

New formats, new topics, and a new normal.

Despite coronavirus, the appetite for professional development has not waned in 2020. People still need to stay up to date with changes in tax, law and business. So far this year we've supplied practitioners with an estimated 11,000 CPD hours of training across New Zealand.

We've been busy mapping out a record number of courses for next year. We're responding to the increased desire for the short and sweet by providing webinars predominantly at a default duration of 1.25 hours, with webinar series being one hour per session. Courses that would have traditionally been three hours in length are now being run as back to back webinars in a new format we're calling TripleCast.

To see what's in store for 2021, take a look overleaf. You'll see a diverse mix of the old and the new.

Christmas stocking stuffers

We'd like to share some Christmas cheer with you. Take a look at these tempting offers...

Tax Update 2021 (3 hour seminar/webcast)

We are offering you and your colleagues a ticket to one of our Tax Update 2021 seminars in February for the special Christmas price of \$195 ex GST (normally \$260 ex GST), if registered and paid for by 5pm, Friday 22 January 2021. This is valid for either a seat at one of our five seminars or, if you are outside the seminar locations, an online connection to the webcast. And don't forget, our group discount still applies. Send four or more to the seminar to receive a further 25 percent off!

Tax Update Quarterlies (1.25 hour webinars)

In 2021, we are introducing another Tax Update course, in a quarterly format; four webinars spread across the year. Purchase before Tuesday 16 February 2021 at \$170 (normally

\$190) or all four sessions for just \$340 (normally \$380)! Prices ex gst.

TEO Memberships - refer a friend for a 25% discount!

More and more people are recognising the value of saving nearly half their training costs by signing up for TEO Memberships. This summer, we're making memberships even more attractive. Refer a friend to us and if that referral results in us signing up another firm, we'll give you both a 25% discount off the cost of your plan! This offer applies whether or not you have an active membership with us, but you and your friend must both sign up to be eligible! Just contact us by phone or email with your friend's details by 28 February 2021 — make sure to discuss with them first!

Newsletter now annual

Our newsletter is now posted once per year. We recently posted a letter to those of you receiving communications from us by post only, asking about opting into receiving emails so you can stay up to date more frequently. If you would like to make the switch, contact us and we'll sort you out.

Thank you for your continued patronage over the past year. We wish you and your family a wonderful and safe holiday season, and a very Happy New Year!



Rob McLennan
Manager - TEO Training

THIS WAY for 2021
course calendar



TEO TRAINING 2021 Course Calendar

January

26 Tue Tax Issues of Chattel Financing

February

2 Tue Financial Arrangements – Basics

3 Wed Business Innovation

4 Thu FBT

9 Tue Bright-line Test update

9 Tue Shareholder Remuneration

10 Wed Adjustments for GST - Change of Use and Mixed-Use

10 Wed Tax Update seminar - Ellerslie

11 Thu Death of a Trust

11 Thu Tax Update seminar - Albany

11 Thu Monthly Tax Update - February 2021

16 Tue Tax Update seminar - Gisborne

17 Wed Tax Update seminar - Tauranga

18 Thu Tax Update seminar/webcast - Christchurch/Rest of NZ

23 Tue Transacting with Associates - Deemed Dividends

25 Thu Service Performance Reporting

March

2 Tue Year End Tax Issues

2 Tue Tax Update Quarterly 1 of 4

3 Wed GST and Associated Persons

9 Tue Fraud, Cyber Risk and Phishing

9 Tue Common Reporting Standards (CRS)

10 Wed Repairs & Maintenance Issues

11 Thu Monthly Tax Update - March 2021

16 Tue Employment Law 1 of 2

17 Wed Transacting with Associates - Tainted Capital Gains

18 Thu Employment Law 2 of 2

18 Thu Airbnb - GST

23 Tue Motor Vehicle Ownership - Tax Implications

23 Tue Rural Tax - Update 1 of 3

24 Wed Trading Stock and WIP

24 Wed Personal Property - shares, gold...

25 Thu NZ'ers Investing in Aussie Business: Aust. Consequences

April

7 Wed R&D

8 Thu Residential Rental Loss Ring-fencing

8 Thu Monthly Tax Update - April 2021

13 Tue Eligibility for Rest Home Subsidies

14 Wed Relationship Property

14 Wed NZ'ers Investing in Aussie Property: Aust. Consequences

15 Thu Tax Treatment of Accruals and Prepayments - a review

15 Thu Rural Tax Specialist - Lifestyle Blocks

May

4 Tue Business Sales/Apportionment

5 Wed GST and Land

5 Wed Tax Basics for Newbies 1: Intro (free)

11 Tue AML Compliance Officer Duties

11 Tue Tax Update Quarterly 2 of 4

12 Wed Company Distributions 1 of 2

13 Thu Death of a Partner

13 Thu Monthly Tax Update - May 2021

18 Tue Foreign Investment Funds (FIFs)

18 Tue NZ'ers Investing in Aussie Business: NZ Tax Conseq's

19 Wed Property Tax Issues for Landlords

19 Wed Tax Basics for Newbies 2: Assessable Income

20 Thu Year End Considerations for Agricultural Businesses

25 Tue Taxing Structures 1 of 3

25 Tue Financial Statements - General vs Special Purpose

26 Wed Taxing Structures 2 of 3

26 Wed Cryptocurrency

27 Thu Taxing Structures 3 of 3

27 Thu Tax Residence

June

1 Tue Foreign Investment Funds - Update

1 Tue Accountants and Professional Ethics 1 of 4

2 Wed Tax Basics for Newbies 3: Residence and Source

3 Thu Accountants and Professional Ethics 2 of 4

8 Tue Accountants and Professional Ethics 3 of 4

8 Tue Foreign Investments (CFCs, FIFs, FAs...)

9 Wed Company Distributions 2 of 2

9 Wed Rural Tax Essentials

10 Thu Accountants and Professional Ethics 4 of 4

10 Thu Emissions Trading Scheme

10 Thu Monthly Tax Update - June 2021

15 Tue Rural Tax 2021 1 of 3

15 Tue Airbnb - Common Scenarios

16 Wed Rural Tax 2021 2 of 3

16 Wed Tax Basics for Newbies 4: Double Tax Entries

17 Thu NZ'ers Investing in Aussie Property: NZ Tax Consequences

17 Thu Rural Tax 2021 3 of 3

22 Wed Company Losses & Imputation Credits 1 of 2

23 Wed Company Losses & Imputation Credits 2 of 2

23 Thu Qualifying Companies

30 Wed Tax Basics for Newbies 5: Annual Gross Income

July

6	Tue	Taxation of Land - Subdivisions of 1 - 4
6	Tue	RWT and NRWT
7	Wed	Rural Tax - Update 2 of 3
8	Thu	Succession Planning for Agribusiness and SMEs
27	Tue	Foreign Investment Funds - Practical
27	Tue	Dividend Issues for Family Companies
28	Wed	ACC 1 of 2
28	Wed	Tax Basics for Newbies 6: Allowable Deductions
29	Thu	ESOPs

August

3	Tue	Income Tax Depreciation
4	Wed	ACC 2 of 2
5	Thu	Income Tax Depreciation - Case studies
10	Tue	Agreement of Sale & Purchase of Property - Legal Issues
11	Wed	Tax Basics for Newbies 7: Specific Deductions
12	Thu	Agreement of Sale & Purchase of Property - Tax Issues
17	Tue	Financial Arrangements
17	Tue	Tax Update Quarterly 3 of 4
18	Wed	Black Hole Expenditure and Feasibility Costs
19	Thu	Disposal of Business Fixed Assets
24	Tue	Consolidated Groups for SMEs - GST and Income Tax
25	Wed	Tax Basics for Newbies 8: Residential Land
26	Thu	Provisional Tax and Tax Pooling
31	Tue	GST - Unusual Scenarios

September

2	Thu	Tax Consequences of Insurance
7	Tue	Employee Entitlements 1 of 3
8	Wed	Employee Entitlements 2 of 3
8	Wed	Tax Basics for Newbies 9: Financial Arrangements
9	Thu	Employee Entitlements 3 of 3
15	Wed	PIEs and PIRs
16	Thu	Airbnb - Income Tax
21	Tue	Tax and Charities 1 of 2
22	Wed	Tax Basics for Newbies 10: Foreign Equity
23	Thu	Tax and Charities 2 of 2
29	Wed	Rural Tax Specialist - topic tba
30	Thu	Debt Remission

October

19	Tue	Transacting with Associates - Group Restructuring
19	Tue	GST Basics
20	Wed	Tax Basics for Newbies 11: Taxation of Individuals
21	Thu	Rural Tax - Update 3 of 3
26	Tue	Working for Families Tax Credits (WFFTC)
26	Tue	Cross-border employees
27	Wed	Forestry (general)
28	Thu	Look Through Companies

November

2	Tue	Residential Rental Loss Ring-Fencing - Practical
3	Wed	Tax Basics for Newbies 12: Fringe Benefits
9	Tue	Overseas Rentals
9	Tue	Tax Update Quarterly 4 of 4
10	Wed	GST Complexities
11	Thu	Directors, Contractors and Employees
16	Tue	Mixed Use of Assets
17	Wed	Tax Basics for Newbies 13: Tax'n of Standard Companies
18	Thu	Tax Avoidance
23	Tue	Funding Options and Tax Implications
24	Wed	Entertainment Expenditure
25	Thu	Death of a Taxpayer
30	Tue	Death of a Company

December

1	Wed	Tax Basics for Newbies 14: Taxation of Trusts
2	Thu	Allowances and Reimbursements
7	Thu	Intangible Property
7	Tue	Taxation of Trusts
8	Wed	Tax Issues for Asset Apportionment under S&P Agreements
15	Thu	Tax Basics for Newbies 15: Partnerships/Ltd Partnerships

in conjunction with our partner CCH

in conjunction with our partner CAANZ

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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!***
- ✔ Set up payment once and enjoy the convenience of **easier registration**
- ✔ Save up to **47% off** normal prices over the course of a year
- ✔ **Roll over** unused hours for 3 or 6 months^o
- ✔ Pay the equivalent of just **\$90 or \$103 per webinar**†
- ✔ **Top up** your account at just \$120 per webinar#
- ✔ Can be used for CCH webinars presented by TEO
- ✔ 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^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 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 seminar, webcast, TripleCast, or the 4-part Ethics series, if the substituted course 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 or on-demand recordings purchased within the 12-month membership period. ^oIf 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.



First class tax CPD for...

Accountants

Lawyers

Corporate Sector



SEE INSIDE
for the full
2021 course list