

## The Three-Day CPD Event

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| <b>CPD Code</b>                         | CPDF         |
| <b>Facilitators</b>                     | Various TBC  |
| <b>CPD Allocation</b>                   | 24 Hours     |
| <b>Fee</b>                              | €200 per day |
| <b>OmniPro CPD Club Points required</b> | 24           |

This event will make 24 hours of CPD available to Accountants over 3 days and will meet the needs of Industry and Practising accountants. You can fully customize your CPD to best suit your specific requirements and interests. Once you have pre-registered you can attend any combination of sessions across any of the parallel rooms.

### Venues & Dates:

Crowne Plaza Blanchardstown, Dublin 15

|        |          |            |
|--------|----------|------------|
| Day 1: | Thursday | 10/12/2009 |
| Day 2: | Friday   | 11/12/2009 |
| Day 3: | Saturday | 12/12/2009 |

### Timing for all 3 Days

|                          |      |
|--------------------------|------|
| Start                    | 0830 |
| Morning sessions end     | 1230 |
| Afternoon sessions start | 1330 |
| Finish                   | 1630 |

See following pages for course running order.

**Day 1: Thursday 10 December****Parallel 1** The Essential Advisors Mix**Auditing & New Developments Within the Profession.**

- Compare and Contrast the New Clarity Standards relevant for audits for periods ending on or after 15th December 2010.
- Guidance & New Standards: Changes & Developments for 2010 & beyond.
- Practical Implications for Audit Opinions in troubled times.
- New options and guidance documents for small company audits.
- Property management company audit implications.
- Institute Monitoring Update.
- IAASA and their role and impact on members of accountancy bodies.
- Non Auditing Issues Affecting the Profession.
- Success Strategies for Advisors in a Downturn.

**Financial Reporting for SME Practices & Businesses**

- The Impact of the Introduction of IFRS for Small Entities in Ireland.
- New Guidance & New Standards: Changes & Developments for 2010 and beyond
- Practical impact of the current environment on financial reporting and the # disclosures required in the financial statements of Irish companies.
- Getting to fair value and true valuations and the disclosures required in relation to assets and investments.
- The impact of and performing impairment reviews for mainstream companies
- Brand new financial reporting standards that will impact all companies going forward.
- What needs to be in the financial statements of companies limited by guarantee looking at both charities and property management companies.
- Common Errors in Financial Statements.

**Company Law for Accountants & Directors**

- New Company Law enacted in 2009 .
- New Guidance & New Laws: Changes & Developments for 2010 and beyond a big impact on the profession and Irish companies.
- Insolvency and Recovery from a company law perspective. The options and implications for accountants and the directors we advise.
- Acting as a Liquidator and dealing with The Director of Corporate Enforcement.
- Exploring personal bankruptcy as an option for Irish business owners and directors.
- Avoiding restriction and disqualification for Irish directors.
- The Current focus of the Director of Corporate Enforcement.
- Debt collection for SME businesses and using company law for your benefit.

CPD Allocation 4 Hours Audit, 2 Hours Financial Reporting, 2 Hours Company Law

**Facilitator** Des O'Neill ACCA CPA ACIS

Des co-founded OmniPro in 2005 and has been involved in all aspects of the company's establishment and growth to its current status. He speaks extensively on the subjects of Auditing, Accounting, Practice Development and Strategic Planning, nationally and internationally. He is a member of the Auditing Practices Board SME Audit Sub Committee. Des works with Irish and international practices on technical, regulatory and strategic issues and his current roles within the OmniPro group include managing Director at OmniPro, editor at accountingnet.ie and developer and innovator for the Accountants Resource Centre. He is a regular contributor to the profession through a combination of seminars, publications, articles, tools and new processes.

**Parallel 2** The Complete Company Secretarial Workshop 2009

1. Business Registration and the concept of the Limited Liability Company
  - Company Types & Business Structures
  - Memorandum and Articles of Association
  - Registered Office & Headed Paper Requirements
  - The Incorporation Process
  - Business Name Registration
  - Branch Registration
2. Annual Compliance
  - Annual Returns, Accounts and Audit
  - Electronic Filing
  - Audit Exemption
  - Members and Directors Resolutions
  - Company Meetings
3. Practical Company Secretarial Changes
  - Shares and Share Capital
  - Change of Directors and Company Secretary
  - Alteration of Memorandum and Articles of Association
  - Manual & Electronic Maintenance of Statutory Registers
4. Directors & Secretaries Duties & Responsibilities
5. Dividends & Registration of Charges
6. Wind Ups and Restorations
  - Company Conversions
  - Strike Off & Liquidations
  - Administrative & High Court Restorations
7. Office of the Director of Corporate Enforcement

The New Companies Bill

*\*Note: The Complete Company Secretarial Workshop 2009 is run in a number of locations. Please see page 12 for details of the dates.*

*\*Note: The Essential Advisors Mix seminar is run nation-wide, in addition to running at this date in Dublin. Please see pages 27 for details of the nationwide dates.*

Day 2: Friday 11 December

**Parallel 1** The Industry Accountants Seminar

**(a) Taxation Review for Industry Accountants**

- Effective SME Tax Planning
- Implications of the Finance Act 2010
- Practical examples will be used to illustrate solutions

**Facilitator** *Brendan Twohig, Tax Director, MK Brazil*  
 Brendan Twohig, Taxation Director, MK Brazil. Brendan has worked with both national and international firms and is an experienced speaker and author on tax issues.

**(b) Employment Law – avoiding major pitfalls in a downturn**

- Is your business ready for a NERA or Health & Safety Inspection?
- Is your business compliant with Employment and Health & Safety legislation?
- Changing Terms and Conditions of Employment and Redundancy.

**Facilitator** *Helena Broderick, MBA, B.Sc.(Hons) IT, C.Dip.A.F., H.Dip.Ed.*  
 Helena started her career with BASF Ireland and the Jefferson Smurfit Group in an IT capacity. She headed up the IT training function at Smurfits. Helena set up Collier Broderick in 2002. She is a member of the Chartered Institute of Personnel and Development, the Institute of Business Analysts and Consultants and the Irish Management Consultants Association.

**Parallel 2** The Practising Accountants Seminar

**(a) Tax Planning in a Downturn**

- Succession Planning.
- Use of Losses.
- Crystallisation of Losses.
- Asset extraction.

**Facilitator** *Gerry Vahey, Partner, Mazars*  
 Gerry has extensive experience in transaction support, reconstructions and amalgamations, succession planning and the tax efficient structuring of the sale and acquisition of companies. Gerry is a frequent speaker to business organisations on various taxation matters, such as Revenue Audits, Business Expansion Scheme (BES), Employee Incentive Plans, Tax Based Property, Corporation and Capital Gains Tax.

**(b) Creditors Meetings - Avoiding the Pitfalls & Mock Meeting**

- Meeting the Client.
- Ensuring Statutory requirements are complied with.
- Preparation of statement of Affairs.
- Directors' Statement for a Creditors Meeting.
- Mock Meeting.

**Facilitator** *Ken Fennell, Partner, Kavanagh Fennell*  
 Ken has worked in the insolvency field for the past 18 years. He has worked on a wide variety of assignments in both the large and SME business sectors. Ken is a Member of the Institute of Accounting Technicians of Ireland and the Irish Society of Insolvency Practitioners. He is a regular contributor to business publications and the media on insolvency matters.

**Parallel 3** Mixed Session

**(a) Family Business Conflicts and the Governance Structures needed to avoid them or handle them**

- Governance Issues which arise in Family Companies and SMEs.
- The Family is Conflicted! The need for outsiders to combat Insularity.
- Family Conflicts and the Governance Structures needed to avoid them or handle them.
- Succession Planning – 4 stages.
- Governance Best Practice in Successful Family Companies.

**Facilitator** *Jerry Kelly, Chairman, The Corporate Governance Association of Ireland*

**(b) Businesses Under Pressure - a review by the Office of the Director of Law Enforcement (ODCE)**

- Businesses Under Pressure - a review by the Office of the Director of Law Enforcement (ODCE)
- As the recession continues to bite, businesses are under even more pressure and this is being reflected in their attention to business compliance matters.
  - We examine the current pressure points and their impact on company law compliance. We examine key areas such as - Directors' loans, Insolvency and restriction, and unliquidated insolvent companies.
  - Auditors are required to report suspected company law indictable offences under Section 194 Companies Act 1990. Guidance issued to the profession recently has expanded the list of offences they could typically expect to uncover in the course of their audit work.
  - We review the additional offences, illustrate how and when they occur and evaluate the implications of these offences.

**Facilitator** *Kevin Prendergast, Corporate Compliance Manager, OCDE*

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**(c) Management Accounting in a Downturn – spotlight on ethics when business is under pressure**

It's easy to be an ethical professional when business is good. However, the question is: do ethics go out the window when the bottom line is under pressure due to a recession?

- Redefining strategy in a recession.
- Linking strategic appraisal with cost management to achieve "value-added".
- Review of key strategic management accounting techniques.
- Activity Based Techniques (ABC / ABB / ABM).
- Customer Profitability Analysis.
- Target Costing .
- Throughput Accounting.
- Performance Management.
- The Balanced Scorecard.
- Business Process Re-engineering.
- Ethical principles for the finance professional.
- Ethical behaviour issues in a practical world.

**Facilitator** *James Browne* James Browne FCCA; Dip IFR; Adv Dip (T & D); is the Professional Course Director and a senior lecturer at Dublin Business School (DBS). James has presented to qualified accountants throughout Ireland in the areas of Strategic Management Accounting and Financial Reporting under Local and International GAAP. James has acted as the ACCA representative on the Accounting Standards Committee of the Consultative Committee of Accounting Bodies (Ireland).

**(d) IFRS for Non-Publicly Quoted Entities – are you ready?**

- An examination of the new standards and a comparison with current Irish GAAP
- An analysis of the changes between Irish GAAP and the new standards
- Pro forma set of Financial Statements will be provided, ready to implement and use for debriefing in the business

**Facilitator** *Brian Murphy, Director, OmniPro*

**(c) The Accountant as Expert Witness in the Legal Process**

The accountant can be enlisted by a litigation team to acquire an advantageous position and provide a level expert of assistance. Paul Freaney examines the main areas and common instances when accountants may be called to the Courtroom.

- Evidence gathering.
- Expert Witness Procedures.
- Preparation to present Testimony.
- Dos and Don'ts for Success in the Courtroom.
- Any new changes or legislation which will impact this area.
- Developing Expert Witness business services.

**Facilitator** *Paul Wyse, Managing Director, Smith Williamson Freaney*

Paul specialises in the area of corporate finance and business advisory services. He has advised on many acquisitions and disposals of family/owner managed businesses. He is regularly called on to act as expert witness.

**(d) Pensions, still a very attractive tax break?**

The downturn has forced a re-think and change in retirement plans. In parallel, we may see significant changes looming in the next Budget. Against this backdrop of uncertainty, we examine the options that do exist in the area of pension planning:

- Pension Types/Self Employed v's PAYE
- Retirement Structuring
- ARFs v's Annuities
- Current Issues

**Speaker** *Gerry Devitt*

Gerry has over 20 years experience in the pensions industry, having previously worked with Pension and Investment Consultants and NCB Stockbrokers.

**(c) Tame the Clock – Respect your Time**

- What is Time Management.
- Identify your time habits.
- Top 10 Time Wasters & How to Deal with Them.
- Top 10 Time Management Tips.
- Lean Time Management Process.

**Facilitator** *Micheal O'Neill*

*(BA Bus Mgt, Adv. Dip Project Mgt, Cert Adult Edu, FAS Reg Trainer)*

Micheal O'Neill co-founder & Director of OmniPro combines his expertise & knowledge of personal development with an inspirational speaking style to deliver exceptional seminars which cut right to the core of the topic matter giving practical and instantly implementable processes for personal, practice & organisational improvement.

**(d) Practising Accountants Personal Success Strategy Clinic**

- A practical group strategic planning session for accountants in practice to get the practice kick-started for success in 2010.
- Your own personal review and assessment of the key business drivers of your practice, using our practice health check process.
- Insights into best practice and some of the innovations of industry leaders.
- Our planning strategy session that will help you cope with the challenges that you and your peers face, on both a professional and personal level.

**Facilitator** *Des O'Neill ACCA CPA ACIS*

Day 3: Saturday 12 December

Parallel 1

**(a) Company Valuations in a Downturn**

- Valuation methods, valuation yardsticks.
- Valuing a company in a downturn.
- Valuation bubbles and their implications.
- Current valuation trends in market sectors.

**Facilitator** *Cormac Lucey*

Cormac is a Chartered accountant with many years experience in industry and in corporate finance both in Ireland and in Germany. He also worked as a special Advisor to the Minister for Justice between 2003 and 2007. He is an Associate of the Irish Management Institute.

**(b) Working Capital Management in challenging times**

This presentation will provide delegates with practical examples of best practice cash and working capital management and how to adapt to the challenging and changing business environment. The session will set out the key steps for success in a working capital management programme enabling delegates to identify where they are strong and where they can recommend improvements in the business.

- Case studies on best practice
- Leveraging working capital to acquire financing
- Managing assets

**Facilitator** *Alan Morris*

Alan is Head of KPMG's Cash Management team in Ireland. He has over fifteen years' experience in advising businesses in a wide range of areas, including cash generation and preservation, forecasting, business improvement performance and financial management. Prior to joining KPMG in February 2007, Alan spent five years in the roles of Finance Director and Commercial Director for a number of operations of a UK FTSE100. He is a Fellow of the Institute of Chartered Accountants in England and Wales and a Member of the Institute of Directors in Ireland.

**(c) Insolvency Update**

- Advising a client in a pre liquidation period on the options available to them.
- Alternatives to Liquidation.
- Liquidated Insolvent Companies .  
Directors responsibility.  
ODCE's attitude.
- Personal liability of directors .
- Dealing with Personal Guarantees given to landlords, banks and creditors.
- When are directors exposes to personal action .

- Advising a client on Personal Bankruptcy
- Becoming Bankrupt
- Making someone Bankrupt
- Alternatives to Bankruptcy

**Facilitator** *Tom Murray, Partner, Friel Stafford* Tom is a fellow of the Association of Chartered Certified Accountants (ACCA). Before moving into Corporate Recovery and Insolvency, Tom developed wide ranging experience in professional finance roles with a number of leading International and Irish businesses. He is a member of the Irish Institute of Credit Management and the Irish Society of Insolvency Practitioners.

Parallel 2

**(a) The Relevant Contracts Tax Healthcheck**

- Relevant Contracts Tax – Finance Act 2008 amendments.
- Duties and penalties.
- VAT reverse charge mechanism.
- Case study examples used to illustrate .

**Facilitator:** *Gabrielle Dillon, D. O'Brien & Associates* Gabrielle is a director with Dermot O'Brien & Associates. Gabrielle has specialised in VAT since 1998 and previously worked as a VAT manager with BDO Simpson Xavier. Gabrielle qualified as an associate of the Irish Taxation Institute in 2002 and holds a Barrister-at-law degree and a BA in European Studies (Law). Gabrielle has experience in a broad range of VAT issues at both Irish and European level and has a particular interest in VAT and Property.

**(b) Debt Collection: Options for Securing Payment**

- Alternatives to security
- Letters of credit, Liens
- Retention of Title clauses
- Consignment stock
- Pledges, Charges, Guarantees
- Legal charges over land
- Charges over book debts
- Charges over insurance policies
- Fixed or floating charges
- Duties of receiver and manager

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**(c) Revenue Powers: Implications of the New Code for SMEs and their Advisors**

- What has changed in the new Audit Code.
- Types of audits.
- Pitfalls for advisers.
- Step by Step guide to handling a Revenue audit.
- Options for resolving disputes.
- Revenue prosecutions and anti avoidance procedures.

**Facilitator** *Liam Grimes, KPMG*

Liam is a Taxation Director with KPMG. He has over 30 years experience in taxation in both the Private and Public Sectors. He has lectured extensively on taxation matters to advisers and accountants working in practice. Liam specialises in corporate restructuring and inward investment. He is a member of Main TALC and two sub committees dealing with technical issues and Revenue Audits.

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**(d) Auditing Update**

- Compare and Contrast the New Clarity Standards relevant for audits for periods ending on or after 15th December 2010.
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**(d) Directors' Risks and Responsibilities in Difficult Trading Times**

**Defending a High Court Restriction**

- The liquidators case.
- "Honestly & Responsibly".
- Defence of the Directors.

Are Directors liable to pay all the debts of a Company?

- Reckless & Fraudulent Trading.
- Keeping Proper Books & Records.
- Dev Oil & Gas Ltd - Personal liability case.

Directors Duties in a Crisis

- 10 Essential Points from 13 Companies Acts

**Facilitator** *Conor Sweeney, Director, OmniPro*

Conor established the Company Secretarial and Company Formation Department in OmniPro where he and his team specialise in providing company law and company secretarial advice to Accountants and Solicitors, Business Advisors and private clients. He is a council member of the Republic of Ireland region of the Institute of Chartered Secretaries and Administrators (ICSA).