

**Seminar programme**  
September – December 2009

# Knowledge share



## About Kingston Smith

Kingston Smith LLP is one of the UK's Top 20 accountancy and auditing firms. With over 500 people, including 60 partners spanning seven offices across London and the South East, the Kingston Smith group supports entrepreneurial businesses, not for profit organisations, and private individuals.

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

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

For more information on our seminars, visit [www.kingstonsmith.co.uk/events](http://www.kingstonsmith.co.uk/events)

Seminars are FREE for Kingston Smith LLP clients and alumni.

## Seminars at a glance 2009

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**15 September**

Research & Development - Is your company missing out on valuable tax relief? (City)

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**16 September**

Non-executive directors in marketing services companies (West End)

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**30 September**

Retirement planning for business owners (Dorking)

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**7 October**

Tackling IT risk in the charity sector (City)

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**8 October**

Management Buy Outs – Why now is the time (City)

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**13 October**

Tax planning for future property profits (City)

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**15 October**

75-minute guide to accounts for non-accountants (Hemel Hempstead)

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**20 October**

Smart moves for PLCs (City)

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**12 November**

Gift Aid – Maximising the returns and avoiding the pitfalls (Hemel Hempstead)

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**17 November**

Tax planning for future property profits (Dorking)

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**18 November**

Planning for the 50% tax rate (City)

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**19 November**

Grooming your business for sale at the right time (City)

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**24 November**

20 top tips for increasing profitability in the leisure and hospitality sector (Brentwood)

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**25 November**

Tax planning for future property profits (Hemel Hempstead)

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**1 December**

Impact reporting (Brentwood)

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**15 December**

How to buy and fund a business in the recession (City)

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

**Tuesday 15 September**

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### Technology

This seminar brings together the tax and legal benefits of identifying and protecting your intellectual property. Many companies can claim additional tax relief for their R&D work, but they struggle to understand what qualifies. Once the R&D is developed, how do you protect all of the valuable intellectual property? In this seminar we look in detail at how broad the meaning of R&D is and what expenditure qualifies for tax relief. We are joined by a city solicitor who will present a practical overview of the legal difficulties in protecting R&D.

**Speaker:** Paul Spindler, Partner, Kingston Smith LLP

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

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

**Cost:** £25

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## Non-executive directors in marketing services companies

**Wednesday 16 September**

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### Marketing Services

This seminar will reveal the results of our survey, which explores the use of non-executive directors by creative companies. Has the recession increased demand for non-executive directors as companies in uncharted territory seek guidance and experience? How can a non-executive add value to a business? How do you choose the right non-executive? We also refer back to research that Kingston Smith commissioned at the end of the last recession into the business strategies used by private companies that succeeded despite the tough economic climate. These strategies are as relevant today as they were then and could determine whether or not a business stays the course.

**Speakers:** Mandy Merron, Partner, Kingston Smith W1 & Kevin Duncan, business adviser, marketing expert and motivational speaker

**Venue:** 141 Wardour Street, London W1F 0UT

**Time:** 5pm registration for 5.30pm. Ends 6.45pm, followed by canapés and refreshments

**Cost:** £25

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## Retirement planning for business owners

**Wednesday 30 September**

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### Entrepreneurial Businesses

- Knowing when and how to retire and exit from your business
- Effective use of pension schemes, given legislative changes
- Investment planning to generate tax efficient income
- Coping with the impact of inflation and longevity
- Creating your desired lifestyle
- Estate planning considerations

**Speaker:** Chris Bruce, Managing Director Blacktower Financial Advisers Limited

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

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

**Cost:** £25

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## Tackling IT risk in the charity sector

**Wednesday 7 October**

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### Charities

This seminar will guide you through the top ten risks as identified by the Charity Commission's "Risk and proportionality framework".

We will explain how technology may impact on these risks and how you can use your technology to help protect your charity.

**Speaker:** Mark Child, Partner, Kingston Smith Consulting LLP

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

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

**Cost:** £25

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## Management Buy Outs – Why now is the time

**Thursday 8 October**

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### Corporate Finance

The current economic conditions create a once in a lifetime opportunity for management teams to buy and own a business.

- Prices have not been at this level for many years and they may never get to this level again.
- With the market forecast to worsen, pricing and deal structures are now the most flexible they have been in a decade.

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

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

Devonshire Corporate Finance would like to invite you to remain after the seminar for drinks and canapés.

**Speakers:** Marc Fecher & Matthew Meadows, Directors, Devonshire Corporate Finance Ltd

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

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

**Cost:** £25

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## Tax planning for future property profits

**Tuesday 13 October**

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### Property

Change creates opportunities - property profits and gains will come again. Achieve significant benefits by planning a tax efficient exit route now as it may be too late if you wait until the gains have been made. This seminar will look at a number of ways to reduce your tax burden, such as how to structure your property vehicle to avoid 50% tax rates; how to plan for longer term capital gains for you and your key team; how to use offshore for UK domiciles as a legitimate tax haven; and how to use tax losses now.

**Speaker:** Martin Muirhead, Partner, Kingston Smith LLP

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

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

**Cost:** £25

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## 75-minute guide to accounts for non-accountants

**Thursday 15 October**

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### Entrepreneurial Businesses

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

**Speaker:** David Goodridge, Partner, Kingston Smith LLP

**Venue:** Ramada Hemel Hempstead, Hemel Hempstead Road, Redbourne, Hemel Hempstead, AL3 7AF

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

**Cost:** £25

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## Smart moves for PLCs

**Tuesday 20 October**

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### Corporate Finance

The AIM and PLUS markets have large numbers of businesses with a low market capitalisation.

This seminar is aimed at AIM and PLUS and company directors. In these challenging times, there are a number of common themes in relation to creating shareholder value, the cost benefit of being a Public Company and some of the proactive and sound sensible moves that directors of plcs can carry out to ensure they are making the best of their key strategic position in the UK market place.

Devonshire Corporate Finance would like to invite you to remain after the seminar for drinks and canapés.

**Speakers:** Marc Fecher & Matthew Meadows, Directors, Devonshire Corporate Finance Ltd

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

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

**Cost:** £25

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## Gift Aid – Maximising the returns and avoiding the pitfalls

**Thursday 12 November**

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### Charities

In these cash-constrained times it is essential that charities explore every avenue in order to identify ways in which to maximise their funds. Obtaining donations through Gift Aid means that for every pound received, a charity will collect a further 25p from HMRC. In this seminar, we will consider methods to maximise your Gift Aid receipts, such as obtaining Gift Aid on donated goods, entrance fees and membership subscriptions. We will also consider some of the potential traps that need to be avoided on volunteers' expenses, charity auctions and adventure fundraising events. Finally, but not least, Gift Aid comes with the burden of being monitored by HMRC. Therefore, we will give some hints and tips to help you survive the Gift Aid audit.

**Speakers:** Tenika Ah-Wan & David Hadley, Kingston Smith LLP

**Venue:** Ramada Hemel Hempstead, Hemel Hempstead Road, Redbourne, Hemel Hempstead, AL3 7AF

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

**Cost:** £25

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## Tax planning for future property profits

**Tuesday 17 November**

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### Property

Change creates opportunities - property profits and gains will come again. Achieve significant benefits by planning a tax efficient exit route now as it may be too late if you wait until the gains have been made. This seminar will look at a number of ways to reduce to reduce your tax burden, such as how to structure your property vehicle to avoid 50% tax rates; how to plan for longer term capital gains for you and your key team; how to use offshore for UK domiciles as a legitimate tax haven; and how to use tax losses now.

**Speaker:** David Montgomery, Partner, Kingston Smith LLP

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

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

**Cost:** £25

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## Planning for the 50% tax rate

**Wednesday 18 November**

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### Dedicated Wealth Advisory Service

With a new 50% top rate of income tax, the loss of personal allowances, restrictions on pension contribution tax relief and higher National Insurance Contributions being introduced it feels like the tax net is getting ever tighter. Paul Spindler, Tax Partner at Kingston Smith LLP and Chris Bruce, Managing Director of Blacktower Financial Advisers Limited will take you through some useful techniques to loosen the tourniquet.

**Speakers:** Paul Spindler, Partner Kingston Smith LLP & Chris Bruce, Managing Director Blacktower Financial Advisers Limited

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

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

**Cost:** £25

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## Grooming your business for sale at the right time

**Thursday 19 November**

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### Entrepreneurial Businesses

The current market conditions will not last forever and when they improve the time may be right to exit from your business.

Focusing on the key issues that a purchaser may consider important and addressing them now could add that vital additional value when sold.

Devonshire Corporate Finance would like to invite you to remain after the seminar for drinks and canapés.

**Speakers:** Marc Fecher & Matthew Meadows, Directors, Devonshire Corporate Finance Ltd  
**Venue:** Devonshire House, 60 Goswell Road, London, EC1M 7AD

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

**Cost:** £25

## 20 top tips for increasing profitability in the leisure and hospitality sector

**Tuesday 24 November**

### Leisure and Hospitality

At a time when the sector is facing major challenges and fierce competition for customers' discretionary spend this seminar will cover some ideas for growing and sustaining your business. The seminar will include ways to maximise sales and cashflow whilst saving costs, incentivising your team and taking advantage of valuable tax allowances. It is also vital to establish the legal structure of your business in order to generate the maximum returns to the owners. The final section of the seminar will consider some key planning opportunities.

**Speaker:** Brian Pope, Partner, Kingston Smith LLP

**Venue:** Holiday Inn, Brook Street, Brentwood CM14 5NF

**Time:** 10.30am registration for 11.00am. Ends 12.15pm, followed by canapés and refreshments

**Cost:** £25

## Tax planning for future property profits

**Wednesday 25 November**

### Property

Change creates opportunities - property profits and gains will come again. Achieve significant benefits by planning a tax efficient exit route now as it may be too late if you wait until the gains have been made. This seminar will look at a number of ways to reduce your tax burden, such as how to structure your property vehicle to avoid 50% tax rates; how to plan for longer term capital gains for you and your key team; how to use offshore for UK domiciles as a legitimate tax haven; and how to use tax losses now.

**Speaker:** Nigel Birch, Partner, Kingston Smith LLP

**Venue:** Ramada Hemel Hempstead, Hemel Hempstead Road, Redbourne, Hemel Hempstead, AL3 7AF

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

**Cost:** £25

## Impact reporting

**Tuesday 1 December**

### Charities

Whilst everyone is busy getting to grips with how to report on public benefit, this seminar will demonstrate how to take this one step further to show the impact a charity is making to the community they serve and support. You cannot report on your social impact or public benefit without setting measures and key performance indicators to be assessed. This session will take lessons from the new social impact assessment toolkit and demonstrate how to record and report your impact in your annual returns and annual reports.

**Speakers:** Sandra De Lord & Tenika Ah-Wan, Kingston Smith LLP

**Venue:** Holiday Inn, Brook Street, Brentwood CM14 5NF

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

**Cost:** £25

## How to buy and fund a business in the recession

**Tuesday 15 December**

### Entrepreneurial Businesses

More than half of business managers say they would like to buy a business and the economic conditions have created a window of opportunity to acquire a business; (however, the acquisition process is complex to the uninitiated.)

This seminar is aimed at MBO candidates and Corporates looking to make an acquisition. It explains why an acquisition is attractive, this seminar includes: how to identify the right business; how to value it; the acquisition process; and where to source the all important funding at the current time.

Devonshire Corporate Finance would like to invite you to remain after the seminar for drinks and canapés.

**Speakers:** Marc Fecher & Matthew Meadows, Directors, Devonshire Corporate Finance Ltd

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

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

**Cost:** £25

# How do I book?

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

- Telephone 020 7566 3850
- Email [events@kingstonsmith.co.uk](mailto:events@kingstonsmith.co.uk) with your details, indicating which seminar(s)/training session(s) you would like to attend
- Visit [www.kingstonsmith.co.uk/events](http://www.kingstonsmith.co.uk/events) and register online
- Send, or fax to 020 7689 6170, the pre-paid form below.

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

## How do I pay?

To pay by credit card, please call 020 7566 3850. Please make cheques payable to Kingston Smith LLP. If you would prefer to be invoiced, please indicate on the pre-paid form or tell us in your email.

Seminars are **FREE only** for Kingston Smith LLP clients and alumni.

## What happens once I've booked?

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

## What if I can't attend?

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

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

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

## Other topics of interest

If you would like to attend a seminar/training session on a topic not listed in this programme, please email your suggestions to [events@kingstonsmith.co.uk](mailto:events@kingstonsmith.co.uk). Alternatively, telephone Laura Irvine on 020 7566 3850.

## Further information

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

# Registration form

Please complete this form to reserve a place at a Kingston Smith seminar(s)/training session(s). Please register me for the following seminar(s)/training session(s):

Seminar(s)/training session(s)/Date(s):
Surname
Forename
Company
Position held
Address
Postcode
Tel
Email

My colleague(s) will also attend:

Name

Email

Name

Email

To pay by credit card, please call 020 7566 3850

Please invoice me a total of £

I enclose a cheque for £

I am a Kingston Smith LLP client/alumni

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

# Contact Us

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T 01737 779000

## Romford

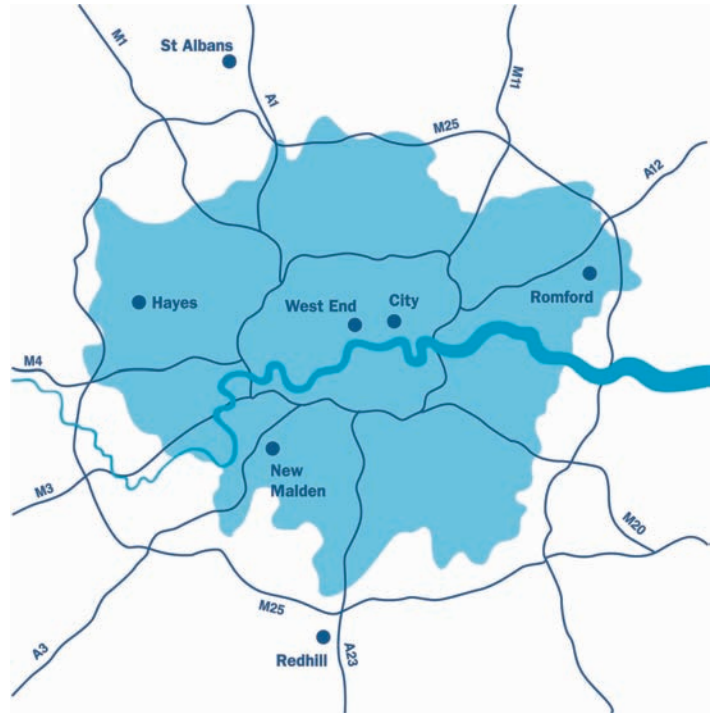
Orbital House  
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T 01708 759759

## St. Albans

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St Albans, Herts AL1 3EJ  
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## West End

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Kingston Smith LLP Chartered Accountants

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2 | |

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