

**Omnipro Education & Training**  
Continuing Professional Development Programme

| **2012**

**OMNIPRO**

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benefit from ours

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Practice / Company Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

	Delegate 1	Delegate 2	Delegate 3
Name	_____	_____	_____
Business Title	_____	_____	_____
Email	_____	_____	_____
Governing Professional Body	_____	_____	_____

Date of Seminar \_\_\_\_\_ Location \_\_\_\_\_

Seminar Name \_\_\_\_\_ Seminar Code \_\_\_\_\_

Payment Method      Credit Card/Laser Card       Cheque       CPD Club Membership No \_\_\_\_\_

Total Number of Attendees \_\_\_\_\_ Total Amount Due \_\_\_\_\_

Card Type \_\_\_\_\_

Card Number  -  -  -

Expiry Date \_\_\_\_\_ 3 Digit Security Code on Back of Card \_\_\_\_\_

Card Holder's Name \_\_\_\_\_

Please Return Order Form  
Email: [info@omnipro.ie](mailto:info@omnipro.ie)  
Fax: 059 9182974  
Post: OmniPro, Unit 3, South Court, Wexford Road Business Park, Carlow.

Thank you for your booking, we look forward to seeing you on the day  
You will receive an email confirmation of your booking and a reminder nearer the date

## QUICK GUIDE BY DATE

Find the events that suit you best, according to your diary. Remember to check [www.OmniPro.ie](http://www.OmniPro.ie) for updates as course dates, locations and times are subject to change throughout the year.

### February 2012

AUEX	How to Manage your Audit Exempt Clients	23/02/2012	Cork	08:00 - 12:00
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### March 2012

CLFR	The Practical Application of the Clarity Standards – One Year On	01/03/2012	Tralee	09:00 - 17:30
AUEX	How to Manage your Audit Exempt Clients	06/03/2012	Athlone	08:00 - 12:00
CCEB	The Core Competency Evening Briefing – Director Duties Update	13/03/2012	Dublin	18:00 - 20:00
MVPR	Preparing Your Practice for a Monitoring Visit	14/03/2012	Dublin	17:00 - 20:00
CCEB	The Core Competency Evening Briefing – Audit Report Dilemmas	22/03/2012	Dublin	18:00 - 20:00
AUEX	How to Manage your Audit Exempt Clients	23/03/2012	Dublin	08:00 - 12:00
CLFR	The Practical Application of the Clarity Standards – One Year On	29/03/2012	Dublin	09:00 - 17:30

### April 2012

CLFR	The Practical Application of the Clarity Standards – One Year On	17/04/2012	Derry	09:00 - 17:30
COEB	Suspected Insolvency? The Do's and Don'ts in Directors Duties	17/04/2012	Dublin	18:00 - 21:00
CLFR	The Practical Application of the Clarity Standards – One Year On	18/04/2012	Belfast	09:00 - 17:30
ISEVI	20+ Crucial System Improvements for Corporate Accountants	18/04/2012	Dublin	09:00 - 12:30
ISEVI	Quick Month End Reporting – Day 3 or Less!	18/04/2012	Dublin	13:00 - 17:00
ISEVI	20+ Crucial System Improvements for Corporate Accountants	19/04/2012	Limerick	09:00 - 12:30
ISEVI	Quick Month End Reporting – Day 3 or Less!	19/04/2012	Limerick	13:00 - 17:00
CLFR	The Practical Application of the Clarity Standards – One Year On	19/04/2012	Dundalk	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Financial Reporting	24/04/2012	Dublin	18:00 - 20:00
MVPR	Preparing your Practice for a Monitoring Visit	25/04/2012	Athlone	17:00 - 20:00
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	26/04/2012	Dublin	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	26/04/2012	Dublin	14:00 - 17:30

### May 2012

CCEB	The Core Competency Evening Briefing – Audit Planning	01/05/2012	Dublin	18:00 - 20:00
TACS	Protecting the Wealth in Business Reorganisations	02/05/2012	Galway	09:00 - 17:30
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	03/05/2012	Limerick	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	03/05/2012	Limerick	14:00 - 17:30
TACS	Protecting the Wealth in Business Reorganisations	09/05/2012	Dublin	09:00 - 17:30
TACS	Protecting the Wealth in Business Reorganisations	10/05/2012	Cork	09:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	15/05/2012	Limerick	09:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	16/05/2012	Carlow	09:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	17/05/2012	Dublin	09:00 - 17:30
AUCH	The Audit of Charities	22/05/2012	Dublin	08:00 - 12:00
TACS	Protecting the Wealth in Business Reorganisations	22/05/2012	Limerick	09:00 - 17:30
AUCH	The Audit of Charities	23/05/2012	Cork	08:00 - 12:00
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	29/05/2012	Cork	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	29/05/2012	Cork	14:00 - 17:30
REVA	Revenue Audits	29/05/2012	Dublin	18:00 - 21:00
REVA	Revenue Audits	30/05/2012	Limerick	18:00 - 21:00
TACS	Protecting the Wealth in Business Reorganisations	31/05/2012	Carlow	09:00 - 17:30

## June 2012

INFS	Influencing Skills that will Deliver Business Results	12/06/2012	Galway	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Company Law	12/06/2012	Dublin	18:00 - 20:00
TXSP	Summer Taxation Essentials	13/06/2012	Dublin	09:00 - 17:30
TXSP	Summer Taxation Essentials	14/06/2012	Limerick	09:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	19/06/2012	Galway	09:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	20/06/2012	Cork	09:00 - 17:30
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	20/06/2012	Dublin	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	20/06/2012	Dublin	14:00 - 17:30
TXSP	Summer Taxation Essentials	20/06/2012	Tralee	09:00 - 17:30
TXSP	Summer Taxation Essentials	21/06/2012	Waterford	09:00 - 17:30
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	26/06/2012	Carlow	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	26/06/2012	Carlow	14:00 - 17:30
INFS	Influencing Skills that will Deliver Business Results	26/06/2012	Dublin	09:00 - 17:30
REVA	Revenue Audits	26/06/2012	Cork	18:00 - 21:00
TXSP	Summer Taxation Essentials	27/06/2012	Cork	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Financial Reporting	27/06/2012	Dublin	18:00 - 20:00
TACS	Protecting the Wealth in Business Reorganisations	28/06/2012	Sligo	09:00 - 17:30

## September 2012

CAUW	The Audit File from A to Z	05/09/2012	Sligo	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Tax	05/09/2012	Dublin	18:00 - 20:00
COSW	The Complete Company Secretarial Workshop	06/09/2012	Athlone	09:00 - 17:30
INAC2	IFRS Practical Application & Managing your Team for Better Results	10/09/2012	Athlone	09:00 - 17:30
TAUP	Autumn Taxation Essentials	11/09/2012	Dublin	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	12/09/2012	Tralee	09:00 - 17:30
TAUP	Autumn Taxation Essentials	12/09/2012	Mayo	09:00 - 17:30
INAC2	IFRS Practical Application & Managing your Team for Better Results	13/09/2012	Dublin	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	13/09/2012	Cork	09:00 - 17:30
TAUP	Autumn Taxation Essentials	17/09/2012	Cork	09:00 - 17:30
CUCL	Credit Union Audits and Challenges	18/09/2012	Dublin	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	18/09/2012	Sligo	09:00 - 17:30
CAUW	The Audit File from A to Z	19/09/2012	Limerick	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	19/09/2012	Dundalk	09:00 - 17:30
INAC2	IFRS Practical Application & Managing your Team for Better Results	20/09/2012	Limerick	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Audit Completion	20/09/2012	Dublin	18:00 - 20:00
CAUW	The Audit File from A to Z	25/09/2012	Belfast	09:00 - 17:30
TAUP	Autumn Taxation Essentials	25/09/2012	Dundalk	09:00 - 17:30
ISEV2	20 Major Mistakes made by Accountants and How to Avoid Them	25/09/2012	Dublin	09:00 - 12:30
ISEV2	Quick Annual Reporting – Within 15 Working Days Post Year-End	25/09/2012	Dublin	13:00 - 17:00
CAUW	The Audit File from A to Z	26/09/2012	Derry	09:00 - 17:30
ISEV2	20 Major Mistakes made by Accountants and How to Avoid Them	26/09/2012	Cork	09:00 - 12:30
ISEV2	Quick Annual Reporting – within 15 Working Days Post Year-End	26/09/2012	Cork	13:00 - 17:00
COSW	The Complete Company Secretarial Workshop	26/09/2012	Dublin	09:00 - 17:30
TAUP	Autumn Taxation Essentials	26/09/2012	Waterford	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	27/09/2012	Limerick	09:00 - 17:30

**October 2012**

TAUP	Autumn Taxation Essentials	01/10/2012	Letterkenny	09:00 - 17:30
CAUW	The Audit File from A to Z	02/10/2012	Cork	09:00 - 17:30
CAUW	The Audit File from A to Z	03/10/2012	Carlow	09:00 - 17:30
TAUP	Autumn Taxation Essentials	03/10/2012	Limerick	09:00 - 17:30
CAUW	The Audit File from A to Z	04/10/2012	Dublin	09:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	08/10/2012	Limerick	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues	08/10/2012	Limerick	14:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	09/10/2012	Dublin	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	09/10/2012	Dublin	14:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	15/10/2012	Galway	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	15/10/2012	Galway	14:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	16/10/2012	Cork	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	16/10/2012	Cork	14:00 - 17:30
CCEB	The Core Competency Evening Briefing – Tax	16/10/2012	Dublin	18:00 - 20:00
CCEB	The Core Competency Evening Briefing – Directors Reports	23/10/2012	Dublin	18:00 - 20:00

**November 2012**

ACSD	The Accountant as the Strategic Driver of the Business	21/11/2012	Dublin	09:00 - 17:30
ACSD	The Accountant as the Strategic Driver of the Business	22/11/2012	Cork	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Company Law	20/11/2012	Dublin	18:00 - 20:00
TSMG	Managing your Time and Stress Levels for Success	21/11/2012	Dublin	09:00 - 17:30
PRDC	Practice Development Conference Day 1	23/11/2012	Dublin	09:00 - 17:30
PRDC	Practice Development Conference Day 2	24/11/2012	Dublin	09:00 - 13:00
EAMI	The Essential Advisors Mix	26/11/2012	Letterkenny	09:00 - 17:30
EAMI	The Essential Advisors Mix	27/11/2012	Maynooth	09:00 - 17:30
EAMI	The Essential Advisors Mix	28/11/2012	Dundalk	09:00 - 17:30
CPDFA	CPD Fest Athlone Day 1	29/11/2012	Athlone	08:30 - 16:30
	Stream 1: The Essential Advisors Mix			
	Stream 2: Management Accounting			
	Stream 3: Personal and Business Insolvency			
CPDFA	CPD Fest Athlone Day 2	30/11/2012	Athlone	08:30 - 16:30
	Stream 1: The Practising Accountants Seminar			
	Stream 2: The Industry Accountants Seminar			
	Stream 3: Mixed Topics			
CGCF	Corporate Finance - an SME Case Study	30/11/2012	Limerick	09:00 - 17:30

**December 2012**

EAMI	The Essential Advisors Mix	03/12/2012	Waterford	09:00 - 17:30
EAMI	The Essential Advisors Mix	04/12/2012	Tralee	09:00 - 17:30
CGCF	Corporate Finance - an SME Case Study	06/12/2012	Cork	09:00 - 17:30
CGCF	Corporate Finance - an SME Case Study	07/12/2012	Dublin	09:00 - 17:30
CPDFL	CPD Fest Limerick Day 1 Stream 1: The Essential Advisors Mix Stream 2: Management Accounting Stream 3: Personal and Business Insolvency	06/12/2012	Limerick	08:30 - 16:30
CPDFL	CPD Fest Limerick Day 2 Stream 1: The Practising Accountants Semina Stream 2: The Industry Accountants Seminar Stream 3: Mixed Topics	07/12/2012	Limerick	08:30 - 16:30
CPDFL	CPD Fest Limerick Day 3 Stream 1: Taxation Stream 2: Audit Stream 3: Mixed Topics	08/12/2012	Limerick	08:30 - 16:30
CPDFC	CPD Fest Cork Day 1 Stream 1: The Essential Advisors Mix Stream 2: Management Accounting Stream 3: Personal and Business Insolvency	11/12/2012	Cork	08:30 - 16:30
CCEB	The Core Competency Evening Briefing – Tax	12/12/2012	Dublin	18:00 - 20:00
CPDFC	CPD Fest Cork Day 2 Stream 1: The Practising Accountants Seminar Stream 2: The Industry Accountants Seminar Stream 3: Mixed Stream	12/12/2012	Cork	08:30 - 16:30
CPDFD	CPD Fest Dublin Day 1 Stream 1: The Essential Advisors Mix Stream 2: Management Accounting Stream 3: Personal and Business Insolvency Stream 4: Managing Risk in the Accountancy Practice	13/12/2012	Dublin	08:30 - 16:30
CPDFD	CPD Fest Dublin Day 2 Stream 1: The Practising Accountants Seminar Stream 2: The Industry Accountants Seminar Stream 3: Protecting the Wealth in Business Reorganisations Stream 4: Accounting and Tax for Irish Business Sectors	14/12/2012	Dublin	08:30 - 16:30

CPDFD	CPD Fest Dublin Day 3 Stream 1: Taxation Stream 2: Audit Stream 3: Mixed Stream Stream 4: Company Law	15/12/2012	Dublin	08:30 - 16:30
EAMI	The Essential Advisors Mix	17/12/2012	Wicklow	09:00 - 17:30
FRSU	The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent	17/12/2012	Dublin	09:00 - 17:30
EAMI	The Essential Advisors Mix	18/12/2012	Galway	09:00 - 17:30
FRSU	The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent	18/12/2012	Limerick	09:00 - 17:30
EAMI	The Essential Advisors Mix	19/12/2012	Carlow	09:00 - 17:30
FRSU	The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent	19/12/2012	Cork	09:00 - 17:30
EAMI	The Essential Advisors Mix	20/12/2012	Dublin	09:00 - 17:30

## QUICK GUIDE BY LOCATION

Find the events that suit you best, according to your location. Remember to check [www.omnipro.ie](http://www.omnipro.ie) for updates as course dates, locations and times are subject to change throughout the year.

### Athlone

AUEX	How to Manage your Audit Exempt Clients	06/03/2012	Sheraton Hotel	08:00 - 12:00
MVPR	Preparing your Practice for a Monitoring Visit	25/04/2012	Sheraton Hotel	17:00 - 20:00
COSW	The Complete Company Secretarial Workshop	06/09/2012	Sheraton Hotel	09:00 - 17:30
INAC2	IFRS Practical Application & Managing your Team for Better Results	10/09/2012	Sheraton Hotel	09:00 - 17:30

CPDFA	CPD Fest Athlone Day 1 Stream 1: The Essential Advisors Mix Stream 2: Management Accounting Stream 3: Personal and Business Insolvency	29/11/2012	Sheraton Hotel	08:30 - 16:30
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CPDFA	CPD Fest Athlone Day 2 Stream 1: The Practising Accountants Seminar Stream 2: The Industry Accountants Seminar Stream 3: Protecting the Wealth in Business Reorganisations	30/11/2012	Sheraton Hotel	08:30 - 16:30
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### Belfast

CLFR	The Practical Application of the Clarity Standards – One Year On	18/04/2012	Wellington Park	09:00 - 17:30
CAUW	The Audit File from A to Z	25/09/2012	Wellington Park	09:00 - 17:30

### Carlow

CLFR	The Practical Application of the Clarity Standards – One Year On	16/05/2012	Talbot Hotel	09:00 - 17:30
TACS	Protecting the Wealth in Business Reorganisations	31/05/2012	Talbot Hotel	09:00 - 17:30
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	26/06/2012	Talbot Hotel	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	26/06/2012	Talbot Hotel	14:00 - 17:30
CAUW	The Audit File from A to Z	03/10/2012	Talbot Hotel	09:00 - 17:30
EAMI	The Essential Advisors Mix	19/12/2012	Talbot Hotel	09:00 - 17:30

### Cork

AUEX	How to Manage your Audit Exempt Clients	23/02/2012	Rad Little Island	08:00 - 12:00
TACS	Protecting the Wealth in Business Reorganisations	10/05/2012	Maryborough	09:30 - 17:30
AUCH	The Audit of Charities	23/05/2012	Clarion Lapps Quay	08:00 - 12:00
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	29/05/2012	Silver Springs	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	29/05/2012	Silver Springs	14:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	20/06/2012	Silver Springs	09:00 - 17:30
REVA	Revenue Audits	26/06/2012	Maryborough	18:00 - 21:00
TXSP	Summer Taxation Essentials	27/06/2012	Maryborough	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	13/09/2012	Rad Little Island	09:00 - 17:30
TAUP	Autumn Taxation Essentials	17/09/2012	Rad Little Island	09:00 - 17:30
ISEV2	20 Major Mistakes made by Accountants and How to Avoid Them	26/09/2012	Maryborough	09:00 - 12:30
ISEV2	Quick Annual Reporting – within 15 Working Days Post Year-End	26/09/2012	Maryborough	13:00 - 17:00
CAUW	The Audit File from A to Z	02/10/2012	Rad Little Island	09:00 - 17:30

FATS	Financial Accounting Trouble-Shooter Workshop	16/10/2012	Rad Little Island	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	16/10/2012	Rad Little Island	14:00 - 17:30
ACSD	The Accountant as the Strategic Driver of the Business	22/11/2012	Maryborough	09:00 - 17:30
CGCF	Corporate Finance – an SME Case Study	06/12/2012	Rad Little Island	09:00 - 17:30
CPDFC	CPD Fest Cork Day 1 Stream 1: The Essential Advisors Mix Stream 2: Management Accounting Stream 3: Insolvency	11/12/2012	Rad Little Island	08:30 - 16:30
CPDFC	CPD Fest Cork Day 2 Stream 1: The Practising Accountants Seminar Stream 2: The Industry Accountants Seminar Stream 3: Mixed	12/12/2012	Rad Little Island	08:30 - 16:30
FRSU	The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent	19/12/2012	Rad Little Island	09:00 - 17:30
<b>Derry</b>				
CLFR	The Practical Application of the Clarity Standards – One Year On	17/04/2012	City Hotel	09:00 - 17:30
CAUW	The Audit File from A to Z	26/09/2012	City Hotel	09:00 - 17:30
<b>Dublin</b>				
CCEB	The Core Competency Evening Briefing – Company Law	13/03/2012	Stillorgan Park Hotel	18:00 - 20:00
MVPR	Preparing Your Practice for a Monitoring Visit	14/03/2012	Rad Golden Lane	17:00 - 20:00
CCEB	The Core Competency Evening Briefing – Audit Report Dilemmas	22/03/2012	Stillorgan Park Hotel	18:00 - 20:00
AUEX	How to Manage Your Audit Exempt Clients	23/03/2012	Gibson Hotel	08:00 – 12:00
CLFR	The Practical Application of the Clarity Standards – One Year On	29/03/2012	Citywest	09:00 - 17:30
COEB	Suspected Insolvency? The Do's and Don'ts in Directors Duties	17/04/2012	Alexander Hotel	18:00 - 21:00
ISEVI	20+ Crucial System Improvements for Corporate Accountants	18/04/2012	Gibson Hotel	09:00 - 12:30
ISEVI	Quick Month End Reporting – Day 3 or Less!	18/04/2012	Gibson Hotel	13:00 - 17:00
CCEB	The Core Competency Evening Briefing – Financial Reporting	24/04/2012	Stillorgan Park Hotel	18:00 - 20:00
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	26/04/2012	Hilton Dub Airport	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	26/04/2012	Hilton Dub Airport	14:00 - 17:30
CCEB	The Core Competency Evening Briefing – Audit Planning	01/05/2012	Stillorgan Park Hotel	18:00 - 20:00
TACS	Protecting the Wealth in Business Reorganisations	09/05/2012	Stillorgan Park Hotel	09:00 – 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	17/05/2012	Rad Golden Lane	09:00 - 17:30
AUCH	The Audit of Charities	22/05/2012	Gibson Hotel	08:00 – 12:00
REVA	Revenue Audits	29/05/2012	Red Cow	18:00 - 21:00
CCEB	The Core Competency Evening Briefing – Insolvency & Company Law	12/06/2012	Stillorgan Park Hotel	18:00 - 20:00
TXSP	Summer Taxation Essentials	13/06/2012	Citywest	09:00 - 17:30
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	20/06/2012	Stillorgan Park	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	20/06/2012	Stillorgan Park	14:00 - 17:30
CCEB	The Core Competency Evening Briefing – Financial Reporting	27/06/2012	Stillorgan Park Hotel	18:00 - 20:00
CCEB	The Core Competency Evening Briefing – Tax	05/09/2012	Stillorgan Park Hotel	18:00 - 20:00
TAUP	Autumn Taxation Essentials	11/09/2012	Hilton Dub Airport	09:00 - 17:30
INAC2	IFRS Practical Application & Managing your Team for Better Results	13/09/2012	Hilton Dub Airport	09:00 - 17:30

CUCL	Credit Union Audits and Challenges	18/09/2012	Gibson Hotel	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Audit Completion	20/09/2012	Stillorgan Park Hotel	18:00 - 20:00
ISEV2	20 Major Mistakes made by Accountants and How to Avoid Them	25/09/2012	Gibson Hotel	09:00 - 12:30
ISEV2	Quick Annual Reporting – within 15 Working Days Post Year-End	25/09/2012	Gibson Hotel	13:00 - 17:00
COSW	The Complete Company Secretarial Workshop	26/09/2012	Alexander Hotel	09:00 - 17:30
CAUW	The Audit File from A to Z	04/10/2012	Stillorgan Park	09:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	09/10/2012	Stillorgan Park	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	09/10/2012	Stillorgan Park	14:00 - 17:30
CCEB	The Core Competency Evening Briefing – Tax	16/10/2012	Stillorgan Park Hotel	18:00 - 20:00
CCEB	The Core Competency Evening Briefing – Directors Reports	23/10/2012	Stillorgan Park Hotel	18:00 - 20:00
SMGL	The Pillars of Business Success	25/10/2012	Clarion IFSC	09:00 – 17:30
ACSD	The Accountant as the Strategic Driver of the Business	22/11/2012	Crowne Plaza Blanch	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Company Law	20/11/2012	Stillorgan Park Hotel	18:00 - 20:00
PRDC	Practice Development Conference Day 1	23/11/2012	Crowne Plaza Blanch	09:00 - 17:30
PRDC	Practice Development Conference Day 2	24/11/2012	Crowne Plaza Blanch	09:00 - 13:00
CGCF	Corporate Finance – An SME Business Case Study	07/12/2012	Alexander Hotel	09:00 - 17:30
CCEB	The Core Competency Evening Briefing – Budget Briefing	12/12/2012	Stillorgan Park Hotel	18:00 - 20:00
CPDFD	CPD Fest Dublin Day 1 Stream 1: The Essential Advisors Mix Stream 2: Management Accounting Stream 3: Personal and Business Insolvency Stream 4: Managing Risk in the Accountancy Practice	13/12/2012	Citywest	08:30 - 16:30
CPDFD	CPD Fest Dublin Day 2 Stream 1: The Practising Accountants Seminar Stream 2: The Industry Accountants Seminar Stream 3: Protecting the Wealth in Business Reorganisations Stream 4: Accounting and Tax for Irish Business Sectors	14/12/2012	Citywest	08:30 - 16:30
CPDFD	CPD Fest Dublin Day 3 Stream 1: Taxation Stream 2: Audit Stream 3: FRSSME Stream 4: Company Law	15/12/2012	Citywest	08:30 - 16:30
FRSU	The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent	17/12/2012	Stillorgan Park Hotel	09:00 - 17:30
EAMI	The Essential Advisors Mix	20/12/2012	Crowne Plaza Blanch	09:00 - 17:30

### Dundalk

CLFR	The Practical Application of the Clarity Standards – One Year On	19/04/2012	Crowne Plaza Hotel	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	19/09/2012	Crowne Plaza Hotel	09:00 - 17:30
TAUP	Autumn Taxation Essentials	25/09/2012	Crowne Plaza Hotel	09:00 - 17:30
EAMI	The Essential Advisors Mix	28/11/2012	Crowne Plaza Hotel	09:00 - 17:30

### Galway

TACS	Protecting the Wealth in Business Reorganisations	02/05/2012	Harbour Hotel	09:00 - 17:30
INFS	Influencing Skills that will Deliver Business Results	12/06/2012	Clayton	09:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	19/06/2012	Clayton	09:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	15/10/2012	Clayton	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	15/10/2012	Clayton	14:00 - 17:30
EAMI	The Essential Advisors Mix	18/12/2012	Clayton	09:00 - 17:30

### Letterkenny

TAUP	Autumn Taxation Essentials	01/10/2012	Radisson Blu	09:00 - 17:30
EAMI	The Essential Advisors Mix	26/11/2012	Radisson Blu	09:00 - 17:30

### Limerick

ISEV1	20+ Crucial System Improvements for Corporate Accountants	19/04/2012	Strand Hotel	09:00 - 12:30
ISEV1	Quick Month End Reporting – Day 3 or Less!	19/04/2012	Strand Hotel	13:00 - 17:00
DRDD	Navigating the Pitfalls in the Directors Report & Directors Duties	03/05/2012	Strand Hotel	09:00 - 13:00
TTCR	Top 10 Company Reporting Problems	03/05/2012	Strand Hotel	14:00 - 17:30
CLFR	The Practical Application of the Clarity Standards – One Year On	15/05/2012	Strand Hotel	09:00 - 17:30
TACS	Protecting the Wealth in Business Reorganisations	22/05/2012	Strand Hotel	09:00 - 17:30
REVA	Revenue Audits	30/05/2012	Strand Hotel	18:00 - 21:00
TXSP	Summer Taxation Essentials	14/06/2012	Strand Hotel	09:00 - 17:30
CAUW	The Audit File from A to Z	19/09/2012	Strand Hotel	09:00 - 17:30
INAC2	IFRS Practical Application & Managing your Team for Better Results	20/09/2012	Strand Hotel	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	27/09/2012	Strand Hotel	09:00 - 17:30
TAUP	Autumn Taxation Essentials	03/10/2012	Strand Hotel	09:00 - 17:30
FATS	Financial Accounting Trouble-Shooter Workshop	08/10/2012	Strand Hotel	09:00 - 13:00
CTIS	Whistle-Stop Tour of Current Taxation Issues for Accountants in Business	08/10/2012	Strand Hotel	14:00 - 17:30
CGCF	Corporate Finance – an SME Business Case Study	30/11/2012	Strand Hotel	09:00 - 17:30
CPDFL	CPD Fest Limerick Day 1	06/12/2012	Carlton Castletroy	08:30 - 16:30
	Stream 1: The Essential Advisors Mix			
	Stream 2: Management Accounting			
	Stream 3: Personal and Business Insolvency			
CPDFL	CPD Fest Limerick Day 2	07/12/2012	Carlton Castletroy	08:30 - 16:30
	Stream 1: The Practising Accountants Seminar			
	Stream 2: The Industry Accountants Seminar			
	Stream 3: Protecting the Wealth in Business Reorganisations			

CPDFL	CPD Fest Limerick Day 3 Stream 1: Taxation Stream 2: Audit Stream 3: FRSSME	08/12/2012	Carlton Castletroy	08:30 - 16:30
FRSU	The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent	18/12/2012	Strand Hotel	09:00 - 17:30
<b>Maynooth</b>				
EAMI	The Essential Advisors Mix	27/11/2012	Glenroyal Hotel	09:00 - 17:30
<b>Mayo - Claremorris</b>				
TAUP	Autumn Taxation Essentials	12/09/2012	McWilliam Park	09:00 - 17:30
<b>Sligo</b>				
TACS	Protecting the Wealth in Business Reorganisations	28/06/2012	Clarion	09:00 - 17:30
CAUW	The Audit File from A to Z	05/09/2012	Clarion	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	18/09/2012	Clarion	09:00 - 17:30
<b>Tralee</b>				
CLFR	The Practical Application of the Clarity Standards – One Year On	01/03/2012	Carlton	09:00 - 17:30
TXSP	Summer Taxation Essentials	20/06/2012	Carlton	09:00 - 17:30
COSW	The Complete Company Secretarial Workshop	12/09/2012	Carlton	09:00 - 17:30
EAMI	The Essential Advisors Mix	04/12/2012	Carlton	09:00 - 17:30
<b>Waterford</b>				
TXSP	Spring Taxation Essentials	21/06/2012	Tower Hotel	09:00 - 17:30
TAUP	Autumn Taxation Essentials	26/09/2012	Tower Hotel	09:00 - 17:30
EAMI	The Essential Advisors Mix	03/12/2012	Tower Hotel	09:00 - 17:30
<b>Wicklow</b>				
EAMI	The Essential Advisors Mix	17/12/2012	Glenview	09:00 - 17:30

## CPD Club 2012

OmniPro has always provided exceptional value to our CPD clients by combining the highest quality seminars at the most competitive rates in the market. Now, during this recessionary period we are offering you even greater value through our CPD Club. Bulk buy your CPD in advance and receive a further discount on our already recession busting rates.

We have designed three CPD Club Packages to suit your requirements and whether you are in practice or industry, an individual or a group of work colleagues who wish to avail of this exceptional offer, we can cater for your needs.

In an attempt to further assist you in your ongoing battle against the recession why not avail of our Easy Pay Option. Spread your CPD Club Investment over a six-month payment plan, with no extra charges or fees.

The OmniPro CPD Club Packages		
Personal CPD Bundle	24 Points	€540.00
Group Scheme Lite	48 Points	€1,000.00
Group Scheme Plus	96 Points	€1,900.00

### How does the Club work?

- Each package is pre-purchased and contains a number of points that are redeemable against every seminar on our schedule and also our online offerings.
- All seminar material is clearly marked with the number of points required to attend.
- When booking, quote your unique CPD Club Code and your booking will be set against your points.

What Type of Savings Can be made with the CPD Club?		
	CPD Club Package Price	Cost Per Standard CPD Hour
Personal CPD Bundle	€540.00	€22.50
Group Scheme Lite	€1,000.00	€20.80
Group Scheme Plus	€1,900.00	€19.79

- Each of our standard 8 Hour CPD seminars can be attended for 8 CPD Club points. As over 85% of our CPD events are classified at this rate you are guaranteed to have access to the highest quality CPD at the lowest rates in the market.
- Note, some higher rate seminars will require 10 CPD points for 8 hours or in the case of our specialist conferences, 12 CPD points for 8 hours.

Our CPD club is designed to be completely transparent and fair, offering you the greatest return on your CPD investment.

For more information please contact Elizabeth on (059) 9183888.



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# Core Competency Evening Briefing Series

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## Core Competency Evening Briefing Series Dublin



An easy and cost effective way to meet your CPD requirements after hours

### Where You Can Find It?

Location	Hotel
Dublin	Stillorgan Park Hotel

CPD Allocation	2 Hours per Briefing
Fee	€50 (or 2 CPD Club points)
Time	18:00 - 20:00

### Saver Offers!

12 Briefings / 24 hours CPD for €500

10 Briefings / 20 hours CPD for €450

6 Briefings / 12 hours CPD for €275

Date	Topic	Title
13 March	Company Law	Directors Duties Update
22 March	Audit	Audit Report Dilemmas
24 April	Financial Reporting	Local GAAP Snapshot Briefing
01 May	Audit	Audit Planning
12 June	Company Law	Insolvency & Company Law
27 June	Financial Reporting	IFRS Snapshot Briefing
05 September	Tax	Make Your Tax Return Service more Profitable
20 September	Audit	Audit Completion
16 October	Tax	The Do's and Don'ts of Revenue Audits
23 October	Financial Reporting	Directors Reports
20 November	Company Law	Filing Deadline Efficiency
12 December	Tax	Budget Briefing & Topical Issues

### Why Should You Attend These Briefings?

The evening briefing series presents CPD over the four core competencies of auditing, taxation, company law and financial reporting in a bite-sized format of 2-hour sessions. The evening format means that the working day is left largely free for normal business activities.

### What You Will Walk Away With?

Participants will gain an insight into how to apply the theory in reality, in order to produce compliant work. Throughout the briefings we refer to, and provide templates, examples and checklists that will enable delegates to improve both the quality and efficiency of their work, as soon as they get back to the office.

### Who Should Attend?

- Auditors
- Practising accountants
- Accountants in companies who wish to broaden their understanding of the topics Seniors and managers who are responsible for supervising and training their team

### Facilitators

#### Des O'Neill - OmniPro

Des has worked extensively in the area of auditing, facilitating firms learn how to form appropriate audit opinions within the parameters of the auditing standards; using a methodology that is congruent with the Institutes' monitoring approach; maximising the firm's profitability and efficiency on audit engagements.

#### Garret Wynne - OmniPro

Garret is an Executive in our Practice Support Team, responsible for the provision of technical support and completion of Annual Compliance Reviews. Garret trained as a Chartered Accountant with Pricewaterhouse Coopers and subsequently held senior positions with Moore Stephens Caplin Meehan and FGS. More recently he has worked as a Quality Reviewer with CARB conducting monitoring visits across Ireland to assess firm's compliance with Audit Regulations and Auditing Standards.

#### Conor Sweeney - OmniPro

Conor trained as a Chartered Secretary in the Corporate Legal Advisory department of KPMG.

He 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 Vice President of the Republic of Ireland region of the Institute of Chartered Secretaries and Administrators (ICSA).

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## Audit



Audit seminars addressing various Irish business sectors and troublesome areas, providing practical advice and tools to implement straight away in the workplace.

**“Very professional and of great help”**

*David Dore, David Dore & Co*

**“Excellent – content relevant, good examples from practice, sample working papers very useful. Real examples of audit reports very insightful.”**

*Anne Burke, Letterkenny Institute of Technology.*

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## The Practical Application of the Clarity Standards – One Year On



### Quick and Efficient Files that will Pass a Monitoring Visit

#### Where You Can Find It?

Location	Date	Hotel
Tralee	01/03	Carlton Hotel
Dublin	29/03	Citywest Hotel
Derry	17/04	City Hotel
Belfast	18/04	Wellington Park Hotel
Dundalk	19/04	Crowne Plaza Hotel
Limerick	15/05	Strand Hotel
Carlow	16/05	Talbot Hotel
Dublin	17/05	Radisson Golden Lane
Galway	19/06	Clayton Hotel
Cork	20/06	Silver Springs

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:15 - 17:30

#### Why You Should Attend This CPD Course?

All Auditors must maintain their core competence in audit CPD each year. This seminar, which focuses more on implementation than theory, allows Auditors to meet eight hours of CPD requirements, while genuinely learning. The seminar is delivered in an energetic and practical format that results in it being a recurring success, based on feedback every time we deliver it.

#### What Will Be Covered?

- Practical application of the Clarity ISAs in real life situations
- Ethical standards and current ethical issues for Auditors
- Focussed audit planning that addresses the challenges Irish Auditors now face
- Practical insights into gathering the key audit evidence in difficult and challenging areas of the audit
- Going concern dilemmas and how Auditors can protect themselves and their firms
- Forming audit opinions where unqualified or unmodified opinions are no longer appropriate

#### What You Will Walk Away With

Attendees will gain an insight into how to apply the theory of the auditing standards in order to produce compliant audit files that will protect the auditor and the firm. Attendees will get practical and useful up to date templates, checklists and documents that will enable firms to improve both the quality and efficiency of their audit files, as soon as they get back to the office.

#### Who Should Attend?

All Partners, Managers and Seniors who are currently involved with audits, and will be in the future.

#### Facilitator - Des O'Neill - OmniPro

Des has worked extensively in the area of auditing, facilitating firms learn how to form appropriate audit opinions within the parameters of the auditing standards; using a methodology that is congruent with the Institutes' monitoring approach; maximising the firm's profitability and efficiency on audit engagements on a day-to-day basis.

## The Audit File from A to Z

### What You Absolutely Need to Know in Relation to Auditing!

#### Where You Can Find It?

Location	Date	Hotel
Sligo	05/09	Clarion Hotel
Limerick	19/09	Strand Hotel
Belfast	25/09	Wellington Park Hotel
Derry	26/09	City Hotel
Cork	02/10	Radisson Little Island
Carlow	03/10	Talbot Hotel
Dublin	04/10	Stillorgan Park Hotel

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:15 - 17:30

#### Why You Should Attend This CPD Course?

This one day seminar is a critical review of all the relevant auditing standards and supporting guidance documents. In just eight hours we bring you up to speed on everything you need to know to manage risk in your firm, produce compliant audit files and be as prepared as you can, when your monitoring visit comes.

#### What Will Be Covered?

Every single auditing standard - ISA 200 to ISA 720 will be looked at from the theory perspective and from the practical implementation perspective, on SME audits

- Ethical and acceptance issues in relation to audits
- How to implement the auditing standards relevant to audit planning, in order to identify the key risk areas
- Documenting the audit process in an efficient way that produces a compliant audit file
- Obtaining sufficient appropriate audit evidence, particularly focussing on the specialist standards in this area

- Forming audit opinions in accordance with the conclusion standards and guidance documents
- An understanding of how the Institutes interpret the theory of the auditing standards in the context of their monitoring visit

#### What You Will Walk Away With

- A clear and concise understanding of the theory of the auditing standards
- A detailed set of notes including templates, guidance documents and checklists that will serve as a lasting reference guide for attendees
- Expert insights into the problems and challenges facing SME Practices who are auditing in the SME sector

#### Facilitator - Des O'Neill - OmniPro

Des has worked extensively in the area of auditing, facilitating firms learn how to form appropriate audit opinions within the parameters of the auditing standards; using a methodology that is congruent with the Institutes' monitoring approach; maximising the firm's profitability and efficiency on audit engagements.



Where You Can Find It?

Location	Date	Hotel
Dublin	18/09	Gibson Hotel
CPD Allocation	8 Hours	
Fee	€200 (or 8 CPD Club Points)	
Time	09:00 - 17:30	

Why You Should Attend This CPD Course?

This CPD Course prepares and equips Practising Accountants and Auditors serving Credit Union Clients for, what has evolved to be, an extremely challenging audit.

It brings together Credit Union Managers and Credit Union Auditors to promote discussion about the audit.

How can the Auditor help, how can the credit union prepare for the audit.

What Will Be Covered?

The Global View

Dr. Ray Kinsella, UCD

Recent Legislation and what it means for the Credit Union and the Auditor

Bill Hobbs, Leadersense Business Consulting

Dealing with the Credit Union Audit

Denise O'Connell, Grant Thornton

That's all very well, but what Happens in Real Life?

A Real Life Example of a Credit Union Audit

Credit Union Risk Management

Brian Hayes, HLB Nathans

Credit Union Manager Sessions

Understanding the Audit Report

Denise O'Connell, Grant Thornton

How to Evaluate the Auditors' Performance and Reduce the Audit Fee

Brian Hayes, HLB Nathans

Credit Union Auditor Sessions

Credit Union Compliance – where to next?

Brian Hayes, HLB Nathans

International Financial Reporting Standards (IFRS) and the likely Impact on Credit Union Accounts

Denise O'Connell, Grant Thornton

What You Will Walk Away With

- We provide attendees with technical guidance and solutions to make the audit more efficient, avoiding some of the common pit falls while addressing the key risk areas.
- You will hear from fellow practising accountants who have built up expertise in the audit of Credit Union clients as they present case study examples.
- We will look at the sector as a whole and get a view of future developments and sector challenges from the experts.

Who should attend?

All Partners, Managers and Seniors who are currently involved with Credit Union Audits, or who are looking to gain engagements in this area.

Facilitators

Brian Hayes, HLB Nathans

Brian is the firm's specialist in Credit Unions, and has completed a number of specialist non-audit assignments in Credit Unions for boards, supervisory committees, and for the Financial Regulator.

Denise O'Connell, Grant Thornton

Denise is a member of the Institute of Chartered Accountants. She has extensive experience in the engineering, manufacturing and retail sectors. Denise has an in depth knowledge of Credit Union operations and is responsible for the management of all Credit Union audits within the firm. She is also responsible for Internal Audit and Risk Management Services.

Bill Hobbs, LeaderSense Business Consulting

Bill formerly held the role of Chief Executive of the Credit Union Development Association. He is currently an independent financial analyst and an author on financial matters.

Dr Ray Kinsella, UCD

Ray is Professor of Banking and Finance in the Michael Smurfit Graduate School of Business. He is Visiting Professor at the School of Banking, Accountancy and Finance at the University of Wales Bangor, is on the Faculty of the Management Institute of Paris, and is adjunct Professor at the University of Bryansk. He has published, researched and broadcast extensively in the fields of Banking and Financial Services, including Regulation Governance and Ethics.



**Where You Can Find It?**

Location	Date	Hotel
Dublin	22/05	Gibson Hotel
Cork	23/05	Clarion Hotel, Lapps Quay

CPD Allocation	4 Hours
Fee	€150 (or 5 CPD Club Points)
Time	08:00 - 12:00

**Why should you attend this CPD course?**

These high-risk clients can be a lucrative source of fees in these difficult times provided the engagement and associated reporting risks are managed appropriately.

**What will be covered?**

**Financial Reporting for Charities**

- A review of the FRS's and SSAPs that have an impact on Charitable entities in Ireland
- Applying the SORPS in the context of Irish charitable organisations accounts
- A full review of financial statements for charities identifying common pitfalls and mistakes identified in monitoring visits

**Charities in 2012**

- Issues and challenges affecting charities
- How charities interact with auditors
- How auditors and accountants can support and help charities
- The opportunities for consultancy with charities
- How charities look at things differently from a tax perspective
- How the legislation will practically impact on them
- How to overcome fee resistance with charities and win business in this sector

**The Audit of Charities**

- Practical impact of the Charities legislation and the revised clarity standards on auditing (UK and Ireland) on auditors and audit files
- Specific areas of risk and challenges in performing a charity audit
- Documenting and recording testing for charitable companies
- Tools and templates that will assist auditors produce more efficient and comprehensive audit files
- Review and analysis of sources of support and guidance documents for auditors and directors

**The Legislation for Irish Charities**

- An examination of the impact of the Charities Act 2009 from an auditor's perspective.
- Detailed review of the charities legislation including Charities Acts 1961, 1973 and 2009
- Changes in the charity framework and introduction of the Charities Regulation Authority

**Corporate Governance and Irish Charities – where to next?**

**What You Will Walk Away With?**

Attendees will receive tips and techniques along with handy tools and templates to assist them perform their regulated entity assurance and reporting engagements with increased confidence and profitability.

**Who Should Attend?**

This seminar will be of benefit to partners, managers and seniors who already work on the audit of charities and to firms who are thinking of taking on clients in any of these sectors.

**Facilitators - Des O'Neill – OmniPro**

Des has worked extensively in the area of auditing, facilitating firms learn how to form appropriate audit opinions within the parameters of the auditing standards; using a methodology that is congruent with the Institutes' monitoring approach; maximising the firm's profitability and efficiency on audit engagements. Des has the unusual knack of being able to deal with often boring topics in a way that keeps participants engaged for the full seminar.

## How to Manage Your Audit Exempt Clients



### Executing the Assignment Efficiently and Profitably

#### Where You Can Find It?

Location	Date	Hotel
Cork	23/02	Radisson Blu, Little Island
Athlone	06/03	Sheraton Hotel
Dublin	23/03	Gibson Hotel
Cork	14/06	Silver Springs Hotel

CPD Allocation	4 Hours
Fee	€140 (or 4 CPD Club Points)
Time	08:00 - 12:00

#### Why You Should Attend This CPD Course?

The recent economic conditions combined with the exemption criteria means that a far higher percentage of your clients are availing of the Audit Exemption. This seminar will examine the main challenges facing practitioners when undertaking Audit Exempt assignments.

#### Content

- The Legislation & Background
- Correctly Availing of the Exemption
- File Preparation for Audit Exempt Companies
- CRO Issues
- Preparing Audit Exempt Accounts & Abridged Audit Exempt Accounts
- The Stakeholders Interests
- Reporting Requirements of the Accountant
- Implications - The Accountant and the Company
- Falling out of the Audit Exemption and Implications for the Auditor
- Monitoring Visits
- The Changing Face of Practice and Building for the Future

#### Who should attend?

- Practitioners with audit exempt clients who wish to ensure that their preparation remains efficient and profitable
- Junior team members who wish to update their knowledge in this area

#### What You Will Walk Away With

The seminar will reveal the most common pitfalls and provide a step by step approach to ensure technical compliance, reducing any potential liability arising. While the approach to this event is lead by the technical requirements, the focus is on executing the assignment in the most profitable and efficient manner possible.

#### Speaker: 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.

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## Financial Reporting ●●●

Keep up to date with the large amount of new reporting standards. Be prepared for IFRS and how it will affect your organisation.

**“A practical approach to applying the information to everyday use.”**

*Siobhan Swords, Walsh Kealy*

**“Well presented and covered all possible areas I needed to know on the topic.”**

*Nalliah Nallathamby, Citadel 100*

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## Top 10 Company Reporting Problems

### Improve the Efficient Preparation of Financial Statements

#### Where You Can Find It?

Location	Date	Hotel
Dublin	26/04	Hilton Dublin Airport
Limerick	03/05	Strand Hotel
Cork	29/05	Silver Springs
Dublin	20/06	Stillorgan Park Hotel
Carlow	26/06	Talbot Hotel

  

<b>CPD Allocation</b>	4 Hours
<b>Fee</b>	€140 (or 5 CPD Club Points)
<b>Time</b>	14:00 - 17:30

#### Why You Should Attend This CPD Course?

This course will examine the top 10 issues in the preparation of financial statements and using practical examples assist the preparers of financial statements to avoid the common errors to improve the efficiency of accounts preparation.

#### Course Contents

The course will review the top 10 common issues in the preparation of company accounts and will focus on the following areas:

- Requirement for Group accounts
- Companies Acts provisions relating to audit exemption
- Common errors on director reports
- Inadequate accounting policies
- Key issues in the application of current accounting standards

#### Who should attend?

- Practitioners involved in the preparation of accounts
- Audit seniors and staff who are responsible for the preparation of financial statements
- Company directors who are responsible for signing off company accounts

#### What You Will Walk Away With

Attendees will gain an insight into the common errors noted in the preparation of financial statements.

#### Facilitator - Garret Wynne OmniPro

Garret is an Executive in our Practice Support Team, responsible for the provision of technical support and completion of Annual Compliance Reviews. Garret trained as a Chartered Accountant with PricewaterhouseCoopers and subsequently held senior positions with Moore Stephens Caplin Meehan and FGS. More recently he has worked as a Quality Reviewer with CARB conducting monitoring visits across Ireland to assess firm's compliance with Audit Regulations and Auditing Standards.

#### Full Day Event Offer

Attend this seminar with our "Navigating the Pitfalls in the Directors Report & Directors Duties" to gain 8 hours CPD for an investment of just €200.00. See Page 26

## The Implementation of the FRS for MEs in July 2013 – Kick off time is imminent!

#### Where You Can Find It?

Location	Date	Hotel
Dublin	17/12	Stillorgan Park Hotel
Limerick	18/12	Strand Hotel
Cork	19/12	Radisson Little Island

  

<b>CPD Allocation</b>	8 Hours
<b>Fee</b>	€200 (or 8 CPD Club points)
<b>Time</b>	09:00 - 17:30

#### Why You Should Attend This CPD Course?

If a company has a year end on or after 31 July 2013, it will have to consider accounting policies under IFRS from 1 July 2012. The company will have to provide comparative information for year end July 2012 in accordance with IFRS. Therefore, firms should be aware of the implementation of IFRS for SMEs from 1 July 2012. Accountants will have to be knowledgeable on the IFRS SME standard and application to their clients' accounts, in the case of practising accountants. Accountants in business will also have to be up to speed on the application of the standard to the company accounts.

#### What Will Be Covered?

- Imminent Exposure Draft (November 2010) which will outline in more detail when and how the IFRS for SMEs will be implemented.
- Likely date of transition (i.e. date when opening balance sheet will have to be restated) is 1st January 2012 and, thus, it is becoming urgent that accountants are up to speed on the transition from local GAAP to the IFRS.

#### The primary statements

- Statement of Financial Position
- Statement of comprehensive income and income statement
- Statement of changes in equity and Statement of income and retained earnings

- Statement of cash flows Accounting for Non-current assets – the main changes
- Accounting for Current assets – the main changes
- Accounting for liabilities – the main changes
- Revenue recognition and accounting for employee costs
- Basics of consolidation and foreign currency translation

#### Who should attend?

- Accountants in business who wish are preparing the financial statements
- Accountants in Practice, who are preparing financial statements for their clients.

#### What You Will Walk Away With?

Delegates will receive a review of the main changes that will be imposed by the adoption of IFRS for SMEs and they will gain a broad understanding of their application.

#### Facilitator

Robert Kirk BScn (Econ) FCA CPA qualified as a Chartered accountant in Belfast. He is Professor of Financial Reporting in the School of Accounting at the University of Ulster. Robert has published several books on accounting standards and travels extensively around the world to speak to accountants on financial reporting standards.



Where You Can Find It?

Location	Date	Hotel
Limerick	08/10	Strand Hotel
Dublin	09/10	Stillorgan Park Hotel
Galway	15/10	Clayton Hotel
Cork	16/10	Radisson Blu Little Island

CPD Allocation	4 Hours
Fee	€140 (or 5 CPD Club Points)
Time	09:00 - 13:00

Why you should attend this CPD course?

Financial Reporting Standards (FRS's) were, without exception, framed in expansionary times. While the content dealt with accounting issues relevant to both Growth and Recession, the subsequent application of the accounting principles by the Financial Accountant usually dealt only with the challenges that the Celtic Tiger brought.

Accountants should be right on top of the Financial Reporting Standards as the need for strong expert financial advice has never been greater – the challenges facing companies are numerous.

New for 2012

Content is updated throughout 2012 to take new developments and a current issue into account. Content is practical in focus, designed to assist accountants with the preparation of accounts, in the prevailing climate.

What Will Be Covered

FRS 12 Provisions

Future Operating Losses

FRS 12 is clear that it is not permissible to recognise "Future Operating losses" until they are incurred. However, such anticipated losses may indicate an "Impairment of Assets" and the related write-downs can be made at the Balance Sheet date (thereby achieving the desired result).

Restructuring Provisions

Plan the restructuring now and get it agreed by the Board and the employees before year-end. Make adequate provision in 2009 accounts.

Provisions for Onerous Contracts

Is the company committed to any onerous contracts? Is it renting vacant properties or idle plant & equipment? If so, provide for the net future losses over the life of the contract in 2009 under "provisions for Onerous Contracts in FRS 12"

FRS 11 Impairment of Fixed Asset Carrying Values

Take a fresh look at carrying values in the Balance Sheet. Are the values impaired? Is the recoverable amount of the asset less than the current Carrying Value?

FRS 17 Company Pension Schemes

FRS 17 highlights the risks attached to Defined Benefit Schemes. Such schemes are not feasible going forward. Companies need to address this problem by freezing any new entrants into existing schemes and/or by closing existing schemes and transferring existing employees to Defined Contribution Schemes. (Prior service entitlements protected).

FRS 20 Share Options

Given the recent stock market performance, existing share options may no longer act as an incentive for retaining & motivating staff.

FRS 25 Financial Assets & Financial Liabilities

Cost of funds was rarely lower. However, nothing is more certain than Interest Rates will rise again as mainland Europe recovers and Banks need to replenish their Balance Sheets through retained profits.

FRS 10 Goodwill

Companies that took advantage of FRS 10 and omitted to amortise goodwill are now facing large Impairment losses. Revisit this accounting policy and commence annual amortisation on the "slimmed down" goodwill.

FRS 1 Cash-flow Statements

Accountants should spend time interpreting the cash flow statement. Additional notes may be required to enable the user to understand the inflows and outflows. Cash-flow statements prepared on the traditional "Direct Method" may be far more useful than the current favoured "Indirect method" which involves convenient netting off of different cash streams.

Who should attend?

- Accountants in business who wish are preparing the financial statements
- Accountants in Practice, who are preparing financial statements for their clients.
- Accountants who may have not worked on financial statements from a practical angle, and wish to undertake a refresher in these areas.

What you will walk away with

The workshop is practical in focus, using a case study approach, where delegates will engage in practical problem solving.

Facilitator - Christy Kearney FCA

Christy is a Fellow of the Institute of Chartered Accountants. He is currently a self-employed business consultant and was previously a financial controller of a large multi-national company in Cork. He has undertaken extensive speaking engagements in financial reporting and he has lectured and examined at final level.

Full Day Event Offer

Attend this seminar with our "Whistle-Stop Tour of Current Taxation Issues" to gain 8 hours CPD for an investment of just €200.00. See Page 31.

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## Company Secretarial ●●● and Company Law

Improve the company secretarial services in your practice. Ensure your organisation is complying with best practice company law.

**“Delegate contributions gave excellent insight into practical matters.”**

*Jackie Kelliher, MKD Financial Services*

**“Very well presented. Good reference material.”**

*Conor Reid, Gael Electric*

**“Very informative and very good value for money.”**

*Sharon O'Connor, Counting House Europe Limited*

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### Where You Can Find It?

Location	Date	Hotel
Dublin	26/04	Hilton Hotel Dublin Airport
Limerick	03/05	Strand Hotel
Cork	29/05	Silver Springs
Dublin	20/06	Stillorgan Park Hotel
Carlow	26/06	Talbot Hotel

CPD Allocation	4 Hours
Fee	€140 (or 5 CPD Club Points)
Time	09:00 - 13:00

## Navigating the Pitfalls in the Directors Report & Directors Duties

### Why You Should Attend This CPD Course?

It is anticipated that the Directors Report may come under increased scrutiny by the Office of the Director of Corporate Enforcement (ODCE). The Companies Act 1986 defines the required disclosures in the Directors Report and Directors are deemed to have breached Company Law if required information is omitted. Directors Duties have become increasingly onerous, with increased penalties.

### What Will Be Covered?

This course will examine the requirements of the director's report in accordance with the Companies Act 1986 focusing on required disclosures:

- Activities and Results for the period
- Fair review of the development and performance of the company
- A description of the principle risks and uncertainties
- Post balance sheet events
- Directors and secretaries interests in the shares of the company
- Maintenance of proper books
- Signature and approval of the directors report

### Directors Duties

- Directors Transactions
- Section 29 & 31 Directors Transactions
- Prosecution
- Disqualification and Restriction
- Personal Liability – Reckless and Fraudulent Trading, Failure to keep Books and Records

### Who should attend?

- Directors (Executive and Non-Executive)
- Compliance officers
- Accountants

### What You Will Walk Away With

Attendees will gain an up to date understanding of required disclosures in the director's report including examples of suggested wording to comply with the Companies Act 1986.

### Facilitators -

Conor Sweeney, OmniPro  
Garret Wynne, OmniPro

### Full Day Event Offer

Attend this seminar with our "Top 10 Company Reporting Problems" to gain 8 hours CPD for an investment of just €200.00. See Page 23.

## Suspected Insolvency? The Do's and Don'ts in Directors Duties

### Balancing Business Survival While Not Breaking the Law!

### Why You Should Attend This CPD Course?

As the current economic climate becomes even tighter, it is important that directors tread carefully between protecting themselves personally and ensuring that they do not contravene the law.

Where a company is insolvent or is threatened with insolvency, directors owe a duty to act in good faith and to show the utmost care to the creditors.

This briefing will package the relevant company law into manageable portions and examine how the application as it is happening in reality. The course will highlight why it is so important to look at Directors duties now instead of after the company has gone into liquidation.

### What Will Be Covered?

- A Director's duty to creditors.
- Managing the assets – the Insolvency Act
- Asset disposal and shareholder payments
- Wrongful trading. Many directors fall foul of this provision of the Insolvency Act because they believe (unrealistically) that the company can trade out of it's difficulties. Carrying out transactions at undervalue
- Allowing payments to creditors which constitute preferences.
- What are Directors Duties
- How can they be breached

- What does a liquidator look for when a company is insolvent
- Restriction & Disqualification process
- How to Avoid Personal Liability
- Creditors Voluntary Winding Up
- How will the Liquidator be paid if the Company is grossly insolvent?
- When do Directors of Insolvent Companies pay Liquidators out of their personal resources?
- Practical experience – what is happening in the courts?

### What You Will Walk Away With

Practical advice to pass onto your clients who are facing tough trading conditions and possible insolvency.

### Facilitator - Conor Sweeney

Conor trained as a Chartered Secretary in the Corporate Legal Advisory department of KPMG.

He 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 Vice President of the Republic of Ireland region of the Institute of Chartered Secretaries and Administrators (ICSA).

### Where You Can Find It?

Location	Date	Hotel
Dublin	17/04	Alexander Hotel

CPD Allocation	3 Hours
Fee	€100 (or 3 CPD Club Points)
Time	18:00 - 21:00

### Where You Can Find It?

Location	Date	Hotel
Athlone	06/09	Sheraton Hotel
Tralee	12/09	Carlton Hotel
Cork	13/09	Radisson Blu, Little Island
Sligo	18/09	Clarion Hotel
Dundalk	19/09	Crowne Plaza Hotel
Dublin	26/09	Alexander Hotel
Limerick	27/09	Strand Hotel

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:00 - 17:30

### Why You Should Attend This CPD Course?

This course provides the “must have” knowledge of current, key elements of company secretarial and company law.

The course aims to cut out the legal jargon of company law, providing practical, comprehensive examples and solutions.

Attendees will receive practical examples of how to enact changes in the legal structure of the company.

The notes are a Company Secretarial Reference Bible with references to the appropriate sections of law, sample minutes and check lists which can be used on a daily basis in your role.

### What Will Be Covered?

#### Morning Session

- Practical Company Secretarial Changes
- Memorandum and Articles of Association
- Members and Directors Resolutions
- Company Meetings
- Shares and Share Capital
- Change of Directors and Company Secretary
- Alteration of Memorandum and Articles of Association
- Changes in Corporate Structure affects info on A/R
- Directors & Secretaries Duties and Responsibilities
- Dividends & Registration of Charges
- Wind Ups and Restorations
- Company Conversions
- Strike Off & Liquidations
- Administrative & High Court Restorations

#### Afternoon Session

- “Spotlight on the CRO”
- What the current issues are
- Common problem areas and practical solutions
- What is coming down the track

### Annual Compliance

- Annual Returns, Accounts and Audit
- Electronic Filing
- Audit Exemption
- Company Meetings
- Manual & Electronic Maintenance of Statutory Registers

### Business Registration and the concept of the Limited Liability Company

- Company Types & Business Structures
- Registered Office & Headed Paper Requirements
- The Incorporation Process
- Business Name Registration
- Branch Registration

### Company Law Update

- New Companies Bill

### 10 Practical Tips for Running a Successful Company Secretarial Department

#### What You Will Walk Away With

- Delegates will be provided with a Company Secretarial User Manual, containing sample minutes, checklists and information leaflets, which will be their first point of reference for any company law queries facing them in their role.
- Professionals will gain practical advice on how to run an efficient, compliant and profitable company secretarial department.
- The material will support practicing accountants in the improvement of the quality of company law advice provided to clients.

### Facilitator - Conor Sweeney, OmniPro

Conor trained as a Chartered Secretary in the Corporate Legal Advisory department of KPMG.

He 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 Vice President of the Republic of Ireland region of the Institute of Chartered Secretaries and Administrators (ICSA).

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## Tax



Keep up to date with recent changes in tax legislation and find out about the most efficient tax treatments for various business situations.

**“Very good speakers who know their stuff and have good experience on the ground.”**

*Eamon Keane, E. Keane & Co.*

**“Seminar was excellent and very well informed. Great pace.”**

*Sean O'Reilly, DBASS*

**“Very good seminar, material delivered clearly – easy to understand.”**

*Catherine Falvey, RSM Farrell Grant Sparks*

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Where You Can Find It?

Location	Date	Hotel
Galway	02/05	Harbour Hotel
Dublin	09/05	Stillorgan Park Hotel
Cork	10/05	Maryborough Hotel
Limerick	22/05	Strand Hotel
Carlow	31/05	Talbot Hotel
Sligo	28/06	Clarion Hotel

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:00 - 17:30

Why You Should Attend This CPD Course?

During the life and development of a company, the Directors and Shareholders may see some advantages in diversifying the ownership of business activities.

Company reorganisations are fraught with tax issues and this can often be a deterrent when considering a company reorganisation. If the company secretarial steps are not done correctly, the tax advantage may not be availed of.

Who should attend?

- Practice Partners
- Audit Managers
- Tax Advisors
- Company Secretarial Advisors
- Anyone interested in re-organising the share capital in their (or their clients') company or considering buying, selling or passing on a business or company

What Will Be Covered?

The Taxation Aspects of Changing Share Capital

- Capital Gains Tax and Income Tax
- Capital Acquisitions Tax
- Stamp Duty
- VAT
- Case Study 1 - Buy Back of Shares
- Case Study 2 - Partition of a Family Business and the Transfer to the Next Generation

Valuing Shares for Tax Purposes, Due Diligence and Tax Clauses in Legal Contracts

- Valuation of Shares
- Key provisions of Share Purchase Agreements and Asset Purchase Agreements

How to Effectively Make Changes in Company Share Capital

- Allotment of Shares
- Transfer of Shares
- Redemption of Shares
- Buy-Back of Shares
- Transmission of Shares on a Death
- Share for Share Exchange

Case Studies Exploring the Practical Issues raised on Changing the Share Capital and Taxation Implications

A walk through case studies which examine share changes and taxation implications, with Brendan Twohig and Conor Sweeney.

- Identification of tax and company secretarial issues
- Alternative proposals for implementation, to minimise exposure to tax
- Step by step walk-through of the implementation process

What You Will Walk Away With?

Practical advice and examples of share re-organisations and wealth protection, which will allow you to provide tax planning advice to your clients.

Facilitators

Conor Sweeney - OmniPro

Conor trained as a Chartered Secretary in the Corporate Legal Advisory department of KPMG.

He 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 Vice President of the Republic of Ireland region of the Institute of Chartered Secretaries and Administrators (ICSA).

Brendan Twohig - MK Brazil

Brendan joined MK Brazil in 2006, having trained in one of the big four. He leads the taxation services department.

Having worked with a portfolio of both personal and corporate clients as a tax consultant since the late 1980's, Brendan has gained a diverse experience with particular expertise in property structuring, tax based investments, corporate restructuring, estate and succession planning. Brendan is an experienced speaker and has contributed many tax based articles to the Irish Tax Review journal (for which he won a recent award) and other local/national media. He is a Registered Tax Consultant and member of the Irish Taxation Institute.

## Summer Taxation Essentials



### Where You Can Find It?

Location	Date	Hotel
Dublin	13/06	Citywest
Limerick	14/06	Strand Hotel
Tralee	20/06	Carlton Hotel
Waterford	21/06	Tower Hotel
Cork	27/06	Maryborough

CPD Allocation	8 Hours
Fee	€175 (or 6 CPD Club Points)
Time	09:00 - 17:30

### Why should you attend this CPD Course?

This seminar is designed to provide professional advisors with up to one day of a number of current taxation topics.

### Who should attend?

- Practising Accountants who are providing taxation advice to SME clients
- Accountants in Business who have an interest in the taxation areas covered

### What Will Be Covered?

As taxation is a rapidly changing topic we will be updating the content for this course in the near future.

### What You Will Walk Away With

Delegates will receive slide sets and back up notes in word document format, with case study examples, checklists and other practical material.

### Where You Can Find It?

Location	Date	Hotel
Dublin	29/05	Red Cow Hotel
Limerick	30/05	Strand Hotel
Cork	26/06	Maryborough

CPD Allocation	3 Hours
Fee	€100 (or 3 CPD Club Points)
Time	18:00 - 21:00

### Why should you attend this CPD Course?

This course provides a review of both the practice and theory of the Revenue Audit Code of Practice

We will examine how to achieve best outcome during a Revenue Audit and how to avoid the pitfalls that can arise

### What Will Be Covered?

- How cases are selected for investigation
- The different types of Revenue interventions
- How best to prepare for a Revenue Audit
- The issues that frequently arise during an Audit
- The practical experience 'on the ground'
- Negotiating a Settlement
- Avoiding penalties and/or publication and/or prosecution
- The risks that Advisers face
- Availing of 'No Loss of Revenue' provisions
- Dealing with payment difficulties
- Availing of self-correction provisions

### Who should attend?

- Practising Accountants who are providing taxation advice to SME clients
- Accountants in Business who want to understand the Revenue Audit process, procedure and Code of Practice

### Facilitator - Brendan Twohig, MK Brazil

Brendan is an experienced speaker and writer on tax issues and regularly contributes to tax debates in both local and national media as well as various trade publications. He began his career as a tax consultant with PWC and occupied a variety of tax consultancy roles before becoming tax Director with MK Brazil. He specialises in providing support consultancy services to other professional advisors.



**Where You Can Find It?**

Location	Date	Hotel
Dublin	11/09	Hilton Dublin Airport
Claremorris	12/09	McWilliam Park Hotel
Cork	17/09	Radisson Little Island
Dundalk	25/09	Crowne Plaza Hotel
Waterford	26/09	Tower Hotel
Letterkenny	01/10	Radisson Letterkenny
Limerick	03/10	Strand Hotel

  

CPD Allocation	8 Hours
Fee	€250 (or 10 CPD Club Points)
Time	09:00 - 17:30

**Why should you attend this CPD Course?**

This seminar is designed to provide professional advisors with up to one day of a number of current taxation topics.

Delegates will receive slide sets and back up notes in word document format, with case study examples, checklists and other practical material.

**Who should attend?**

- Practising Accountants who are providing taxation advice to SME clients
- Accountants in Business who have an interest in the taxation areas covered

**What Will Be Covered?**

**Session 1**

- Making the Tax Year End more Efficient and Profitable

**Session 2**

- Tax Payment, Collection and Enforcement

**Session 3**

- VAT Package Update

**Session 4**

- RCT Refresher

**Whistle-Stop Tour of Current Taxation Issues for Accountants in Business**

**Where You Can Find It?**

Limerick	08/10	Strand Hotel
Dublin	09/10	Stillorgan Park Hotel
Galway	15/10	Clayton Hotel
Cork	16/10	Radisson Little Island

  

CPD Allocation	4 Hours
Fee	€140 (or 5 CPD Club Points)
Time	14:00 - 17:30

**Why should you attend this CPD Course?**

This half-day seminar will address a range of taxation issues, where recent changes have occurred, and/or the tax area is of current interest. The focus will relate to the taxation heads of particular relevance to the Irish SME, taking a view from the industry accountant's perspective.

**Facilitator - Brendan Twohig, MK Brazil**

Brendan is an experienced speaker and writer on tax issues and regularly contributes to tax debates in both local and national media as well as various trade publications. He began his career as a tax consultant with PWC and occupied a variety of tax consultancy roles before becoming tax Director with MK Brazil. He specialises in providing support consultancy services to other professional advisors.

**What Will Be Covered?**

As this course deals with the most pressing Tax topics at the time of the course the content will be released closer to the course date.

**Who should attend?**

- Accountants in Business who have an interest in the taxation areas covered
- Practising Accountants advising SME clients

**What you will walk away with**

Comprehensive notes, worked examples, checklists and support material will be provided.

**Full Day Event Offer**

Attend this seminar with our "Financial Accounting - Trouble Shooter Workshop 2012" to gain 8 hours CPD for an investment of just €200.00. See Page 24.

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## Corporate Finance

Examine the latest thinking on company valuations in Irish business and take a practical walk through a business sale.

**“Content excellent, very engaging and great delegate participation.”**

*Richard Wheatley, W & A Professional Services*

**“Very pleased with this seminar, would recommend it to other colleagues.”**

*John McNamara, AON Insurance Managers (Dublin) Limited*

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**Where You Can Find It?**

Location	Date	Hotel
Limerick	30/11	Strand Hotel
Cork	06/12	Radisson Little Island
Dublin	07/12	Alexander Hotel

CPD Allocation	8 Hours
Fee	€250 (or 10 CPD Club Points)
Time	09:00 - 17:30

**Why should you attend this CPD course?**

This seminar provides a one day refresher and update on the main areas of corporate finance and an excellent opportunity for accountants to get up to speed quickly, with a renowned corporate finance expert.

**What Will Be Covered?**

**Valuing Companies**

- Valuation methods.
- Valuation yardsticks.
- Valuing a company in a downturn.
- Valuing SMEs.

**Due Diligence**

- The purpose and place of due diligence.
- Commercial due diligence.
- Financial due diligence.
- Other due diligence.

**Case Study: Selling a Local Business**

- Before the transaction – tidying up the business for sale and the optimizing tax structure.
- Rationale of the seller, buyer and financier.
- Valuing the business: differing perspectives.
- Steps in the transaction including due diligence.
- Negotiating the deal.
- Getting debt finance.
- The “Fee Haggles”
- Q&A

**What You Will Walk Away With**

The seminar will review developments in the marketplace using PowerPoint slides to lead the event. The seminar is punctuated with practical questions and exercises aimed at building on our knowledge. This event sees a large degree of interaction between the facilitator and the delegates. Questions and comments from participants are invited in order to generate a rounded discussion of today’s commercial realities. The seminar concludes with a step-by-step case study which follows a corporate finance transaction through its various stages and through the practical problems which often occur.

**Who should attend?**

- Practising accountants who are advising clients on corporate finance matters
- Accountants who are trusted advisors to business
- Accountants in business who wish to get up to speed on corporate finance topics
- Advisors who wish to examine current valuation techniques

**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.

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## Practice Management & Development

Get peace of mind when it comes to practice quality control and compliance. Get up to speed on how accountants are using social media and online marketing.

**“Different and innovative.”**

*Seamus Tighe, Tighe & Co.*

**“A good practical session, dealing with day to day issues.”**

*Ken O'Connor, K. O'Connor & Co.*

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### Where You Can Find It?

Location	Date	Hotel
Dublin	14/03	Radisson Golden Lane
Athlone	25/04	Sheraton Hotel

  

<b>CPD Allocation</b>	3 Hours
<b>Fee</b>	€100 (or 4 CPD Club Points)
<b>Time</b>	18:00 - 21:00

### Why You Should Attend This Seminar?

Monitoring visits have now become inevitable every six years, for all Irish audit firms. The regulatory regime has been tightening in recent years. This seminar will transfer some of the knowledge gained through OmniPro's involvement in hundreds of monitoring visits in recent years.

### Who should attend?

- Partners who want to be able to sleep easy, confident in the knowledge that their firm's quality control is on track are concerned about risk and exposure on their audits
- Managers who are responsible for overseeing the audit process or maintaining quality control in the firms
- Seniors and anybody else in the firm who is directly involved in producing audits or is likely to be involved in preparing the firm for a monitoring visit

### What Will Be Covered?

This seminar is suitable for member firms of all the Institutes who regulate firms in Ireland including CAI, ACCA, & CPA and takes attendees practically through all aspects of a monitoring visit.

- Whole firm review procedures
- Audit compliance review procedures

- Investment business review procedures
- Review of the structure and contents of an ISQC1 compliant sample internal control procedures manual

### What You Will Walk Away With

- Checklists
- Templates
- Sample documents
- Whatever Institute you are regulated by, this seminar can show you where the gaps are in your firm, and give you peace of mind.

### Facilitator

#### Michelle Kane – OmniPro

Michelle spent over 19 years within the Practice Regulation Directorate of the Institute of Chartered Accountants in Ireland and subsequently within the Chartered Accountants Regulatory Board as part of the management team, as the Head of Committees and Casework, the Head of Quality Assurance and as the MLRO. She specialises in assisting firms and practitioners going through regulatory and/or disciplinary committee process, the interpretation of rules and regulations, with the general compliance issues faced by firms and practitioners in today's environment and also undertakes Client Money and Investment Business Compliance Reviews.

### Where You Can Find It?

Location	Date	Hotel
Dublin	23/11	Crowne Plaza Blanch
Dublin	24/11	Crowne Plaza Blanch

  

<b>CPD Allocation</b>	14 Hours
<b>Fee</b>	€350 (or 12 CPD Club Points)
<b>Time</b>	09:00 - 17:30 - Day 1 09:00 - 15:30 - Day 2

### Why should you attend this conference?

The 2012 Practice Development Conference offers a diverse range of topics, examines hot issues and provides invaluable networking opportunities.

Learn how to address the challenges at hand through a choice of keynote and parallel sessions addressing the latest taxation updates, technical requirements, and practice management solutions. Learn about new strategies which can increase practice efficiency, client service and profitability.

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## Business Skills

Build your confidence to deal with challenging business situations. Learn how to wield more influence in your finance role.

**“Probably the best CPD course I have been on, in terms of engaging people and learning skills to use in the workplace. Brilliant..”**

*John Cox, Marchmont Packaging*

**“Very well delivered. Enjoyable and informative.”**

*Kieran Spillane, Amphitheatre Ireland*

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## The Corporate Accountants Spring Workshop



### Where You Can Find It?

Location	Date	Hotel
Dublin	18/04	Gibson Hotel
Limerick	19/04	Strand Hotel

CPD Allocation	8 Hours
Fee	€375 (or 12 CPD Club Points)
Time	09:00 - 17:30

### Morning Workshop

**20+ Crucial System Improvements all Corporate Accountants can make no matter what their budget is**

### Afternoon Workshop

**Quick Month End Reporting – Day 3 or Less**

### What Will Be Covered?

Covering systems improvements with accounts payable, reporting, forecasting and planning, intranet, and using your own general ledger better. These changes will increase effectiveness and cost efficient operations for the finance team. Includes comprehensive whitepaper and electronic templates to assist you with implementation.

### Who Should Attend?

- Management accountants, and financial accountants who are involved in month-end reporting
- Finance Directors, CFOs, Financial Controllers
- Practitioners who need to prepare timely month-end reports for their larger clients

### Facilitator

**David Parmenter, Waymark Solutions**

David Parmenter is an international presenter who is known for his thought provoking and lively sessions, which have led to substantial change in many organisations. David is a leading expert in: the development of winning KPIs, replacing the annual planning process with quarterly rolling planning, quick month-end processes and making reporting a decision based tool.

His work on KPIs has received international recognition through; an award from the International Federation of Accountants, the popularity of his webcasts on [www.bettermanagement.com](http://www.bettermanagement.com), and the success of his KPI book.

He has speaking engagements as far afield as Auckland, Wellington, Sydney, Melbourne, Brisbane, Adelaide, Canberra, Perth, Kuala Lumpur, Singapore, Tehran, Muscat, Johannesburg, Prague, Dublin, London, Birmingham, Manchester and Edinburgh.

## The Corporate Accountants Autumn Workshop

### Where You Can Find It?

Location	Date	Hotel
Dublin	25/09	Gibson Hotel
Cork	26/09	Maryborough Hotel

CPD Allocation	8 Hours
Fee	€375 (or 12 CPD Club Points)
Time	09:00 - 17:30

### Morning Workshop

**20 Major Mistakes Made by Accountants and How to Avoid Them**

### Afternoon Workshop

**Quick Annual Reporting: Within 15 Working Days Post Year-end**

### What Will Be Covered?

Save time cost and headache using this simple guide. This paper covers organizing the audit interface, best practice year-end processes, speeding up data capture from reporting entities, and how to clean up the month-end processes to achieve this goal. Includes comprehensive whitepaper and electronic templates to assist you with implementation.

### Who Should Attend?

- Management accountants, and financial accountants who are involved in year-end reporting
- Finance Directors, CFOs, Financial Controllers
- Practitioners who need to prepare timely year-end reports for their larger clients

### Facilitator

**David Parmenter, Waymark Solutions**

David Parmenter is an international presenter who is known for his thought provoking and lively sessions, which have led to substantial change in many organisations. David is a leading expert in: the development of winning KPIs, replacing the annual planning process with quarterly rolling planning, quick month-end processes and making reporting a decision based tool.

His work on KPIs has received international recognition through; an award from the International Federation of Accountants, the popularity of his webcasts on [www.bettermanagement.com](http://www.bettermanagement.com), and the success of his KPI book.

He has speaking engagements as far afield as Auckland, Wellington, Sydney, Melbourne, Brisbane, Adelaide, Canberra, Perth, Kuala Lumpur, Singapore, Tehran, Muscat, Johannesburg, Prague, Dublin, London, Birmingham, Manchester and Edinburgh.

## Where You Can Find It?

Location	Date	Hotel
Dublin	21/11	Crowne Plaza Blanch
Cork	22/11	Maryborough

  

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:00 - 17:30

## Why You Should Attend this CPD Course?

Accountants can add extra value in the business by becoming more strategically proactive, rather than acting mainly in the score-keeping role. To achieve this demands some key strategic thinking skills and the ability to influence at a strategic level. This course examines the process of buying into an idea and how to use business tools to influence and drive your ideas through.

## What Will be Covered?

### Applying the Lessons Learned from Business Turnarounds to All Businesses

- Business performance is typically managed tactically rather than as a strategic process.
- Accountants in businesses struggling to perform in very competitive markets can learn much from the process of turning around businesses facing even more severe challenges.
- So what does it take to be a turnaround manager? And how can these skills, tools and processes be applied to businesses trying to up their game?
- This session gives some rich insights into the art of the possible with a selection of tools.

## Strategic Influencing Skills

- This session involves working through a fascinating and amusing case study of a company trying to develop an innovative new product - which illustrates how different influencing strategies and styles can be deployed.

## What You Will Walk Away With

You will learn how to use business tools such as stakeholder analysis and performance driver analysis to extend your influence, drive your ideas and boost business performance.

## Facilitator

### Dr Tony Grundy MA MSc MBA MPhil FCA PHD

Tony is an independent strategy consultant with 25 years experience, author of 17 books and lectures in strategy, corporate finance and governance at Henley Business School. He has consulted for global organisations for example Diageo, HSBC, and Tesco, and in Ireland for Microsoft, Bank of Ireland and AIB Capital Markets. He has consulted on many growth strategies and on turnarounds, too. He has been training accountants for very many years in adding more value to businesses.

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## The Technical Mixes

Technical updates on a wide range of issues for Practising Accountants and Accountants in Business. These are run nation-wide so there is always something relevant running nearby.

**“Good speakers and good course content..”**

*Dorothy Kierce, Elite Accounting & Auditing Services*

**“Very well presented, relevant to the current environment.”**

*John Cronin, EPS*

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## The Corporate Accountant Seminar



### Where You Can Find It?

Location	Date	Hotel
Athlone	10/09	Sheraton Hotel
Dublin	13/09	Hilton Hotel, Dublin Airport
Limerick	20/09	Strand Hotel

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:00 - 17:30

### Content

#### Morning Session

- IFRS - practical application

#### Afternoon Session

- Managing Your Team for Better Results

### Facilitators

#### Christy Kearney FCA

Christy is a Fellow of the Institute of Chartered Accountants. He is currently a self-employed business consultant and was previously a financial controller of a large multi-national company in Cork. He has undertaken extensive speaking engagements in financial reporting and he has lectured and examined at final level.

#### Mark Donovan, Mark Donovan & Associates

Mark is a high performance specialist with over 30 years experience in working in various industries as a manager and a consultant. He is also a qualified accountant. Mark Donovan & Associates helps clients across a wide range of issues and sectors. Based upon his direct experience of leadership development, leading change and driving profitable growth, he focuses on the key issues that are most important to his clients' success.

## The Practising Accountants' Seminar

### Where You Can Find It?

Location	Date	Hotel
Athlone	30/11	Sheraton Hotel
Limerick	07/12	Carlton Castletray Hotel
Cork	12/12	Radisson Little Island
Dublin	14/12	Citywest Hotel

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	08:30 - 16:30

### Objective & Benefits

The Practising Accountants Seminar addresses areas of significant importance to the practising accountant.

- Experts will share their views, provide insights and latest knowledge.
- The seminar will be run in a practical manner, with case studies, mock up scenarios and practical examples used throughout.

## The Industry Accountants Seminar



### Where You Can Find It?

Location	Date	Hotel
Athlone	30/11	Sheraton Hotel
Limerick	07/12	Carlton Castletroy Hotel
Cork	12/12	Radisson Blu, little Island
Dublin	14/12	Citywest Hotel
CPD Allocation	8 Hours	
Fee	€200 (or 8 CPD Club Points)	
Time	08:30 - 16:30	

### Objective & Benefits

The Industry Accountants Seminar addresses areas of significant importance to the industry accountant.

- Experts will share their views, provide insights and latest knowledge.
- The seminar will be run in a practical manner, with case studies, mock up scenarios and practical examples used throughout.



Where You Can Find It?

Location	Date	Hotel
Donegal	26/11	Radisson Blu Hotel
Maynooth	27/11	Glenroyal Hotel
Dundalk	28/11	Crowne Plaza Hotel
Athlone	29/11	*Sheraton Hotel
Waterford	03/12	Tower Hotel
Tralee	04/12	Carlton Hotel
Limerick	06/12	*Carlton Castletroy Hotel
Cork	11/12	*Radisson Little Island
Dublin	13/12	*Citywest Hotel
Wicklow	17/12	Glenview Hotel
Galway	18/12	Clayton Hotel
Carlow	19/12	Talbot Hotel
Dublin	20/12	Crowne Plaza Blanch

\* Note: The time for Athlone, Limerick, Cork and Dublin changes as the Essential Advisors Mix is run as part of the CPD Fest in these locations. Please see the CPD Fest brochure for timings on that day.

CPD Allocation	8 Hours
Fee	€200 (or 8 CPD Club Points)
Time	09:00 - 17:30

Objectives

This seminar is our best-selling event every year. In 8 hours we examine a broad technical spectrum, encompassing many of the current challenges facing the accountancy profession in Ireland and the SME's you advise. Attendees will be brought up-to-date on all of the current issues and will get 8 hours CPD across 3 of the core areas of Auditing, Accounting and Company Law.

Benefits and the OmniPro Difference

Because of the approach, format and topics covered this seminar will be of benefit to both accountants in industry and practice ranging from finance directors and partners to junior staff. The contents of this seminar will only be finally decided in the days before each seminar as the material is tailored based on the current issues of relevance at the time making it the most up-to-date and current technical update in the market.

Continuous updates for 2012:

This event is updated on a constant basis throughout the year, to incorporate all new issues that arise in the core technical areas.

Content Areas

- New Developments within the Profession
- Auditing
- Financial Reporting
- Company Law for Accountants & Directors

+ Bonus 2 Hour Online CPD Tax Session

Facilitators

Des O'Neill, OmniPro

Conor Sweeney, OmniPro

Garret Wynne, OmniPro

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## The CPD Fest

Tailor your CPD to best suit your development needs and business background. The CPD Fest runs in four venues, Athlone, Limerick, Cork & Dublin. With two to three concurrent days in each location, there is an opportunity to catch up on the latest technical updates.

**“Very good seminar. Great concept.”**

*Gary Beresford, D. O'Malley & Co.*

**“Excellent. Quality of presentations and notes very good.”**

*Anne Madden, Western Union International*

**“The option to choose from a menu is a huge advantage.”**

*Bernard Murphy*

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## THE "CPD FESTS"

### The CPD Fest Athlone

#### Where You Can Find It?

Location	Date	Hotel
Athlone	29/11	Sheraton Hotel
Athlone	30/11	Sheraton Hotel
<b>CPD Allocation</b>	8 / 16 Hours	
<b>Fee</b>	€200 / €400	
	8 / 16 CPD Club Points	
<b>Time</b>	08:30 - 16:30	

This event will make 16 hours CPD available over 2 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 preregistered you can attend any combination of sessions across any of the parallel rooms.

### The CPD Fest Limerick

#### Where You Can Find It?

Location	Date	Hotel
Limerick	06/12	Carlton Castletroy Hotel
Limerick	07/12	Carlton Castletroy Hotel
Limerick	08/12	Carlton Castletroy Hotel
<b>CPD Allocation</b>	8 / 16 / 24 Hours	
<b>Fee</b>	€200 / €400 / €600	
	8 / 16 / 24 CPD Club Points	
<b>Time</b>	08:30 - 16:30	

This event will make 24 hours CPD available 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 preregistered you can attend any combination of sessions across any of the parallel rooms.

### The CPD Fest Cork

#### Where You Can Find It?

Location	Date	Hotel
Cork	11/12	Radisson Little Island
Cork	12/12	Radisson Little Island
<b>CPD Allocation</b>	8 / 16 Hours	
<b>Fee</b>	€200 / €400	
	8 / 16 CPD Club Points	
<b>Time</b>	08:30 - 16:30	

This event will make 16 hours CPD available over 2 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 preregistered you can attend any combination of sessions across any of the parallel rooms.

### The CPD Fest Dublin

#### Where You Can Find It?

Location	Date	Hotel
Dublin	13/12	Citywest Hotel
Dublin	14/12	Citywest Hotel
Dublin	15/12	Citywest Hotel
<b>CPD Allocation</b>	8 / 16 Hours	
<b>Fee</b>	€200 / €400	
	8 / 16 CPD Club Points	
<b>Time</b>	08:30 - 16:30	

This event will make 24 hours CPD available 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 preregistered you can attend any combination of sessions across any of the parallel rooms.

## Booking Flexibility

We will work with you to ensure that you book exactly what you need. We recognize that you may not be able to attend or will elect to send a team member in your place. We will be very flexible, as long as you can give us some notice.

### 1 Booking

Places can only be reserved upon receipt of payment in full.  
Receipt of booking information implies understanding and acceptance of the terms and conditions.

### 2 OmniPro CPD Club Points

When reserving seminars through the OmniPro CPD Club Points Programme, the unique CPD Club code must be produced during the booking process. CPD club points may not be applied retrospectively to seminars attended or booked in advance of purchase or supply of CPD Club Members Code.

### 3 Failure to Attend

Substitutions are acceptable at any time up to the day of the seminar. The substitute will receive all course material, on behalf of the original delegate. CPD credits will apply to the substitute only. In circumstances where the original attendee fails to attend and no substitute is appointed, seminar notes and materials will be forwarded by post upon request, provided full payment has been received. When a delegate does not attend, a credit will be offered to attend a future, similarly priced OmniPro seminar, provided that OmniPro receives written notification of non-attendance five days prior to the seminar.

### 4 Refunds

To qualify for a full refund, cancellation must be received in writing 14 days prior to the event. A 50% refund applies to cancellations received up to 5 days prior to the event. No refund will be issued for cancellations received less than 5 days prior to the event.

### 5 Changes in Seminar Details

OmniPro reserves the right to alter the programme, speaker or venue or to cancel an event at our discretion. In the event of a cancellation OmniPro's liability shall be restricted only to refund of fees paid.

### 6 CPD Confirmations

CPD confirmation will be issued by e-mail after each event, based on attendance.

### 7 Course Material

Additional copies of course material can be purchased by seminar attendees, subject to availability.