation of Employee Entitlements - General Framework
12 Mar	Planning for End of Year
14 Mar	Tax Working Group 1 - Summary
19 Mar	Land Tax Exemptions
2 Apr	Rural Specialist 1: Changes in General/Limited Partnerships
4 Apr	Tax Working Group 2 - Practical Responses
9 Apr	Taxation of Employee Entitlements – FBT
9 Apr	Airbnb - Key Tax Considerations
10 Apr	Anti-Money Laundering - Impact on CA's
16 Apr	FIF's
16 Apr	Tax Update 2019 #1
17 Apr	Ethics 2
18 Apr	Gypsy Day and Other Rural EOY
18 Apr	Tax Update 2019 #2
30 Apr	Property Tax Issues for Landlords - Residential and Commercial (WEBCAST)
May	Rural Tax 2019 (SEMINAR)
1 May ~	Tax Basics for Newbies (fortnightly May '19 - Apr '20)
1 May	Why Not Use a Company? LTCs, LCs, Partnerships
2 May	Taxation of Employee Entitlements – PAYE
9 May	General Mixed Use Assets
15 May	Airbnb - GST
28 May	Provisional Tax Basics & Tax Pooling
28 May	Rural Update 2
29 May	Ethics 3
5 Jun	Financial Arrangements 1
11 Jun	Ethics 4
18 Jun	Company Losses & Imputation Credits – Continuity and Commonality
18 Jun	FIFs
27 Jun	Airbnb - Common Scenarios
12 Dec ~	Monthly Tax Update (12 Dec, 14 Feb, 14 Mar, 11 Apr, 9 May, 13 Jun)

Also Available

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

On Demand Events from last 12 months

Airbnb -	Kev tax	considerations

Airbnb - Common Scenarios and Tax Issues

Accountants and Professional Ethics (seminar)

Anti-Money Laundering – Practical Considerations

Bright-line Test - Extended

Budget 2018 and Government Tax Changes

Company Distributions 2018 (seminar)

Corporate Accountants' Tax Refresher series

Death and Taxes (seminar)

Debt Remission Income arising under the Financial

Arrangement Rules

Doing Business in Australia

Doing Business in Partnership - Death of a Partner

Ethics 1 2018 – Ethics for CAANZ Members in Public Practice

Ethics 2 2018 - Ethics for CAANZ Members in Business

Ethics 3 2018 – Independence for Assurance Engagements

Financial Arrangements - Practical Examples

Financial Statements - General vs Special Purpose

Foreign Investment Funds Update 2018

Government Tax Update June 2018

Government Tax Update August 2018

Government Tax Update November 2018

Income Tax Deductions: Capital vs Revenue Expenditure

Income Tax Deductions: End of Year Adjustments

Income Tax Deductions: Non Payment of Debt

Improve Your Presentation Skills (workshop)

International Tax (seminar)

Investing in Australia

Mergers & Acquisitions Process

Monthly Tax Updates

Proposed Tax Changes following Government Change

Rural Partnership Dissolution

Rural Tax 2018 - Lifting the Fog (seminar)

Rural Tax 2018 - Updates 1-3 (March, May, October)

Tainted Capital Gains 2018 - Revisited

Taking Aim at AIM

Tax Basics (workshop)

Tax Case Law Update

Tax Efficient Trading and Operating Businesses Overseas

Tax Implications of Relationship Property Agreements

Tax Issues for Viticulture 2018

Tax Pooling - Understanding the Implications

Tax Update 2018 (seminar)

Tax Working Group - Interim Report

Taxation of Employee Entitlements (seminar)

Taxation of Farm Land 2017

Taxation of Investments

Taxation of Land 2018 (seminar)

Taxation of Lump Sum Settlement Receipts

Taxation of Trusts (webcast/webinar)

Understanding Working For Families Tax Credits (seminar)

Year End Considerations for Agricultural Businesses

Year End Issues

NEW MEMBERSHIP PACKAGES

Look at what you get if you sign up for one of TEO's new subscriber packages...



Use your hours early and earn bonus courses!*



Set up payment once and enjoy the convenience of **easier registration**



Save up to **43% off** normal prices over the course of a year



Roll over unused hours for 3 or 6 months#



Pay the equivalent of just \$90 per CPD hour¹



Top up your account at just \$120 per webinar[‡]

Practical Tax Courses by Practitioners for Practitioners

	SMALL FIRMS Sole practitioners and small practices with 10 or less accounting staff		MID-TIER FIRMS Larger firms or practices with more than 10 accounting staff	
All prices ex GST	GOLD 6 webinars \$60/month:\$720/yr	PLATINUM 12 webinars \$1,20/month:\$1,440/yr	GOLD 12 webinars \$120/month:\$1,440/yr	PLATINUM 24 webinars \$240/month:\$2,880/yr
Bonus webinars	2 FREE webinars	4 FREE webinars	2 FREE webinars	4 FREE webinars
Seminar substitution [‡]	Yes	Yes	Yes	Yes
Worth up to	10 CPD hours or \$1,280	18 CPD hours or \$2,560	16 CPD hours or \$2,240	30 CPD hours or \$4,480
SAVE up to	\$560 (43%)	\$1,120 (43%)	\$800 (35%)	\$1600 (35%)
Price per CPD hour [‡]	\$90 (normally \$160)	\$90 (normally \$160)	\$102 (normally \$160)	\$102 (normally \$160)
Additional webinars#	\$120	\$120	\$120	\$120
Rollover hours ^o	Yes, if used within 6 months	Yes, if used within 6 months (3 months if downgrading)	Yes, if used within 6 months	Yes, if used within 6 months (3 months if downgrading)
Half price papers		50% OFF TEO papers		50% OFF TEO papers

Bonus webinars only available once all base contracted webinars have been used and must be attended within the contracted 12-month period. Two base contracted or bonus webinars may be substituted with a single, three-hour face-to-face seminar †Price per CPD hour based on contracted plus free webinars redeemed within contracted 12-month period. Purchase price for additional webinars only valid for live events attended within the contracted 12-month period. If you don't use all your base contracted webinars in a year, the leftover webinars will be honoured for 6 months if you renew your current subscription level, or 3 months if you renew to a lower subscription level. Applicable webinars are 1, 1.25 or 1.5 hours in length. Webinars are priced per connection. Face to face seminars are separate attendances or 'seats'. Subscriptions may not be used concurrently — a firm may only purchase one subscription per year.



Tax Update 2019

Tax Basics for Newbies

and much more...



SEE INSIDE for full 6 month course list