Business Succession: why trust distributions fail

Leigh Adams, Leigh Adams Lawyers



Chartered Accountants Business in Focus

March 2014





Welcome to this March 2014 edition.

On this month's program, a close look at trust distributions in business succession – there are plenty of potential dangers, we'll hear, and we'll find out where they are and how to avoid them. Because as expert lawyer Leigh Adams tells us, get the details wrong and it's very hard to fix things up later.

Then there's the changing role of accounts receivable in today's accountancy practice. Dave Birch of Feelink knows all about it - and he'll ask you to consider different ways to make debtors to pay up on time.

We look at changing technology and the ways it's enabling you to work closer, and faster, with your clients. Sam Allert of Reckon has some sound practice management solutions for you.

Also on the program, there's the art of winning over an audience. Do you enjoy public speaking or do you regard it as only slightly preferable to being boiled in oil? If it's the latter, then – according to Matt Church – you're missing out on a powerful tool which can transform your business and your role as a leader. Matt calls it "speakership", and explains in this month's program how you can make it work for you.

We look at the raft of changes to the Privacy Act that have just come into force...our resident economist Professor Neville Norman of Melbourne University takes us through the things that will need watching in the lead-up to the Federal Budget in May...and tax expert Michael Jones of Cummings Flavel McCormack looks at the case for employee share plans, in all their various forms.

Plenty to think about on this month's program. Enjoy!

Brand Director

Nick Schildberger

Brand Director Nick Schildberger

Advertising/Sponsorship Nick Schildberger nschildberger@be.com.au Production Manager Heather Dawson

Producer Bob Kearsley

Technical Producer

Peter Letts

Publisher

Business Essentials Pty Ltd ABN 73 658 681 585 405 Riversdale Road, Hawthorn East VIC 3123

Phone 03 9882 8333 Fax 03 9882 8017 Web www.be.com.au

© Copyright 2014. Business Essentials Pty Ltd. ABN 73 658 681 585. Business Essentials and the BE logo are registered trademarks of Business Essentials Pty Ltd. Neither Business Essentials Pty Ltd. nor the Institute of Chartered Accountants Australia, nor sponsors of this program accept any form of liability, be it contractual, tortious or otherwise, for the contents of this CD or for any consequences arising from its use or any reliance placed upon it.

Business in Focus/Tax in Focus Subscription

Subscription Form Personal details I would like to subscribe to Chartered Accountants Business in Focus and/or Tax in Focus: First name Family name Company name Position Address Postcode City Country Telephone Fax Email Member No. >65 18-25 26-35 36-45 46-55 56-65 Age group Type of business Number of employees Subscription Pricing Australian Prices Overseas Prices (excl. GST) Product Members Members Non-Members Non-Members Business in Focus - Online \$375 \$475 \$340 \$430 Business in Focus - CD \$545 \$445 N/A N/A Tax in Focus - Online \$340 \$430 \$374 \$475 Tax in Focus - CD \$445 \$545 N/A N/A Business in Focus + Tax in Focus - Online \$635 \$835 \$577 \$759 Business in Focus + Tax in Focus - CD \$795 N/A \$995 N/A Payment options Please find enclosed cheque made payable to Free Post Business Essentials Pty Ltd for Send this form, accompanied by a cheque to: Business Essentials Pty Ltd OR I wish to pay by Reply Paid 579 Hawthorn East, VIC, 3123 Visa Amex Mastercard Australia Cardholder's name Card number Free Fax Free Call 1800 656 351 1800 039 098 Expiry Please Note: Upon payment this notice becomes a tax invoice. Please retain a copy for your records. Business Essentials Pty Ltd ABN 73 658 681 585 Signature 405 Riversdale Rd Hawthorn East VIC 3123 Australia To unsubscribe from further communication relating to The Institute of Chartered Accountants Australia. Incorporated in Training & Development products tick here. Australia Members' Liability Limited. ABN 50 084 642 571. The Institute of Chartered Accountants Australia respects the privacy of individuals and acknowledges that the information you provide on this form is protected by the Privacy Amendment (Private Sector) Act 2000. The



information collected by the Institute is used for the purpose of processing your registration and providing you information (via email and/or mail) on upcoming events, specific products and services provided by or associated

with the Institute. To access a full copy of our policy visit:

charteredaccountants.com.au/privacy_policy



Information

For more information about the topics discussed on this program, please contact the relevant organisations listed below.

ECONOMIC UPDATE

Professor Neville Norman, Melbourne University neville.norman@unimelb.edu.au

BUSINESS SUCCESSION: WHY TRUST DISTRIBUTIONS FAIL

Leigh Adams, Leigh Adams Lawyers T: 02 9964 0022 leigh@lalawyers.com.au www.lalawyers.com.au

HOW ACCOUNTS RECEIVABLE CAN IMPROVE CASH FLOW

Dave Birch, Feelink T: 1800 890 105 dave@feeling.com.au www.feelink.com.au

THE POWER OF SPEAKERSHIP

Matt Church T: 02 8966 4700 www.mattchurch.com

BEWARE TOUGH NEW PRIVACY RULES

Andrew Douglas, M+K Lawyers andrew.douglas@mk.com.au www.mk.com.au

KEEPING UP WITH TECHNOLOGICAL CHANGE

Sam Allert, Reckon www.reckon.com.au

WATCHOUTS ON BANK LOAN OFFERS

Neil Slonim, The Bank Doctor neil@thebankdoctor.com.au www.thebankdoctor.com.au

THE KARMA SUTRA OF SHARE PLANS

Michael Jones, Cummings Flavel McCormack T: 03 9252 0800 enquiries@cfmc.com.au www.cfmc.com.au

SHAREMARKET UPDATE

Elio D'Amato, Lincoln Stock Doctor T: 1300 676 333 or 03 9854 9444 www.lincolnindicators.com.au

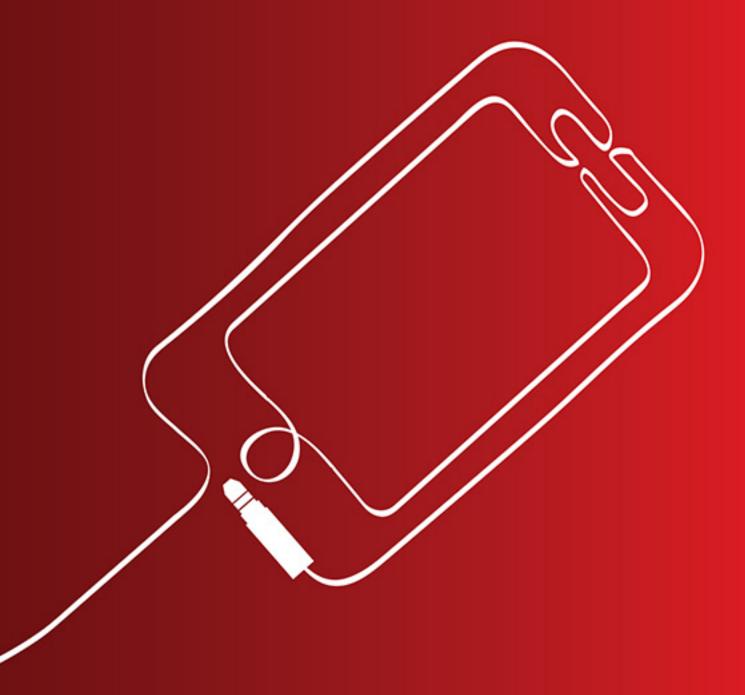
SECRETS TO GETTING THE BEST FROM PEOPLE

Neville Christie T: 0420 978 932 neville@nevillechristie.com www.nevillechristie.com





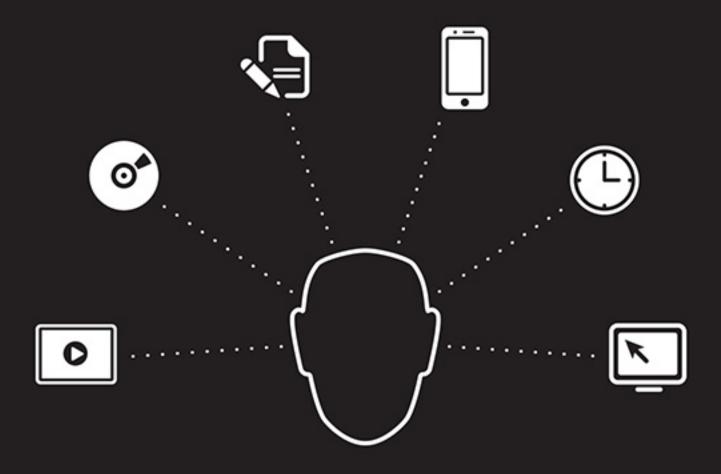
Hear and now



Keep abreast of the latest development in business and tax in your car, at your desk, or even on the bus!

Your annual subscription will consist of monthly audio updates either on hot topics in business or the latest tax news.

You can choose to have your subscription delivered each month on CD or online. The online version has an optional MP3 download capability enabling you to keep up-to-date via your iPOD®, compatible mobile phone, PDA or any other MP3 device.



Flexible learning solutions

The finance and accounting landscape is constantly changing and our **elearning** portfolio makes staying ahead easy. The availability of a wide variety of online training options and topics allows you to complete your CPE hours with the flexibility you need.

To find out more about the flexible eLearning options visit charteredaccountants.com.au/elearning



