



## With TEO, there are so many ways to take charge of your learning and stay one step ahead of the game.

The TEO Training team looks forward to another year of helping you keep your knowledge up-to-the-minute. As ever, we have a comprehensive roster of courses available to you, covering a wide range of tax and business topics. Jump on to our website at [teo.co.nz](http://teo.co.nz) and see what's in store for this year.

### Tax Update 2019 places are filling fast!

Places on our annual run of Tax Update seminars are filling up, so if you want to attend, be quick. Check availability on the TEO website and make a booking. The course has commenced at the top of the north island and our presenter, Mike Hadwin, is working his way south. Find out what you need to know for the year ahead in all things tax by attending this popular course.

### Get your 'Newbies' up to speed

Invest in your new talent by enrolling them in Tax Basics for Newbies, a fortnightly course of webinars that starts 1 May 2019 and stretches into April 2020. This comprehensive series covers the key elements of New Zealand's income and tax regimes. It is intended for new accountants in the first or second year of their careers and would also be ideal for anyone looking to refresh their knowledge of the underlying tax and GST principles.

### Changes are afoot in ethics

The NZ Regulatory Board has announced revisions to the NZ Code of Ethics, effective from 15 June this year. These apply to all CAANZ members in NZ. TEO's series of four Accountants and Professional Ethics webinars incorporates these changes and kicks off 6 March. This course is also a convenient way for CAANZ members to fulfil their ethics requirements of four hours ethics training every 5 years. Sessions can be purchased individually or as a complete series. Book your place now!

### Announcing the winner of a free annual TEO membership

We are delighted to announce that this year's winning organisation for TEO's 'Win Back the Price of Your Subscription' promotion is Baldry & Sanford Ltd. from Orewa. Congratulations! We'll no doubt see you at our courses throughout the year.

We take applications for annual membership all year round. It's a great way to get the most out of your training budget. Just contact us at TEO or go to [teo.co.nz/membership](http://teo.co.nz/membership) for more details.

Finally, we would like to thank you for your loyalty over the years. Change is inevitable, especially in tax matters. The way we take control of change is through ongoing learning. We're honoured to be your partner in this life-long journey.

Rob McLennan  
Manager  
TEO Training



THIS WAY for  
course list and  
order form



# 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 be emailed the tax receipt and confirmation of venue, date and time.

Full Name \_\_\_\_\_

Email Address \_\_\_\_\_

Phone Number \_\_\_\_\_

- 1 Use details from page opposite or [teo.co.nz](http://teo.co.nz) to complete form
- 2 Cut form along dashed line
- 3 Post, email or fax

## COURSE DETAILS #1

Title \_\_\_\_\_

Type (circle one: seminar / webinar / webcast) \_\_\_\_\_ Location (if applicable) \_\_\_\_\_ Date \_\_\_\_\_

**Attendees** - The attendees will be emailed a course confirmation with further instructions. Registrations will receive an emailed reminder one day prior to the course.

Full Name \_\_\_\_\_ Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

Full Name \_\_\_\_\_ Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

Full Name \_\_\_\_\_ Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

Full Name \_\_\_\_\_ **Free!** Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

(Seminars only) **Please email me the course materials one week in advance.**  
A hardcopy is still provided at seminars. No refunds once you have received course material in advance.

SUBTOTAL \$

## COURSE DETAILS #2

Title \_\_\_\_\_

Type (circle one: seminar / webinar / webcast) \_\_\_\_\_ Location (if applicable) \_\_\_\_\_ Date \_\_\_\_\_

**Attendees** - The attendees will be emailed a course confirmation with further instructions. Registrations will receive an emailed reminder one day prior to the course.

Full Name \_\_\_\_\_ Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

Full Name \_\_\_\_\_ Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

Full Name \_\_\_\_\_ Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

Full Name \_\_\_\_\_ **Free!** Email Address \_\_\_\_\_ CAANZ/NZLS/TINZ # \_\_\_\_\_

(Seminars only) **Please email me the course materials one week in advance.**  
A hardcopy is still provided at seminars. No refunds once you have received course material in advance.

SUBTOTAL \$

**PAYMENT DETAILS** - Prices include GST. Please note, your registration is not processed until payment has been

**Cheque** enclosed (payable to TEO Training Limited)

**Subscriber**

**Direct Credit** to TEO Training Limited, BNZ Invercargill, Account Number 02-0924-0071036-00 (please include your firm name and/or attendee name in the reference or details field)

**Credit Card** (or register instantly online at [www.teo.co.nz](http://www.teo.co.nz))

TOTAL \$

Card Type (please circle) **Visa/Mastercard/Amex/Diners** Card Number

Expiry MM/YY

Cardholder's Name \_\_\_\_\_ Cardholder's Signature \_\_\_\_\_

**Refund Policy** To receive a full refund, you must advise TEO in writing (email us at [info@teo.co.nz](mailto:info@teo.co.nz) or fax us on 03 467 7009) at least two full working days prior to your registered course date, and if you have not received the course material electronically in advance.



Jump online to order or use the form opposite

# training

in conjunction with our partner CCH  
in conjunction with our partner CAANZ

## Live Events (Webinars)

5 Mar	Rural Tax Update 1
6 Mar	Ethics 1
7 Mar	Taxation of Employee Entitlements – Payments & Share Schemes
12 Mar	End of Year
14 Mar ~	Monthly Tax Update (14 Mar, 11 Apr, 9 May, 13 Jun)
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 – What Taxes Apply & Allowances
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
1 May ~	Tax Basics for Newbies (fortnightly May '19 - Apr '20)
1 May	Provisional Tax/Pooling Basics
2 May	Taxation of Employee Entitlements – FBT & Relationships Between Different Entitlements
9 May	General Mixed Use Assets
15 May	Airbnb - GST
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
23 Jul	Financial Arrangements 2
30 Jul	ACC #1
1 Aug	ACC #2
6 Aug	ACC #3
7 Aug	Tainted Capital Gains
8 Aug	ACC #4
13 Aug	ESOPs
15 Aug	Rural Specialist 2
27 Aug	Why not use a Company? LTCs, LCs, Partnerships
10 Sep	CGT
18 Sep	AML - At the Coalface
15 Oct	Rural Update 3
29 Oct	Proposed CGT Update
5 Nov	R&D Tax Credits refresher/repeat

## Also Available

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

## Live Events (Webcasts and Seminars)

30 Apr	<b>WEBCAST:</b> Property Tax Issues for Landlords (Residential and Commercial)
May-Jun	<b>SEMINAR:</b> Rural Tax Update 2019
29 Aug	<b>WEBCAST:</b> Business Sales Revisited
20 Nov	<b>WEBCAST:</b> Tax Issues for Early Stage Companies

## On Demand Events from last 12 months

Airbnb - Key tax considerations
Airbnb - Common Scenarios and Tax Issues
Accountants and Professional Ethics (seminar)
Adjustments of GST: Change of Use v Mixed Use
Anti-Money Laundering – Practical Considerations
Anti-Money Laundering – Risks and Compliance Update
AML & CFT - Update for Accountants on Implementation 2018
Bright-line Test 2019
Budget 2018 and Government Tax Changes
Company Distributions 2018 (seminar)
Death and Taxes (seminar)
Debt Remission Income arising under the Financial Arrangement Rules
Doing Business in Australia 2019
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 for SMEs (seminar & webinar)
Financial Statements - General vs Special Purpose
Foreign Investment Funds Update 2018
Government Tax Update June 2018
Government Tax Update August 2018
Income Tax Deductions 1 - 5
International Tax (seminar)
Investing in Australia
LTCs, LPs and Partnerships - Basic & Advanced
Monthly Tax Updates
R&D Tax Incentive Proposal
Recent IR Audit Activity and Cases
Rural Partnership Dissolution
Rural Tax 2018 - Lifting the Fog (seminar)
Rural Tax 2018 - Updates 1-3 (March, May, October)
Tainted Capital Gains 2018 - Revisited
Tax Case Law Update
Tax Issues for Viticulture 2018
Tax Update 2018 (webinar)
Tax Working Group - Interim Report
Taxation of Employee Entitlements (seminar)
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<sup>#</sup>
- ✔

Pay the equivalent of just **\$90 per CPD hour**<sup>†</sup>
- ✔

**Top up** your account at just \$120 per webinar<sup>‡</sup>

## Practical Tax Courses by Practitioners for Practitioners

All prices ex GST	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	
	GOLD 6 webinars \$60/month : \$720/yr	PLATINUM 12 webinars \$120/month : \$1,440/yr	GOLD 12 webinars \$120/month : \$1,440/yr	PLATINUM 24 webinars \$240/month : \$2,880/yr
<b>Bonus webinars</b> <sup>*</sup>	2 FREE webinars	4 FREE webinars	2 FREE webinars	4 FREE webinars
<b>Seminar substitution</b> <sup>†</sup>	Yes	Yes	Yes	Yes
<b>Worth up to...</b>	10 CPD hours or \$1,280	18 CPD hours or \$2,560	16 CPD hours or \$2,240	30 CPD hours or \$4,480
<b>SAVE up to...</b>	\$560 (43%)	\$1,120 (43%)	\$800 (35%)	\$1600 (35%)
<b>Price per CPD hour</b> <sup>‡</sup>	\$90 (normally \$160)	\$90 (normally \$160)	\$102 (normally \$160)	\$102 (normally \$160)
<b>Additional webinars</b> <sup>#</sup>	\$120	\$120	\$120	\$120
<b>Rollover hours</b> <sup>°</sup>	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)
<b>Half price papers</b>		50% OFF TEO papers		50% OFF TEO papers

<sup>\*</sup>Bonus webinars only available once all base contracted webinars have been used and must be attended within the contracted 12-month period. <sup>†</sup>Two base contracted or bonus webinars may be substituted with a single, three-hour face-to-face seminar <sup>‡</sup>Price per CPD hour based on contracted plus free webinars redeemed within contracted 12-month period. <sup>°</sup>Over and above base plus free webinars redeemed within contracted 12-month period. <sup>#</sup>Purchase price for additional webinars only valid for live events attended within the contracted 12-month period. <sup>°</sup>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. All subscriptions are non-refundable.

PO Box 193 Dunedin 9054



Rural Tax 2019



Property Tax - Landlords



and much more....



SEE INSIDE for full 6 month course list



# Did You Know?

Following are answers to the questions we have been receiving quite frequently in recent times.

## What is the difference between a webinar and a webcast?

The following table highlights the key differences between our three learning formats. We hope this helps.

Webinars	Webcasts	Seminars
<ul style="list-style-type: none"> <li>Increasingly popular format</li> <li>Online event</li> <li>Convenient - view live from your office and/or later as a recording</li> <li>1-1.5 hours duration</li> <li>\$160-\$200 ex GST</li> <li>Includes slides PDF</li> <li>Q&amp;A at the end</li> </ul>	<ul style="list-style-type: none"> <li>Our newest format</li> <li>Face-to-face or online event</li> <li>Convenience or networking - take your pick</li> <li>3 hour duration</li> <li>\$230-\$260 ex GST</li> <li>Includes slides PDF and supplementary material</li> <li>Q&amp;A throughout</li> <li>Upcoming Topics: Property Tax for Landlords, Business Sales, Tax Issues for Early Stage Companies</li> </ul>	<ul style="list-style-type: none"> <li>The original format</li> <li>Face-to-face, in person event</li> <li>Great for networking</li> <li>3-4 hours duration</li> <li>\$230 - \$345 ex GST</li> <li>Includes full course book and printed slides</li> <li>Q&amp;A throughout</li> <li>Topics: Tax Update (annual), and Rural Tax and Ethics (bi-annual)</li> </ul>

## I can no longer make it to the live webinar/webcast but would still like to access it somehow. How can I do this?

With TEO webinars, you always have a backup option if you are unable to attend on the day. Webinars and webcasts are recorded by default and made available approximately 24 hours later as an on-demand recording. If you registered for the live event, you will also have 12 months' access to it as a recording – regardless of whether you attended or not. And there's no extra charge!

To access the recording, simply click on the live webinar link we sent you in your course confirmation and webinar reminder and log in with your email address.

## I am a TEO Subscriber. How do I register for a course?

If you have a TEO membership package, you can register by emailing [info@teo.co.nz](mailto:info@teo.co.nz) with the course name and the attendee name(s). You can also register over the phone by calling us on 0800 273 746.



# TAX BASICS for NEWBIES

Tax Basics for Newbies is a tax course intended for those in their first two years of practice. It will provide coverage of the key elements of the New Zealand income tax and GST regimes. You will learn: how New Zealand taxes residents and non-residents, how New Zealand taxes different entities, how to identify supplies subject to GST and when they can be zero-rated, and the extent to which input tax can be claimed and needs to be apportioned.

All sessions Wednesdays 11.30 am - 12.30 pm plus up to 15 mins Q&A. Prices are ex GST and per connection.

- |                                                                       |                                                                                            |
|-----------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| <input type="checkbox"/> Introduction 1 May 2019 FREE                 | <input type="checkbox"/> 11 Fringe Benefits 30 Oct 2019 \$180                              |
| <input type="checkbox"/> 1 Assessable Income 15 May 2019 \$180        | <input type="checkbox"/> 12 Taxation of Standard Companies 13 Nov 2019 \$180               |
| <input type="checkbox"/> 2 Residence and Source 29 May 2019 \$180     | <input type="checkbox"/> 13 Company Tax Losses 27 Nov 2019 \$180                           |
| <input type="checkbox"/> 3 Double Tax Treaties 12 Jun 2019 \$180      | <input type="checkbox"/> 14 Tax'n of Partnerships & Limited Partnerships 11 Dec 2019 \$180 |
| <input type="checkbox"/> 4 Annual Gross Income 26 Jun 2019 \$180      | <input type="checkbox"/> 15 Taxation of Look-Through Companies 29 Jan 2020 \$180           |
| <input type="checkbox"/> 5 Allowable Deductions 24 Jul 2019 \$180     | <input type="checkbox"/> 16 Provisional Tax and Withholding Taxes 12 Feb 2020 \$180        |
| <input type="checkbox"/> 6 Specific Deductions 7 Aug 2019 \$180       | <input type="checkbox"/> 17 Associated Persons 26 Feb 2020 \$180                           |
| <input type="checkbox"/> 7 Depreciation 21 Aug 2019 \$180             | <input type="checkbox"/> 18 GST Framework 11 Mar 2020 \$180                                |
| <input type="checkbox"/> 8 Financial Arrangements 4 Sep 2019 \$180    | <input type="checkbox"/> 19 GST Output Tax 25 Mar 2020 \$180                               |
| <input type="checkbox"/> 9 Foreign Equity 18 Sep 2019 \$180           | <input type="checkbox"/> 20 GST Input Tax 8 Apr 2020 \$180                                 |
| <input type="checkbox"/> 10 Taxation of Individuals 16 Oct 2019 \$180 | <input type="checkbox"/> <b>ALL THE ABOVE (up to 26 CPD hours) \$1,995</b>                 |

Note this is a great way to use our new subscription packages!! Take a look at the details in our Autumn newsletter to see how you can save even more on these prices! Or pick up the phone and talk to us on 0800 273 746.

## WAYS TO ORDER

### ONLINE

Go to [www.teo.co.nz](http://www.teo.co.nz), click on Live Courses (under Training) and take it from there.

### PHONE

Call us on 0800 273 746 and we'll help you out.

### POST/EMAIL

1. Select the sessions you want (see above)
2. Complete the registration form in the newsletter, nominating an email address for webinar connection
3. Post, email or fax this page along with the registration form (see overleaf for address details)