

Seminar programme
February – June 2012

Knowledge share



Seminars at a glance 2012

Kingston Smith LLP is one of the UK's top 20 accountancy and auditing firms. With over 500 people, including 63 partners, spanning seven offices across London and the South East, the Kingston Smith group supports entrepreneurial businesses, not for profit organisations, and private individuals.

At Kingston Smith, our ethos is to help you succeed in your commercial and financial goals. In particular, we have significant experience in supporting growing businesses through every stage of their development. To offer clients this breadth of support and expertise, our partners formulate a deep understanding of every client's marketplace and environment.

For details of how to book, please see the back page.

For Midas Touch seminars, please see details on page 5.

For more information on our seminars visit:
www.ks.co.uk/events

Seminars are FREE for Kingston Smith LLP clients and alumni.

8 February

Beyond the code: the art of intellectual property in a digital environment (City)

8 February

Midas Touch – Entrepreneur stories (West End)

22 February

Stuart Morley's view of the economic outlook for the property sector (City)

23 February

Gift Aid (Redhill)

23 February

So you want to do business in... India? (City)

28 February

Building BRICs II (West End)

15 March

Midas Touch – Understanding your customers and driving innovation (City)

20 March

How to increase voluntary income – Part 3 Grant making trusts (Romford)

27 March

Budget seminar (City)

27 March

Impact of the 2012 Budget on the property sector (City)

28 March

What does the future hold? (City)

17 April

Strictly accounting – A 60-minute guide to understanding accounts for trustees (City)

18 April

What's in it for me? (City)

19 April

Budget seminar (Romford)

24 April

Midas Touch – How to get things done (City)

26 April

Growing value in your business (West End)

2 May

So you want to do business in... China? (City)

10 May

Gift Aid (City)

16 May

Property update (City)

24 May

Tax efficient extraction of profits and efficient business structuring (Romford)

30 May

Tax efficient extraction of profits and efficient business structuring (webinar)

12 June

Measuring and communicating impact (Redhill)

13 June

Gift Aid (webinar)

13 June

So you want to do business in... Brazil? (City)

27 June

Property update (City)

Beyond the code: the art of intellectual property in a digital environment

Wednesday 8 February

Technology

Whether you are a technology or telecoms giant or just about to launch your first Smartphone app, intellectual property may well be the most valuable asset that you or your company owns. IP can help to set you apart from your competitors and stop them stealing a march on your business, whilst helping attract investment. However, have you protected, or even identified, everything you can?

We will look at the key areas of patents, trademarks and registered designs, and where technology companies can use these to protect their business and increase their value. We will also look at ways in which companies can structure their Research & Development to take advantage of valuable corporation tax credits and tax efficient structures for holding your IP.

Speakers: Paul Spindler, Partner, Kingston Smith LLP; Aidan Robson, Partner, Reddie & Grose LLP and Pete Sadler, Attorney, Reddie & Grose LLP

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 5.30pm registration for 6.00pm. Ends 7.15pm, followed by canapés and refreshments.

Cost: Free

#thecode2012



Stuart Morley's view of the economic outlook for the property sector

Wednesday 22 February

Property

With the property sector being such an integral part of the UK economy, what lies in store for property businesses? Once again, Stuart Morley, Director and Head of Research at GVA Grimley, will look at the economic landscape for property investors and developers, while Martin Muirhead will examine how to minimise the tax rates and risk through constructive planning.

Speaker: Martin Muirhead, Partner, Kingston Smith LLP and Stuart Morley, former Head of Research and now a Consultant Economist to GVA

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#propertyoutlook



Gift Aid – The latest developments

Thursday 23 February

Charities

There have been a number of recent changes to Gift Aid rules. These include a proposed new online system for registering and making gift aid claims, the possibility of making small gift aid payments without gift aid declarations, and new tax avoidance legislation. This seminar will describe what the developments will mean in practice, with an emphasis on how to maximise your Gift Aid receipts. We will also offer some more general Gift Aid planning tips.

Speaker: Jane Hellings, Director, Kingston Smith Fundraising and Management

Venue: Surrey House, 36-44 High Street, Redhill, Surrey RH1 1RH

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#rhgiftaid



So you want to do business in... India?

Thursday 23 February

Entrepreneurial Businesses

In the first of a series of seminars looking at international expansion, we will be addressing the issue of how to do business in India. India's economy is one of the fastest growing in the world, with a rapidly expanding consumer class. UK companies are well placed to take advantage of this growing export and investment market but, with a number of financial, regulatory and cultural challenges in the way, you need to be fully prepared before taking the leap.

Speakers: Chair, Tim Stovold, Partner, Kingston Smith LLP and speakers, Ms. Geetika Mehra, Partner, MehraGoel & Co, Amitabh Jain, Economic Minister, High Commission of India and Tim Phillips, Lane Business Systems Ltd

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#businessindia



Building BRICs part II

Tuesday 28 February

Marketing Services

Following our very popular Building BRICs seminar earlier this year, Kingston Smith W1 brings you Building BRICs part II, a seminar looking at experiences of working and setting up a creative business overseas, particularly in Eastern Europe, Brazil and Hong Kong.

Speakers: Danilo Ogassawara, KSI Brasil Auditores Independentes and Andrew Davis, Associate Director-General, Invest Hong Kong

Venue: 141 Wardour Street, London W1F 0UT

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#buildingbrics



How to increase voluntary income - Part 3 - Grant making trusts

Tuesday 20 March

Charities

Are you thinking about increasing voluntary income from trusts? Whether you have already had some success with trusts or whether you are just wondering how to start, this seminar will help you to increase your chances of success. We will look at how to research your best prospects, go off the beaten track to find less well known trusts, and how to make your bid stand out in an overcrowded marketplace.

Speaker: Ruth Mantle, Senior Associate, Kingston Smith Fundraising and Management
Venue: Holiday Inn Brentwood, Brook Street, Brentwood, Essex CM14 5NF
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.
Cost: £25 (Free for clients)

#voluntaryfunding



Budget seminar

Tuesday 27 March

Entrepreneurial Businesses

Chancellor George Osborne will announce the 2012 Budget on 21st March. Join us for a post-budget briefing to find out how the budget will affect you and your business. This seminar will be led by Mike Hayes, Tax Principal at Kingston Smith, who has over 27 years' experience in advising businesses and their owners on a range of tax issues.

Speaker: Mike Hayes, Tax Principal, Kingston Smith LLP
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 8.00am registration for 8.30am. Ends 10.00am, including breakfast and refreshments.
Cost: £25 (Free for clients)

#ecbudgetseminar



Impact of the 2012 Budget on the property sector

Tuesday 27 March

Property

With property investors, developers and construction businesses facing challenging times, will the next Budget provide property businesses with greater opportunities and less restrictions? We will examine how the 2012 Budget will impact on property businesses and highlight what tax planning and structuring opportunities might arise.

Speaker: Martin Muirhead, Partner, Kingston Smith LLP
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.
Cost: £25 (Free for clients)

#budgetproperty



What does the future hold?

Wednesday 28 March

Education

At Kingston Smith's annual Education Conference, we will be providing you with all the latest developments happening within the sector. This conference will guide you through the potential challenges, opportunities and risks that you may face in the coming year, including looking at relevant tax issues. Our experts will also provide an update on other topical issues such as human resources, pensions and public benefit.

Speakers: TBC
Venue: Central Hall Westminster, Storey's Gate, Westminster, London SW1H 9NH
Time: 9.00am registration for 9.30am. Ends 12.30pm, followed by lunch and refreshments.
Cost: £25 (Free for clients)

#futurehold



Strictly accounting – A 60-minute guide to understanding accounts for trustees

Tuesday 17 April

Charities

This seminar will provide all the tools needed to understand accounts and the jargon that is so frequently used. Anyone confused by figures and terminology will find the session packed with useful information. This seminar will also take place in the Autumn in Brentwood, Essex.

Speaker: Nick Brooks, Head of Not for Profit, Kingston Smith LLP
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.
Cost: £25 (Free for clients)

#strictlyaccounting



“What’s in it for me?” – How to deliver added value to increase membership

Wednesday 18 April

Trade Associations

Keeping existing members and attracting new ones is vital for the success of every membership organisation.

The challenge is to clearly communicate and reinforce the ‘WIFM’ factor, ‘what’s in it for me’, and for you to show how your association can “add value” to its current offering for its members.

Join us for this insightful seminar where we will be providing best-practice tips and advice on how to ensure your association is offering a truly “added value” service to its members which, in turn, will help you grow your membership and keep attrition rates to a minimum.

Speakers: Sandra De Lord, Partner, Kingston Smith LLP and Jane Hellings, Director, Kingston Smith Fundraising and Management

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: Free

#wiifm2012



Budget seminar

Thursday 19 April

Entrepreneurial Businesses

Chancellor George Osborne will announce the 2012 Budget on 21st March. Join us for a post-budget briefing to find out how the budget will affect you and your business. This seminar will be led by Mike Hayes, Tax Principal at Kingston Smith, who has over 27 years' experience in advising businesses and their owners on a range of tax issues.

Speaker: Mike Hayes, Tax Principal, Kingston Smith LLP

Venue: Marygreen Manor Hotel, London Road, Brentwood, Essex CM14 4NR

Time: 8.00am registration for 8.30am. Ends 10.00am, including breakfast and refreshments.

Cost: £25 (Free for clients)

#rmbudgetseminar



Growing value in your business

Thursday 26 April

Marketing Services

A look at how to make your creative business more valuable, either for long-term income growth or to buyers. Even if you're not looking to sell in the near future, it's never too early to start planning.

Speaker: Chris Merrington, Founder, Spring 80:20

Venue: 141 Wardour Street, London W1F 0UT

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#growingvalue



So you want to do business in... China?

Wednesday 2 May

Entrepreneurial Businesses

Our second seminar in the 'So you want to do business in...' series focuses on the world's second largest economy, China. Solid economic growth, coupled with rapid market transformation and a burgeoning middle class, make China an increasingly attractive destination to do business. This seminar aims to help you find out whether China is the right place to expand your business.

Speakers: UKTI

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#dobusinesschina



Gift Aid – The latest developments

Thursday 10 May

Charities

There have been a number of recent changes to Gift Aid rules. These include a proposed new online system for registering and making gift aid claims, the possibility of making small gift aid payments without gift aid declarations, and new tax avoidance legislation. This seminar will describe what the developments will mean in practice, with an emphasis on how to maximise your Gift Aid receipts. We will also offer some more general Gift Aid planning tips.

Speaker: Jane Hellings, Director, Kingston Smith Fundraising and Management

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#ecksgiftaid



Property update

Wednesday 16 May

Property

A review of recent tax changes and their impact on property developers and investors. The seminar will consider the planning that should be considered, covering income tax, corporation tax and capital gains tax. We will also cover how to structure property business going forward to minimise tax rates.

Speaker: Martin Muirhead, Partner, Kingston Smith LLP

Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.

Cost: £25 (Free for clients)

#propertyupdatemay



Tax efficient extraction of profits from businesses and efficient structuring

Thursday 24 May

Entrepreneurial Businesses

Tax is now the biggest overhead for most entrepreneurs. The 50% personal Income Tax rate and the increasing NI burden puts an ever tighter squeeze on even the most successful of business owners. The seminar is structured to be a thought provoking guide to how all business owners can minimise their overall business and personal taxes and extract the most net of tax income from their businesses.

It will explain the current tax burden on businesses, outline various profit extraction techniques and explain the important role that business structuring has in current tax planning. It will also explain how many businesses and business owners can materially reduce their overall tax burden.

Speaker: Chris Hughes, Partner, Kingston Smith LLP
Venue: Marygreen Manor Hotel, London Road, Brentwood, Essex CM14 4NR
Time: 8.00am registration for 8.30am. Ends 10.00am, including breakfast and refreshments.
Cost: £25 (Free for clients)

#rmpprofitextraction



Tax efficient extraction of profits and efficient business structuring (webinar)

Wednesday 30 May

Entrepreneurial Businesses

The biggest overhead for most entrepreneurs is tax. This webinar will explain the current tax burden and guide you through some of the ways in which to minimise your overall business and personal taxes. It will also outline various profit extraction techniques and explain the important role that business structuring has in current tax planning.

Speaker: Chris Hughes, Partner, Kingston Smith LLP
Time: 2.00pm to 3.00pm
Cost: Free

#profitextraction



Measuring and communicating impact

Tuesday 12 June

Charities

With increased pressure on charities to demonstrate value for money and quantify their achievements, the ability to measure and communicate impact has never been more important. This seminar will discuss your different audiences and their communication expectations, and will consider case study examples of good impact measurement and reporting which have helped to increase income from a range of sources.

Speaker: Jhumar Johnson, Deputy Director, Kingston Smith Fundraising and Management
Venue: Kingston Smith, Surrey House, 36-44 High Street, Redhill, Surrey RH1 1RH
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.
Cost: £25 (Free for clients)

#measuringimpact



Gift Aid – The latest developments (webinar)

Wednesday 13 June

Charities

There have been a number of recent changes to Gift Aid rules. These include a proposed new online system for registering and making gift aid claims, the possibility of making small gift aid payments without gift aid declarations, and new tax avoidance legislation.

This webinar will describe what the developments will mean in practice, with an emphasis on how to maximise your Gift Aid receipts. We will also offer some more general Gift Aid planning tips.

Speaker: Jane Hellings, Director, Kingston Smith Fundraising and Management
Time: 12.30pm to 1.45pm
Cost: Free

#ksgiftaid



So you want to do business in... Brazil?

Wednesday 13 June

Entrepreneurial Businesses

Brazil is the focus of our third seminar in the 'So you want to do business in...' series. The Brazilian economy is predicted to become the fifth largest in the world in the coming years. It also has the world's eighth largest consumer market. Hosting both the World Cup in 2014 and the Olympics in 2016, Brazil will certainly be an exciting place to do business in in the future. This seminar will help you understand the technical and practical issues with setting up or investing in Brazil.

Speakers: Paul Spindler, Partner, Kingston Smith LLP and Vitoria Nabas, Nabas Legal
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.
Cost: £25 (Free for clients)

#dobusinessbrazil



Property update

Wednesday 27 June

Property

A review of recent tax changes and their impact on property developers and investors. The seminar will consider the planning that should be considered, covering income tax, corporation tax and capital gains tax. We will also cover how to structure property business going forward to minimise tax rates.

Speaker: Martin Muirhead, Partner, Kingston Smith LLP
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments.
Cost: £25 (Free for clients)

#propertyupdatejune





'Midas Touch' is an entrepreneurial business network, devised specifically with entrepreneurs and business owners in mind. Members of the network can attend regular networking events and seminars, get expert tips and advice from our online business doctor, contribute to network discussions, and learn about the changes in legislation that will affect their businesses.

To attend the following Midas Touch seminars, you must first join the network, where membership is free. You can request an invitation at www.midastouch.uk.com/membership

Entrepreneur stories

Wednesday 8 February

Midas Touch

Summit, a group of boys from St. Pauls School in Barnes recently won Young Enterprise 'European Company of the Year Award'. Their company designed and manufactured CLICK (the perfume pen). They will be sharing their story at this Midas Touch event alongside other entrepreneurs. Additional speakers TBC.

Speakers: Summit, winners of Young Enterprise 'European Company of the Year Award'
Venue: 141 Wardour Street, London W1F 0UT
Time: 5.30pm registration for 6.00pm. Ends 7.15pm, followed by canapés and refreshments.

#midassummit

Understanding your customers and driving innovation

Thursday 15 March

Midas Touch

If you operate in a crowded marketplace it can feel difficult to differentiate yourself from the competition. At this Midas Touch seminar, Mark Cowan, founder of innovation agency Happen will help you identify with the leading challenges you are facing in your industry and how you can shape your future services so that they are aligned to the true needs and values of your clients.

Speaker: Mark Cowan, Founder, Happen
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 5.30pm registration for 6.00pm. Ends 7.15pm, followed by canapés and refreshments.

#midasinnovation

How to get things done

Tuesday 24 April

Midas Touch

Ever felt that there just isn't enough time in the day? Or looked back on a busy day and realised you haven't got anything important done? If you own or manage your own business, it is essential that you know how to work efficiently, prioritise the tasks that matter and, ultimately, just get things done. Kevin Duncan, author of best seller 'Tick Achieve', voted Telegraph Business Club Book of the Week, will be sharing his practical suggestions of how to make the most of your time, looking in particular at how to:

- Break problems down into small tasks
- Avoid 'professional time wasting'
- Think more and worry less
- Spot and ditch time wasters
- Prioritise the things that matter

Kevin will discuss tried and tested techniques which he has used with a number of clients including Saatchi & Saatchi, Shell, Nokia and Mediacom.

Speakers: Kevin Duncan, Founder, Expert Advice Online
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD
Time: 8.00am registration for 8.30am. Ends 10.00am, including breakfast and refreshments.

#midaspriority

How do I book?

You can reserve a place at our seminars/training sessions in a number of ways.

- Telephone 020 7566 3850
- Email events@ks.co.uk with your details, indicating which seminar(s)/training session(s) you would like to attend
- Visit www.ks.co.uk/events and register online

If you are a Kingston Smith client, please advise when completing the booking form.

How do I pay?

To pay by credit card, please call 020 7566 3850. Please make cheques payable to Kingston Smith LLP. If you would prefer to be invoiced, please tell us in your email.

Seminars ONLY are FREE for Kingston Smith LLP clients and alumni.

What happens once I've booked?

Once we have received your booking, we will confirm your place via email.

What if I can't attend?

If you are unable to attend an event for which you have registered, you are welcome to send a colleague in your place. Please telephone Becky Honeysett on 020 7566 3850 with your colleague's details.

Where no colleague is able to attend in your place, we reserve the right to implement the following cancellation policy.

- For cancellations received up to 48 hours prior to the event, a full refund of the seminar/training session registration fee will be given.
- For cancellations received within 48 hours of the event taking place, you will be entitled to a 50% refund of the seminar/training session registration fee.
- No refund will be given to individuals who cancel once the seminar/training session has begun, including non-attendance.

Other topics of interest

If you would like to attend a seminar on a topic not listed in this programme, please email your suggestions to events@ks.co.uk. Alternatively, telephone Becky Honeysett on 020 7566 3850.

Further information

If you would like more information about Kingston Smith or if you would like to register for an event by phone, please call Becky Honeysett on 020 7566 3850.

City

Devonshire House
60 Goswell Road
London
EC1M 7AD
T 020 7566 4000

Hayes

Middlesex House
800 Uxbridge Road
Hayes, Middlesex
UB4 0RS
T 020 8848 5500

Redhill

Surrey House
36-44 High Street
Redhill, Surrey
RH1 1RH
T 01737 779000

Romford

Orbital House
20 Eastern Road
Romford, Essex
RM1 3PJ
T 01708 759759

St Albans

105 St Peter's Street
St Albans, Herts
AL1 3EJ
T 01727 896000

West End

141 Wardour Street
London
W1F 0UT
T 020 7304 4646

