

Seminar programme
Jan – June 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 61 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

21 January

The Annual Survey – Financial performance of marketing services companies (West End)

27 January

A nasty nip - Tax planning in the wake of the Pre-Budget report (City)

4 February

Research & Development – Is your company missing out on tax relief? (West End)

10 February

Bridge over troubled waters – family wealth preservation (Dorking)

23 February

Pre year end planning for property businesses (City)

24 February

Employees...best practice tax planning, HR strategies and benefits structures in a time of change (City)

9 March

Engaging contractors in the Technology Sector – Navigating through the tax and legal mire (City)

16 March

75-minute guide to accounts for non-accountants (Luton)

23 March

How can schools meet the public benefit requirements? (Dorking)

24 March

The last chance saloon – Tax planning for the 50% tax rate (City)

13 April

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

20 April

Why now is a good time to complete a Management Buy Out at a fair price (City)

28 April

Managing your finances in the current economic environment (City)

29 April

75-minute guide to accounts for non-accountants (Dorking)

12 May

Grooming your business for sale (City)

25 May

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

27 May

A new horizon? - Property ownership after the election (City)

9 June

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

The Annual Survey – Financial performance of marketing services companies

Thursday 21 January

Marketing Services

Now in its 19th year, this event launches the 'Financial performance of marketing services companies' annual survey, a renowned research document regarded as the most comprehensive and authoritative financial survey of the industry. The seminar will cover the key findings of the annual survey, and provide a view on how the industry's financial performance has been affected as well as a review of key performance indicators, allowing you to benchmark the performance of your business against industry averages. With highly-regarded industry guest speakers, this seminar will also include a presentation on how future world demographics, business models and emerging technologies will impact on how consumers think and behave and therefore how you can be prepared for the upturn.

Speakers: Mandy Merron & Esther Carder, Partners, Kingston Smith W1, David Smith, Global Futures and Foresight & John Owen, Dare Digital
Venue: Cavendish Conference Centre, Duchess Mews, London W1G 9DT
Time: 5.00pm registration for 5:30pm start. Ends 8.00pm, followed by canapés and refreshments
Cost: Seminar only – £125. Free to clients

Annual Survey cost: £295 before 8th January (includes 2 free tickets to seminar) £460 after 8th January (includes 2 free tickets to seminar).

A nasty nip – Tax planning in the wake of the Pre-Budget report

Wednesday 27 January

Dedicated Wealth Advisory Service

The personal tax measures announced in the Pre-Budget report and the impending 50% top rate of tax are far from ideal for higher rate tax payers. Paul Spindler, Tax Partner at Kingston Smith LLP will highlight the key changes affecting higher rate tax payers and what options are available to you to take the sting out

of the tail.

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

Research & Development – Is your company missing out on tax relief?

Thursday 4 February

Marketing Services and Media and Entertainment

This seminar brings together the tax and legal benefits of identifying and protecting your intellectual property. Many companies including those in the Marketing services and media and entertainment industries can claim additional tax relief for their R&D work, but they struggle to understand what qualifies.

Once the R&D is developed, how do these creative companies protect all of the valuable intellectual property? In this seminar we look in detail at how broad the meaning of R&D is and what expenditure qualifies for tax relief. We are joined by a solicitor who will present a practical overview of the legal difficulties in protecting R&D.

Speakers: Paul Spindler, Partner, Kingston Smith LLP & Jonathan Cameron, Simons Muirhead & Burton
Venue: 141 Wardour Street, London W1F 0UT
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments
Cost: £25

Bridge over troubled waters – family wealth preservation

Wednesday 10 February

Dedicated Wealth Advisory Service

In these troubled times preserving the financial well being of your family is far from easy. Chris Bruce, Managing Director of Blacktower Financial Advisers Limited and David Kingham,

Private client partner at Morrisons Solicitors will cover a number of financial and tax planning aspects for families, in particular:

- Assisting with children's and grandchildren's financial goals
- Gifting assets tax efficiently
- Principal residence planning
- Providing for long term care
- Making wills effective
- Mitigating the impact of Inheritance Tax
- Use of trusts and other effective structures

Speakers: Chris Bruce, Managing Director, Blacktower Financial Advisers Limited & David Kingham, Partner, Morrisons Solicitors 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

Pre year end planning for property businesses

Tuesday 23 February

Property

With various proposed changes to the taxation system after 5 April 2010, this seminar will highlight the pre year end planning that should be considered by property investors covering income tax, corporation tax, capital gains tax, inheritance tax and offshore issues. We will also cover how to structure property businesses 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

Employees...best practice tax planning, HR strategies and benefits structures in a time of change

Wednesday 24 February

Entrepreneurial Businesses

Every business must keep up to date with Employment Tax, Law and Pensions and benefits as mistakes in any area can lead to expensive and time consuming problems.

This seminar gives an overview on planning opportunities and recent changes in each of these vital areas for employers:

- How can I help employees plan for the 50% tax rate and what can go wrong?
- Pre-Budget Announcements – what changed?
- What lessons have been learnt from the recession and why the surge in tribunal claims?
- How employee benefits can cost effectively help the employee engagement process
- 2012 – more changes to pension legislation on their way

Speakers: Tim Stovold, Partner, Kingston Smith LLP, Heather Matheson, Managing Director, HR Insight & Roger Cook, Employee Benefits Manager, Blacktower Financial Advisers 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

Engaging contractors in the technology sector – Navigating through the tax and legal mire

Tuesday 9 March

Technology

The objective of this seminar is to distinguish between employment and independent contractor relationships. We will examine the liabilities and advantages of each type of relationship. By attending this seminar, you will be able to develop an understanding of the tax implications of employment versus independent contractor status, the tax planning opportunities associated with that status and the legal tests for employment versus independent contractors.

The 60-minute seminar will cover:

- The taxation test of status
- The implication of status
- Tax advantaged structures and their implications on the engager
- Employment law implications of status

Speakers: Paul Spindler, Partner, Kingston Smith LLP & Kolvin Stone, Partner, Fox Williams

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

Time: 4.30pm registration for 5.00pm. Ends 6.00pm, followed by canapés and refreshments

Cost: £25

75-minute guide to accounts for non-accountants

Tuesday 16 March

Charities

In 75 minutes, this seminar will equip you with all the tools needed to understand charity accounts and the jargon commonly used. Anyone bemused by figures and the terminology will find the seminar packed with useful information. We will also use examples from published accounts to highlight areas which commonly give rise to problems that your charity may encounter.

Speakers: David Goodridge & Gordon Follows, Partners, Kingston Smith 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

How can schools meet the public benefit requirements?

Tuesday 23 March

Education

In this seminar we will look at the new guidance that has emanated from the various public benefit consultations. In particular, we will consider if there are any lessons to be learnt from the Charity Commission assessment of a number of schools and the Scottish Regulator's review. We will also discuss what needs to be included in your Governors Report to meet the requirements of the Charities Act and the Charity Commission.

Speakers: Neil Finlayson & David Montgomery, 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

The last chance saloon – Tax planning for the 50% tax rate

Wednesday 24 March

Dedicated Wealth Advisory Service

With the new 50% top rate of tax about to be implemented, the loss of personal allowances, restrictions on pension contribution tax relief and higher National Insurance Contributions being introduced, time is running out to take advantage of the current opportunities to mitigate your tax burden. Chris Hughes, Tax Partner at Kingston Smith LLP will provide a number of insights on how you can reduce the impact of the tax rise.

Speaker: Chris Hughes, 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

Gift Aid – Maximising the returns and avoiding the pitfalls

Tuesday 13 April

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 & David Hadley, Kingston Smith LLP
Venue: Holiday Inn, Brook Street, Brentwood CM14 5NF
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments
Cost: £25

Why now is a good time to complete a Management Buy Out at a fair price

Tuesday 20 April

Corporate Finance

The current economic conditions create a once in a lifetime opportunity for management teams to buy and own a business, and may offer business owners the best exit strategy.

This seminar is aimed at MBO and MBI candidates and those looking to make an acquisition. It explains why an acquisition is so attractive. It includes the important areas including how to identify the right business; how to value it; the acquisition process; and where to source the all important funding.

Having assisted many clients through the process and completed 400 transactions, this seminar pulls together the Devonshire methodology on how to run a successful acquisition process and the key considerations that a buyer should think about.

Speakers: Marc Fecher & Matthew Meadows, 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

Managing your finances in the current economic environment

Wednesday 28 April

Education

The recession has not only put pressure on existing parents' ability to pay fees, increasing the risk of bad debts, but has led some prospective parents to delay their decision to invest in private education for their children. At the same time bursars are facing increasing costs from the new school inspection regime, the rise in the rate of VAT and increased pension costs for non academic staff from 2012.

This seminar looks at the approaches, strategies and policies that bursars might adopt to meet the current financial challenges, ranging from strategic planning, financial modelling, and cash flow and debtor management to refinancing and fundraising.

Speakers: Neil Finlayson, Partner, Kingston Smith LLP, Lesley Moore, former Director at CfBT Education Trust, Paul Greenwood a Financial Adviser & Tessa Park a former Head, from the schools advisory consultancy 'Business in Education Associates'
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

75-minute guide to accounts for non-accountants

Thursday 29 April

Entrepreneurial Businesses

In 75 minutes, this seminar will provide you with all the tools needed to understand accounts and the jargon commonly used. Anyone bemused by figures and the terminology will find the seminar packed with useful information.

Speaker: Paul Samrah, 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

Grooming your business for sale

Wednesday 12 May

Corporate Finance

The current market conditions will not last forever and when they improve the time may be right to exit from your business. Focusing on the key issues that a purchaser may consider important and addressing them now could add that vital additional value when sold.

Having completed 350 transactions, we are confident that whatever their reason for sale, we are able to assist vendors in maximising the return on their effort and hard work by selling at peak market value.

Speakers: Marc Fecher & Matthew Meadows, 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

Gift Aid – Maximising the returns and avoiding the pitfalls

Tuesday 25 May

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 & David Hadley, Kingston Smith LLP
Venue: Novotel London Heathrow, Cherry Lane, West Drayton UB7 9HB
Time: 4.30pm registration for 5.00pm. Ends 6.15pm, followed by canapés and refreshments
Cost: £25

A new horizon? – Property ownership after the election

Thursday 27 May

Property

Following the election, this seminar will look at the political and economic landscape for investors and developers particularly in relation to tax. We will examine how to minimise the tax rates and risk through constructive planning.

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

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

Wednesday 9 June

Charities

Securing data and information assets continues to be a top priority for charities 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: 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

How do I book?

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.

Further information

If you would like more information about Kingston Smith seminars please call 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):
Surname
Forename
Company
Position held
Address
Postcode
Tel
Email

My colleague(s) will also attend:

Name
Email
Name
Email

To pay by credit card, please call 020 7566 3850

Please invoice me a total of £

I enclose a cheque for £

I am a Kingston Smith LLP client/alumni

Please return this form by fax on 020 7689 6170 or by FREEPOST

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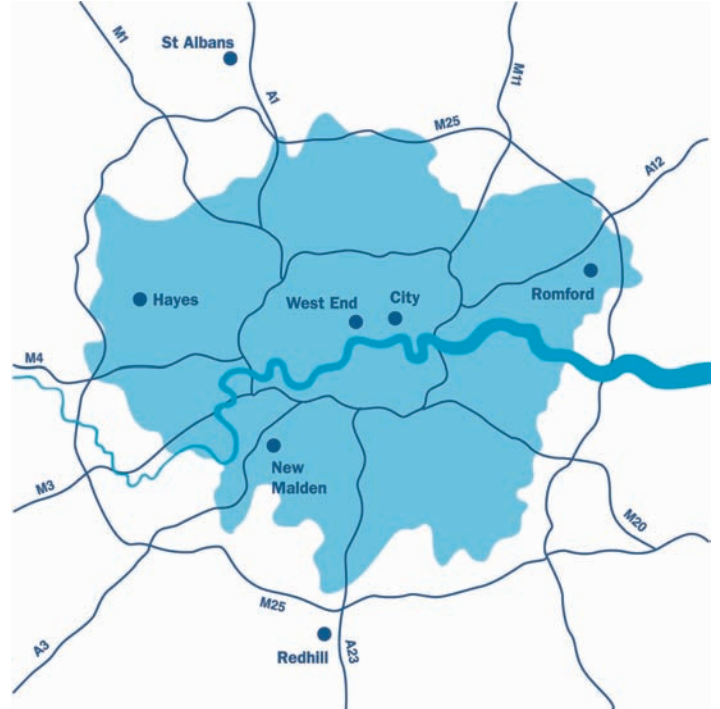
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