

## Better learning experience: TEO Training has your back when it comes to furthering your education

Winter  
2019

As winter approaches, TEO hopes to heat up your learning journey by offering an array of quality tax and business related courses at an attractive value.

### **Better learning through improved visual appeal**

We are continuing to improve the quality of our webinars and seminars by making them more visually engaging and interactive. Over the coming months, you will experience a higher proportion of webinars with a live video view of the presenter talking, rather than simply a static head and shoulders photo.

Similarly, our "webcasts" have established themselves as a regular alternative for a deeper technical dive on our course calendar. Webcasts, where a face to face seminar is also broadcast live around the country, are particularly beneficial to those who prefer to complete a course without leaving their home or office. There are certain topics that are conducive to this increasingly popular format and we are currently scheduling three of these per year.

The aim for making our courses more visually appealing in these ways is to bridge the perception of distance with our digital events. Research suggests that being able to see an animated image of the presenter on screen salvages much of the trust between teacher and student that is lost by simply hearing the presenter and viewing a static image.

What's more, recent feedback suggests that the option to see a moving image of the presenter not only adds a more personal touch but increases attentiveness. With an animated speaker, viewers are more inclined to regularly switch their focal point from PowerPoint slides to speaker and vice versa, thereby continually

refreshing their focus and increasing their attention span.

This is good news for retention of information, and overall quality of learning.

### **Half price sale!**

It's time again for our annual Half Price sale. It's a chance to offer you a selection of on-demand recordings and course books at 50% off. We have chosen a range of courses and books from the last twelve months. Get the same amount of CPD hours for half the price! Make sure you order before 30 June to cash in on the deal. See the enclosed insert for details.

Turn the page to find out what TEO has in store for you in terms of upcoming and recently recorded courses. And consider the cost-saving advantages of signing up to one of our subscription packages outlined on the back page.

We look forward to seeing you soon at your next TEO course.



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 Jun	Financial Arrangements 1
11 Jun	Ethics 4
12 Jun	Tax Basics for Newbies (approx fortnightly until April 2020)
13 Jun	Monthly Tax Update (and every month thereafter)
18 Jun	Company Losses & Imputation Credits – Continuity and Commonality
18 Jun	FIFs
20 Jun	Loss Ring-fencing - Applying the new rules
27 Jun	Airbnb - Common Scenarios
2 Jul	Charities - Tax Exemptions/payments to helpers/GST issues
4 Jul	Charities - Donations/Donee status/GST issues
23 Jul	Financial Arrangements 2
25 Jul	RWT and NRWT
30 Jul	ACC #1
1 Aug	ACC #2
5 Aug	Depreciation Rules
6 Aug	ACC #3
8 Aug	ACC #4
13 Aug	ESOPs
15 Aug	Rural Specialist 2
20 Aug	Business Improvement
22 Aug	Disposal of fixed assets
27 Aug	Why not use a Company? LTCs, LCs, Partnerships
3 Sep	Salary Payments to Family Members - TRA 15/17 - Related Entity, Transaction and Documentation
5 Sep	Salary Payments to Family Members - Distributions and solvency, share advances
12 Sep	Tax Issues for Directors
18 Sep	AML - At the Coalface
15 Oct	Rural Update 3
17 Oct	Working for Families - WFFTC
22 Oct	Tax Consequences of Ending Personal Relationships
24 Oct	Working for Families - Definition of Family Scheme Income
5 Nov	R&D Tax Credits refresher/repeat
7 Nov	Tax Issues for Agreement of Sale and Purchase of Property
12 Nov	Death of a Taxpayer
14 Nov	Entertainment Rules
21 Nov	Death of a Company - How to Euthanise
26 Nov	Contractor or Employee - wider employment laws/tax law
28 Nov	Related Party Transactions
3 Dec	2019 Case Law Highlights
5 Dec	Compliance - Framework - Correcting errors in returns filed, dispute resolution process
10 Dec	Rural Specialist 3

### Also Available

FIF Classification List 2018 - Basic  
FIF Classification List 2018 - Deluxe  
Note: 2019 lists available soon!

## Live Events **Webcasts and Seminars**

29 Aug	<b>WEBCAST:</b> Business Sales Revisited
9-26 Sep	<b>SEMINAR:</b> Expenditure on Existing Fixed Assets - Capital or Deductible
20 Nov	<b>WEBCAST:</b> Tax Issues for Early Stage Companies

## On Demand **Webinars unless indicated otherwise**

ACC - Who Cares? Find out why you <i>should</i> care
Accountants and Professional Ethics 2019 (webinar series)
Adjustments of GST: Change of Use v Mixed Use
Airbnb - Common Scenarios and Tax Issues 2018
Airbnb - GST Considerations 2019
Airbnb - Key tax considerations 2019
AML/CFT - Update for Accountants
AML/CFT Audits - What you need to know (FREE)
AML - Practical considerations for implementation 2018
AML - Risks and Compliance Update
AML & CFT - Update for Accountants on Implementation 2018
Bright-line Test 2019
Business Sales - To Apportion or Not to Apportion 2019
Common Reporting Standards (CRS)
Company Distributions 2018 (seminar)
Debt and Equity 2019
Doing Business in Australia 2019
Doing business in partnership
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
Exemptions to the Land Taxing Provisions
Financial Arrangements for SMEs (seminar & webinar)
Financial Statements - General vs Special Purpose
Foreign Investment Funds - What you need to consider
Government Tax Update August 2018
GST and Land 2019
Income Tax Deductions 1 - 5
LTCs, LPs and Partnerships - Basic & Advanced
Mixed Use of Assets 2019
Monthly Tax Updates
Property Tax Issues for Landlords (webcast + webinar)
Proposed Tax of Capital Gains 2019
Provisional Tax and Tax Pooling 2019
R&D Tax Incentive Proposal
Recent IR Audit Activity and Cases
Rural Tax 2018 - Updates 1-3 (March, May, October)
Tainted Capital Gains 2018 - Revisited
Tax Issues for Bee Keepers 2018
Tax Issues for Viticulture 2018
Tax of Capital Gains - The Government's View 2019
Tax Update 2019 (webinar)
Tax Working Group - Interim Report
Taxation of Employee Entitlements (webinar series)
Taxation of Lifestyle Blocks - Income and GST considerations
Taxation of Lump Sum Settlement Receipts
Taxation of Trusts (webcast/webinar)
Year End Considerations for Agricultural Businesses
Year End Issues 2019

# 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

	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
All prices ex GST				
<b>Bonus webinars*</b>	2 FREE webinars	4 FREE webinars	2 FREE webinars	4 FREE webinars
<b>Seminar substitution<sup>†</sup></b>	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<sup>†</sup></b>	\$90 (normally \$160)	\$90 (normally \$160)	\$102 (normally \$160)	\$102 (normally \$160)
<b>Additional webinars<sup>#</sup></b>	\$120	\$120	\$120	\$120
<b>Rollover hours<sup>o</sup></b>	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

\*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 or webcast. <sup>‡</sup>Price per CPD hour based on contracted plus free webinars redeemed within contracted 12-month period. <sup>o</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>o</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.



Business Sales 2019

Expenditure on Fixed Assets

and much more....











SEE INSIDE for full 6 month course list

# HALF PRICE SALE!

Ends 30 June 2019. Applies only to items shown. All prices exclude GST.  
To order: go online, use the form on page 2 or contact us.







## RECORDED SEMINARS

Recording + course materials

-  **Company Distributions - What to do and what not to do SEMINAR/WEBINAR BUNDLE** Covers tax implications of a variety of company distributions and provides a practical explanation of the key tax considerations and potential traps using examples. Three hour recorded webcast plus bonus 1 hour Q&A webinar!  
4 CPD hrs ~~\$260~~ **\$130**
-  **Death & Taxes - The Tax Consequences of Death, Explained** This course is ideally for accountants or lawyers wishing to ensure the certainty of death does not result in uncertain and unexpected tax consequences for their clients.  
3 CPD hrs ~~\$260~~ **\$130**
-  **Financial Arrangements for SMEs - Avoid Costly Errors SEMINAR/WEBINAR BUNDLE** Covers what's old, what's new and what to look out for, including common mistakes and errors. Three hour recorded seminar plus 1 hour 'Practical Examples' webinar!  
4 CPD hrs ~~\$420~~ **\$210**
-  **Improve Your Presentation Skills** This course will arm you with a variety of tools to help you prepare and present a stronger, clearer message. It is for those who want to be able to present with more confidence.  
3 CPD hrs ~~\$260~~ **\$130**
-  **Tax Case Law Update 2018 - Learn from Others' Mistakes!** Tax cases provide a valuable resource for practitioners to assist in guiding and advising clients. Importantly, they can be a useful tool to avoid some traps others have missed.  
3 CPD hrs ~~\$260~~ **\$130**
-  **Taxation of Employee Entitlements 2018** Reviews some of the obligations and responsibilities imposed by the Income Tax legislation and IR and covers important issues and recent developments.  
3 CPD hrs ~~\$260~~ **\$130**
-  **Taxation of Land - Know the Changes** Understand the various provisions, identify potential taxing activities and proactively advise your clients on the potential risks associated with the taxation of land.  
3 CPD hrs ~~\$260~~ **\$130**
-  **Taxation of Trusts - Key changes and new obligations WEBCAST/WEBINAR BUNDLE** A case study approach examining the taxation treatment of trusts. Three hour recorded webcast plus bonus 1 hour Q&A webinar!  
4 CPD hrs ~~\$260~~ **\$130**









## ONDEMAND WEBINARS

Recording + course materials

-  **Financial Statements - When to Prepare General or Special Purpose** Ideal for accountants who are responsible for ensuring that an entity's financial statements meet its statutory requirements.  
1 CPD hr ~~\$160~~ **\$80**
-  **Income Tax Deductions parts 1-5** Covers capital versus revenue, end of year adjustments, non-payment of debt, shareholder salaries and Fees, Fines & Penalties.  
5 CPD hrs ~~\$495~~ **\$247.50**
-  **LTCs, LPs and Partnerships** Gain a better understanding of the key concepts underpinning each structure (Basics) and/or the more complex aspects (Advanced)  
Basics 1.25 CPD hrs ~~\$180~~ **\$90**  
Advanced 1.25 CPD hrs ~~\$180~~ **\$90**  
Basics & Advanced 2.5 CPD hrs ~~\$260~~ **\$130**
-  **Tax Update 2019, parts 1&2** Find out the changes that have occurred and been proposed during the 2018 calendar year relevant to SMEs and accountancy practices.  
3 CPD hrs ~~\$260~~ **\$130**
-  **Taxation of Investments** Covers the NZ tax implications of investing onshore and overseas, focusing on the taxation of financial investments such as shares, bonds and currency.  
1.25 CPD hrs ~~\$180~~ **\$90**
-  **Taxation of Lump Sum Settlement Receipts** Covers income/capital, apportionment and GST liability. Suited to suited to accountants and lawyers at the intermediate to senior levels.  
1 CPD hour ~~\$160~~ **\$80**

## COURSE BOOKS \$60

Your choice — electronic or hardcopy (while stocks last)

-  **Company Distributions - What to do and What not to do**
-  **Tax Case Law Update 2018 - Learn from Others' Mistakes!**
-  **Financial Arrangements for SMEs**
-  **Tax Update 2019 - Get up to Speed**
-  **Improve your Presentation Skills**
-  **Taxation of Land - Know the Changes**
-  **Rural Tax 2018 - Lifting the Fog**
-  **Understanding Working for Families Tax Credits**