

Seminar programme
September - December 2010

Knowledge share



About Kingston Smith

Kingston Smith LLP is one of the UK's Top 20 accountancy and auditing firms. With over 500 people, including 58 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 growth. 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 more information on our seminars visit:
www.kingstonsmith.co.uk/events

Seminars are FREE for Kingston Smith clients and alumni.

Seminars at a glance 2010

9 September

What's next for higher rate tax payers? (City)

29 September

Suicide by supplier? (Rainham)

30 September

Doubling the value of your business (City)

5 October

Ecotourism the road less travelled (City)

6 October

Surveying the landscape – Making the most of opportunities in the property sector (City)

7 October

Gift Aid – Maximising the returns and avoiding the pitfalls (City)

13 October

Suicide by supplier? (Guildford)

19 October

Surveying the landscape – Making the most of opportunities in the property sector (St Albans)

20 October

Turn around – Debt restructuring (City)

20 October

When the going gets tough – tax strategies in times of austerity! (Brentwood)

3 November

An update for charities (Dorking)

9 November

Corporate governance for trade associations – Structures for success (City)

11 November

Employee or not – That is the question! (Brentwood)

16 November

Minimising the risk of acquisitions (City)

17 November

Is your data really as safe as you think? Probably Not!!! (Luton)

24 November

Surveying the landscape – Making the most of opportunities in the property sector (Dorking)

25 November

Suicide by supplier? (Uxbridge)

2 December

Suicide by supplier? (Hatfield)

9 December

Gift Aid for Schools (City)

16 December

Is now the time to sell “£5m at 10%”? (City)

September

What's next for higher rate tax payers?

Thursday 9 September

Private Client Services

With a new government in power in need of significant tax receipts, protecting your wealth from unnecessary taxation is becoming more difficult. This seminar will outline what individuals can do to mitigate the impact of the increased tax rates. The topics to be covered will include:

- Private investment companies
- Opportunities for using offshore bonds to defer tax
- Qualifying Recognised Overseas Pension Schemes (QROPS)

Speakers: Paul Spindler, Partner, Kingston Smith and Chris Bruce, Managing Director, Kingston Smith Financial Advisers

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

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

Cost: £25 (Free for clients)

Suicide by supplier?

Wednesday 29 September

Manufacturing

A manufacturer's supply chain should be a source of competitive advantage. It also has the potential to cause major damage to your business if a supplier's quality issues, delivery delays or outright failure, impact the production or reputation of your products. BP is just the latest organisation to discover the potential of suicide by supplier. This seminar looks at proven good practice in supply chain risk management and due diligence, and also at emerging techniques to better protect your business.

Speakers: Mark Child & David Morrey, Partners, Kingston Smith Consulting LLP

Venue: CEME, Marsh Way, Rainham, Essex RM13 8EU

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

Cost: £25 (Free for clients)

October

Doubling the value of your business

Thursday 30 September

Corporate Finance

As the UK rises out of recession, returning confidence is driving a renewed interest in Merger & Acquisition activity in the business community. Many shareholders are resurrecting their exit strategies and are keen to explore ways to improve their business value. Careful planning and knowledge of the attributes desired by purchasers can increase business value by up to 100%. Improved market confidence has resulted in a steady rise in valuation multiples, with quality businesses once again in demand from both domestic and overseas buyers. Companies that have been able to create a sustainable competitive edge are commanding premium prices above those achievable using traditional valuation methods.

Speakers: Directors of Devonshire Corporate Finance Limited

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)

Ecotourism the road less travelled

Tuesday 5 October

Leisure & Hospitality

Ecotourism, and just generally being “eco”, have become popular tourism sales pitches. What is true ecotourism? What defines an ecolodge or an ecological company? How is the surrounding community involved? And finally, is ecotourism such a great thing anyway?

We'll have representatives from Colombia, Costa Rica and Brazil presenting their ideas on the above and opportunities for investment and tours. Paul Spindler, head of our Latin American desk, will discuss some of the ways in which an investment in these countries can be structured.

The seminar will be targeted at investors in eco tourism hotels and infrastructure as well as tour operators and those in the leisure industry.

Speaker: Paul Spindler, Partner, Kingston Smith LLP
Venue: Devonshire House, 60 Goswell Road, London EC1M 7AD

Time: 4.30pm registration for 5.00pm. Ends 6.30pm, followed by canapés and refreshments

Cost: £25 (Free for clients)

Surveying the landscape – Making the most of opportunities in the property sector

Wednesday 6 October

Property

With the recent changes to the tax system and the increase in Capital Gains Tax in particular, life is far from easy for property businesses. However if properly planned, there are a number of actions property investors, developers and construction businesses can take to mitigate taxes and preserve cash-flow. This 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)

Gift Aid – Maximising the returns and avoiding the pitfalls

Thursday 7 October

Charities

This seminar will help maximise Gift Aid receipts, by obtaining Gift Aid on donated goods, entrance fees and membership subscriptions. It will consider traps to be avoided on volunteers’ expenses, charity auctions and adventure fundraising events. There will also be hints and tips to help survive the Gift Aid audit.

Speakers: Tenika Ah-Wan, Deputy Director, Kingston Smith Fundraising & Management and David Hadley, Senior Manager, 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)

Suicide by supplier?

Wednesday 13 October

Manufacturing

A manufacturer’s supply chain should be a source of competitive advantage. It also has the potential to cause major damage to your business if a supplier’s quality issues, delivery delays or outright failure, impact the production or reputation of your products. BP is just the latest organisation to discover the potential of suicide by supplier. This seminar looks at proven good practice in supply chain risk management and due diligence, and also at emerging techniques to better protect your business.

Speakers: Mark Child & David Morrey, Partners, Kingston Smith Consulting LLP
Venue: University of Surrey, Continuing Education Centre, Guildford, Surrey GU2 7XH
Time: 4.30pm registration for 5.00pm start. Ends 6.15pm, followed by canapés and refreshments
Cost: £25 (Free for clients)

Surveying the landscape – Making the most of opportunities in the property sector

Tuesday 19 October

Property

With the recent changes to the tax system and the increase in Capital Gains Tax in particular, life is far from easy for property businesses. However if properly planned, there are a number of actions property investors, developers and construction businesses can take to mitigate taxes and preserve cash-flow. This 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: Nigel Birch, Partner, Kingston Smith LLP
Venue: Ramada Hemel Hempstead, Hemel Hempstead Road, Redbourne, Hemel Hempstead AL3 7AF
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments
Cost: £25 (Free for clients)

Turn around – Debt restructuring

Wednesday 20 October

Corporate Finance

With £1 trillion of bank debt maturing over the next four years refinancing a business is likely to be increasingly challenging. This seminar is aimed at company directors, bankers and other business stakeholders. Topics covered will be refinancing options, internal cash generation, accelerated M&A, independent business reviews and directors’ responsibilities. We also aim to explain what directors can do to protect themselves should their company be facing insolvency.

Speakers: Directors of Devonshire Corporate Finance Limited
Venue: Devonshire House, 60 Goswell Road, London, EC1M 7AD
Time: 8.00am registration for 8.30am. Ends 9.45am, including breakfast and refreshments
Cost: £25 (Free for clients)

When the going gets tough – tax strategies in times of austerity!

Wednesday 20 October

Entrepreneurial Businesses

The new government has hiked tax rates and is in need of significant tax receipts, so minimising your overall tax burden is as critical as ever. This seminar will outline what can be done to mitigate the impact of the increased tax take for both the business and individual tax payer.

Speaker: Paul Spindler, Partner, Kingston Smith LLP
Venue: Marygreen Manor, London Road, Brentwood, Essex CM14 4NR
Time: 7.45am registration for 8am start, including breakfast
Cost: £25 (Free for clients)

An update for charities

Wednesday 3 November

Charities

During this seminar we will bring delegates up to date on the numerous changes that have affected the charities sector over recent months. We will look at the current position regarding the public benefit test, tax and Gift Aid, VAT issues, and other matters.

Speakers: David Montgomery & Adrian Houston, Partners, Kingston Smith LLP
Venue: Denbies Wine Estate, London Road, Dorking, Surrey RH5 6AA
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments
Cost: £25 (Free for clients)

Corporate governance for trade associations – Structures for success

Tuesday 9 November

Trade Associations

The changing commercial and political environment requires governance structures that allow trade associations to be responsive to their members’ and business needs whilst complying with legislative and other regulatory requirements.

Many long established trade associations are operating using outdated and inflexible governance models. This seminar will provide an update on key governance issues that affect your organisation. It will also look at how to implement change using governance reviews to improve quality and maximise the benefits for your members.

The seminar will include:

- Recent legislative updates
- New trends in trade association governance models
- Benefits and pitfalls of undertaking a governance review
- The governance triangle – board, members and secretariat

Speaker: Tenika Ah-Wan, Deputy Director, Kingston Smith Fundraising & 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)

Employee or not – That is the question!

Thursday 11 November

Entrepreneurial Businesses

This seminar will be of interest to all businesses that have freelance, self-employed staff, CIS contractors and non-executive directors amongst their work force. The impact of tax and employment legislation can be costly and completely at odds with the agreed intention of the parties. We will examine the various types of working relationships, looking at the advantages and liabilities of each and identifying some key things that you can do to sustain the status that is intended.

The 60 minute seminar will cover:

- How status is tested by HMRC
- The implications of status on taxation
- The implications of status under employment law
- The potential liabilities for getting it wrong
- How you can reinforce the status that you want to apply

Speakers: Paul Spindler, Partner, Kingston Smith and Mark Slattery, Director, HR Insight Ltd
Venue: Marygreen Manor, London Road, Brentwood, Essex CM14 4NR
Time: 7.45am registration for 8am start, including breakfast
Cost: £25 (Free for clients)

Minimising the risk of acquisitions

Tuesday 16 November

Corporate Finance

Buying any business enterprise can be a time consuming and risky endeavour. Under English law there are no automatic projection rights for a purchaser, as the “caveat emptor” (let the buyer beware) principle applies. It is possible for a purchaser to inherit litigation, warranty claims, tax liabilities and other commercial risks relating to activities carried on in earlier periods as well as some that can crystallise after the business has been acquired. Purchasers must therefore restrict liabilities to those that are known and quantified at the time of acquisition. This will ensure that the price paid for the enterprise fully reflects anticipated liabilities.

Speakers: Directors of Devonshire Corporate Finance Limited
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)

Is your data really as safe as you think? Probably not!!!

Wednesday 17 November

Charities

Securing data and information assets continues to be a top priority for charities, schools and other not for profit organisations. This seminar explains that your data may not be as secure as you think and what actions you should take to protect your high-value data and intellectual property as well as reduce the exposure and risk.

Speaker: Mark Child, Kingston Smith Consulting LLP
Venue: Stockwood Discovery Centre, London Road, Luton LU1 4LX
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments
Cost: £25 (Free for clients)

Surveying the landscape – Making the most of opportunities in the property sector

Wednesday 24 November

Property

With the recent changes to the tax system and the increase in Capital Gains Tax in particular, life is far from easy for property businesses. However if properly planned, there are a number of actions property investors, developers and construction businesses can take to mitigate taxes and preserve cash-flow. This 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: David Montgomery, Partner, Kingston Smith LLP

Venue: Denbies Wine Estate, London Road, Dorking, Surrey RH5 6AA

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

Cost: £25 (Free for clients)

Suicide by supplier?

Thursday 25 November

Manufacturing

A manufacturer's supply chain should be a source of competitive advantage. It also has the potential to cause major damage to your business if a supplier's quality issues, delivery delays or outright failure, impact the production or reputation of your products. BP is just the latest organisation to discover the potential of suicide by supplier. This seminar looks at proven good practice in supply chain risk management and due diligence, and also at emerging techniques to better protect your business.

Speakers: Mark Child & David Morrey, Partners, Kingston Smith Consulting LLP

Venue: Brunel University, Kingston Lane, Uxbridge, Middlesex UB8 3PH

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

Cost: £25 (Free for clients)

Suicide by supplier?

Thursday 2 December

Manufacturing

A manufacturer's supply chain should be a source of competitive advantage. It also has the potential to cause major damage to your business if a supplier's quality issues, delivery delays or outright failure, impact the production or reputation of your products. BP is just the latest organisation to discover the potential of suicide by supplier. This seminar looks at proven good practice in supply chain risk management and due diligence, and also at emerging techniques to better protect your business.

Speakers: Mark Child & David Morrey, Partners, Kingston Smith Consulting LLP

Venue: The Fielder Centre, Hatfield Business Park, Hatfield Avenue, Hatfield, Hertfordshire AL10 9TP

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

Cost: £25 (Free for clients)

Gift Aid for schools

Thursday 9 December

Education

Are you making the most out of Gift Aid? Most schools will already be claiming gift aid on regular gifts from parents to the Governors' Fund or similar. This seminar will also cover the rules for claiming gift aid on sponsored events, charity auctions, and voluntary contributions to school journeys; as well as how to survive the Gift Aid audit.

Speakers: Jane Hellings, Director, Kingston Smith Fundraising & Management and David Hadley, Senior Manager, 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)

Is now the time to sell “£5m at 10%”?

Thursday 16 December

Corporate Finance

There are a number of reasons why those who have considered selling their business should now be preparing to sell.

Changes in market conditions and tax legislation now make it more attractive for a business owner to sell their shares before things change again...

The recent emergency budget increased the level of Entrepreneur's Relief whereby active business owner employees pay only 10% tax on the first £5million of sale proceeds but this may only be available in the short term, i.e. £500k instead of £1,400,000 of tax. There are many business owners still regretting not selling their business when they would have paid only 10% on all of the proceeds.

This seminar explains the sales process, and how to maximise the value of a business and is aimed at owner managers and shareholders of trading businesses.

Speakers: Directors of Devonshire Corporate Finance 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)

You can reserve a place at our seminars in a number of ways:

- Telephone 020 7566 3850
- email events@kingstonsmith.co.uk with your details, indicating which seminar(s) you would like to attend
- visit www.kingstonsmith.co.uk/events and register online
- Send or fax to 020 7689 6170, the pre-paid form below.

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 indicate on the pre-paid form or 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 which you have registered for, 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 registration fee
- for cancellations received within 48 hours of the event taking place, you will be entitled to a 50% refund of the seminar registration fee
- no refund will be given to individuals cancelling once the seminar has commenced, 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@kingstonsmith.co.uk. Alternatively, telephone Becky Honeysett on 020 7566 3850.

Registration form

Please complete this form to reserve a place at a Kingston Smith seminar. Please register me for the following seminars:

Seminar(s)/Date(s):	My colleague(s) will also attend:
	Name
	Email
Surname	Name
Forename	Email
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Position held	
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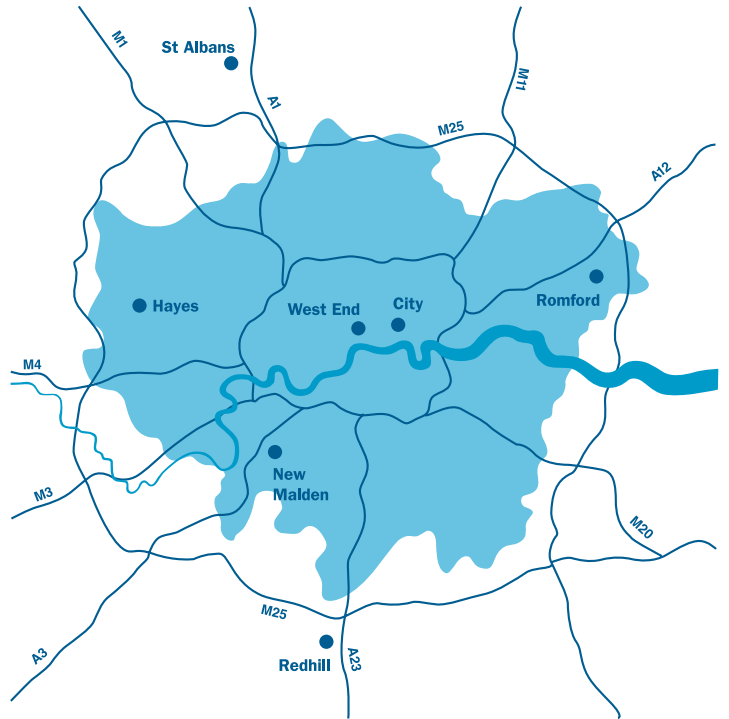
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