

A long-term view of courses, and how to save big through TEO Membership

Halving the TEO newsletter frequency

As of the end of this year, we are going biannual with our newsletters. Our next newsletter will be the Summer 2020 edition coming to you in November. From that point on, we go twice a year. So, a mid-year issue in June, end-of-year issue in November, and so on.

The main impetus behind this is that it aligns better with our improved planning cycle. The November 2019 newsletter will set out which topics we'll be covering in the next calendar year, while the mid-year newsletter will update you with, amongst other things, any recent changes that may affect courses or course content.

In addition to this there is the ever-important motive of reducing our impact on the environment. We will effectively be halving our footprint.

Have you considered a TEO Membership?

If not, I encourage you to take a fresh look. Given some feedback, our initial marketing for these maybe didn't make clear enough the outstanding discounts to those who sign up. So, we've improved the wording. Take a look at the back page of this newsletter for a fuller understanding of our Membership Packages. In a nutshell, you stand to save up to nearly half (47%) of the non-member price. So, if you or your firm are likely to register for at least four or five courses over a year-long period, you'd be crazy not to take the plunge.

We've also emphasised in our membership advertising the fact that 'webinar', as most of you will know these days, actually represents a connection, and therefore learning for often more than just one person, depending on the number of staff at your firm who are willing to

jointly view the webinar on the same computer.

Finally, keep an eye out for additional benefits soon which will be exclusive to TEO members. For example, we are excited about progress we're making with a brand-new online membership platform which will allow our members to log in and manage their own plans themselves. We'll let you all know as soon as this becomes available.

As always, we truly appreciate your continued patronage at our courses. Please do keep in touch. Whether it's to suggest a new course topic or a better way of delivering our training to you, or if you have any questions or concerns, we'd love to hear from you.



Rob McLennan
Manager
TEO Training



THIS WAY for
course list and
order form

Organisation/Firm

Postal Address

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 to complete form

- 2** Cut form along dashed line

- ### 3 Post, email or fax

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 \$

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)

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

[illegible]

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 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 Webcasts & Seminars

- 29 Aug **WEBCAST:** Business Sales - Managing the Process
- 9-26 Sep **SEMINAR:** Repairs & Maintenance - Deductibility Uncertain
- 20 Nov **WEBCAST:** The A-Z for Start-Ups: Commercial, Tax and practical matters to consider for Early Stage Companies

Live Events Webinars

- 12 Jun Tax Basics for Newbies (approx fortnightly until April 2020)
- Jun Monthly Tax Update (and every month thereafter)
- 20 Aug Strategic People Management - align your people with your business strategy
- 22 Aug Disposal of Business Fixed Assets
- 27 Aug Starting a Business - Should you use a company?
- 3 Sep Payments to Family Members by close companies - Tax Implications - Part 1
- 4 Sep Ethics Update 2019 - A Review of the Changes in the Past Year
- 5 Sep Payments to Family Members by close companies - Tax Implications - Part 2
- 10 Sep Writing off loans - Tax implications of debt remission
- 12 Sep Tax Issues for Directors and the Payment of Directors Fees
- 18 Sep AML
- 25 Sep FIFs - Practical
- 15 Oct Rural Tax Update 3
- 17 Oct Understanding Working for Families - Part 1
- 22 Oct Tax Consequences of Ending Personal Relationships
- 24 Oct Understanding Working for Families - Part 2
- 5 Nov R&D Tax Credits- The Final Iteration
- 7 Nov Tax Issues for Agreement of Sale and Purchase of Property
- 12 Nov Death of a Taxpayer
- 14 Nov Entertainment Tax Rules - A review
- 21 Nov Death of a Company - How to Euthanise
- 26 Nov Employee or Contractor? How to determine the difference
- 28 Nov Related Party Transactions
- 3 Dec Tax Case Law Highlights 2019
- 5 Dec Tax Compliance Framework - Assessment, amendment, and dispute resolution
- 10 Dec Rural Tax Specialist 3

Also Available (PDF)

- FIF Classification List 2019 - Basic
- FIF Classification List 2019 - Deluxe

On Demand Topics

- ACC
- Airbnb
- AML/CFT
- Bloodstock Taxation
- Bright-line Test
- Business Sales
- Capital Gains Tax (CGT)
- Charities
- Common Reporting Standards (CRS)
- Company Distributions
- Company Losses & Imputation Credits
- Debt and Equity
- Depreciation Rules
- Doing Business in Australia
- ESOPs
- Ethics
- Exemptions to the Land Taxing Provisions
- Financial Arrangements
- Financial Statements
- Foreign Investment Funds
- GST and Land
- GST: Change of Use v Mixed Use
- Income Tax Deductions
- IRD Audit Activity
- LTCs, LPs and Partnerships
- Mixed Use of Assets
- Monthly Tax Updates
- Property Tax Issues for Landlords
- Provisional Tax and Tax Pooling
- R&D Tax Credits
- Residential Rental Loss Ring-Fencing
- Rural Tax
- RWT and NRWT
- Tainted Capital Gains
- Tax Issues for Bee Keepers
- Tax Issues for Viticulture
- Tax Update
- Tax Working Group
- Taxation of Employee Entitlements
- Taxation of Lifestyle Blocks
- Taxation of Lump Sum Settlement Receipts
- Taxation of Trusts
- Year End Considerations for Agricultural Businesses
- Year End Tax Issues

For more information on these and other recorded topics, go to www.teo.co.nz/ondemand



TEO MEMBERSHIP PACKAGES

Look what you get if you sign up for one of TEO's membership packages...

- ✓ Use your webinars early and earn **bonus courses!***
- ✓ Save up to **47% off** normal prices over the course of a year
- ✓ Pay the equivalent of just **\$90 or \$103 per webinar**†
- ✓ Can be used for CCH webinars if presented by TEO
- ✓ Set up payment once and enjoy the convenience of **easier registration**
- ✓ **Roll over** unused hours for 3 or 6 months‡
- ✓ **Top up** your account at just \$120 per webinar#
- ✓ Qualify for discounted CA ANZ Monthly Tax Update webinars

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
Bonus webinars*	2 FREE webinars	4 FREE webinars	2 FREE webinars	4 FREE webinars
Seminar substitution†	Yes	Yes	Yes	Yes
Worth up to...	\$1360	\$2720	\$2380	\$4760
SAVE up to...	\$640 (47%)	\$1280 (47%)	\$940 (39%)	\$1880 (39%)
Price per webinar‡	\$90 (normally \$170 to \$210)	\$90 (normally \$170 to \$210)	\$103 (normally \$170 to \$210)	\$103 (normally \$170 to \$210)
Additional webinars#	\$120	\$120	\$120	\$120
Rollover webinars‡	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 webinars have been used and must be attended within the 12-month membership period. †Two base or bonus webinars may be substituted with a single, three-hour face-to-face seminar or webcast if that seminar or webcast is attended before plan expiry. ‡Price per webinar calculation assumes base plus bonus webinars redeemed within 12-month membership period.

#Purchase price for additional webinars applies once all base plus bonus courses have been redeemed within the 12-month membership period. It is only valid for live events purchased and attended, or on-demand recordings purchased, within the 12-month membership period. ¶If you don't use all your base webinars within the 12-month membership period, the leftover webinars will be honoured for 6 months from expiry if you renew your current membership plan or upgrade to a higher level, or 3 months from expiry if you downgrade to a lower membership level. Note: Small firms may not upgrade to a Mid-Tier package, nor vice versa. All memberships are non-refundable.



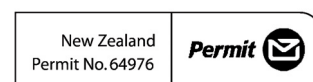
A-Z for Start-ups



Repairs and Maintenance



and much more....



SEE INSIDE for
full 6 month
course list