

CG LAW ADVISOR DAY

3rd September | 10am till 4pm
Empire Theatre Toowoomba or via Livestream
\$50 per person or \$150 per business when 3 or more attend

Clifford Gouldson Lawyers proudly present our inaugural advisor day event for the Darling Downs business community.

This event provides a unique opportunity for professionals such as accountants, financial advisors, insurance advisors and bank managers to participate in a local workshop that will cover a range of legal topics. Joining us on the day will contribute to your professional development and build relationships with other local professional advisors.

Business owners, managers and inhouse advisors are also invited to attend.

With the option of attending in person or via livestream this event has your attendance needs covered.

Our CGLaw team of presenters will deliver content with straight talk using real world examples.

You will receive a host of digital resources to support your learning long after the event is over. This will include a recording of the livestream for each presentation.

Book your tickets at www.cglaw.com.au/events or email Carolyn at events@cglaw.com.au.



| TIME | SESSION #1 | SESSION #2 |
|---------------|--|---|
| 10:00-10:15am | Welcome and Introduction Ben Gouldson, Director | |
| 10:15-11:00am | Succession Planning Much more than a Will! Ben Gouldson, Director & Sheelagh Gray, Head of Tax, Structures + Planning <p>Clifford Gouldson's Director, Ben Gouldson, and Head of Tax, Structures + Planning, Sheelagh Gray, offer more than 30 years of combined experience in assisting advisors and business owners with succession planning. They will open CGLaw's Advisor Day sessions with an in-depth discussion on succession planning and clarify the role that advisors play in the planning process and help you, the advisor, identify when and how to raise succession planning with your clients.</p> <p>In this informative and entertaining seminar, Ben and Sheelagh will use real life cases to address key issues in succession planning and why it is so much more involved than just having a well written Will. They will talk about the importance of getting the discussion started with your clients and how to assist your clients in developing a good plan that will secure their business and their legacy for the future.</p> <p>When succession planning is done well it requires a collaboration of trusted advisors. Ben and Sheelagh will discuss the importance of building relationships and networking with other advisors to best serve the needs of your clients.</p> <p>Whether you are a new advisor or have years of experience under your belt you will find this presentation full of useful information.</p> | |
| 11:00-11:20am | MORNING TEA | |
| 11:20-12:00pm | HR Disasters How can advisors help? Angela Pratt, Special Counsel <p>Angela Pratt, Special Counsel from CGLaw's Workplace Law Team uses her vast experience within the areas of industrial relations, employment law, anti-discrimination matters and the Fair Work Act to share examples of real life workplace scenarios. Workplace investigations and dealing with the fallout from employee misconduct can be a minefield, derailing clients and their executive and management team, taking up hours of time and resources whilst also disrupting the workplace. By deconstructing these scenarios, Angela will identify proven solutions that can be shared with your clients to assist them in managing their HR disasters. Angela will demonstrate how the early engagement of expert advisors facilitated by your role as a trusted advisor will save your clients time and resources, and strengthen your relationship with them.</p> <p>This discussion will suit any advisor who has close relationships with their clients and is eager to step up and support their clients in seeking out expert advice to manage their HR disasters.</p> | Startups & Side Hustles What advisors need to know Simon Playford, Associate <p>Simon Playford, Associate and Startup Lawyer is passionate about working with startups and making sure they have the right team of advisors behind them. In this presentation Simon will talk about the unique needs of startups and side hustles and how those needs differ from larger businesses.</p> <p>You are likely to be a critical port of first call for any new startup or side hustle, and you need skills to recognise the key priorities for your clients. You also need a great relationship with a startup lawyer, and as a Forward Thinker, Ideas Man and Agile Lawyer, Simon is the perfect connection to have.</p> <p>In the midst of the COVID-19 pandemic, and Australia's economic recovery, startup opportunities are likely to continue expanding, making this an important topic for all advisors.</p> |
| 12:00-12:40pm | Contractors The Risks of Misclassification: Are advisors at risk? Kyle Paull, Lawyer <p>Kyle Paull, one of CGLaw's Workplace Lawyers, will discuss the risks associated with misclassifying contractors. While engaging contractors to work within a business can be greatly beneficial, it's important to be aware of how to manage the risks associated with categorising a relationship that way. Kyle will share information that will assist you in helping your clients identify factors that indicate a true contractor relationship under workers compensation and superannuation legislation, and under the common law, and how to properly engage contractors in light of those factors.</p> <p>This is an important topic for advisors who are looking for clarity on what classifies a worker as a contractor and will be a particularly useful topic for new advisors who haven't previously seen the ramifications of a misstep in this area.</p> | Payroll Tax and Grouping Cases from the CGLaw Vault: How advisors can spot the risk! Danny Clifford, Director & Ebony Archer, Associate <p>CGLaw's Director, Danny Clifford and Ebony Archer, an Associate in CGLaw's Workplace Team, will present on the complexities of Payroll Tax. Danny and Ebony will discuss payroll tax grouping provisions, payroll tax exemptions and the meaning of 'wages' when it comes to payroll tax.</p> <p>In this presentation Danny and Ebony will caution on the consequences of failing to meet payroll tax obligations and how you can help your clients avoid incurring unnecessary costs from failing to meet their obligations. In what has become an area of law which arises with increasing frequency given the reliance by State Governments on Payroll Tax as a revenue source, it is critical that advisors are across this topic.</p> <p>Payroll Tax and Grouping is a complex topic that will be beneficial to any advisor.</p> |
| 12:40-1:10pm | LUNCH | |

| TIME | SESSION #1 | SESSION #2 |
|-------------|---|---|
| 1:10-1:50pm | <p>Transactional Basics A refresher on transfer duty, GST and land tax: Advisor essentials</p> <p>Amanda Tolson, Director</p> <p>In this 'back to basics' session, Commercial + Property Director, Amanda Tolson, will cover the fundamentals of transfer duty, land rich duty and GST in a land, business and share purchase/sale setting.</p> <p>While most advisors are familiar with these State and Federal taxes, there are often quirks with their application, and the application of the relevant exemptions, that can be utilised for a client's benefit in a transactional setting.</p> <p>Amanda will work through a number of transactional/client examples demonstrating how those taxes/exemptions work, and some 'flags' to bear in mind, so you can raise these issues for your client's benefit very early in transactional discussions.</p> <p>If you're a new advisor looking to cement your knowledge, or a seasoned advisor seeking to brush up on the basics and perhaps add some work-arounds to your repertoire, this is the session for you.</p> | <p>Navigating Corporations through COVID-19 Director's duties, insolvency and safe harbour protections</p> <p>David Thiel, Associate & Agnes Derrick, Lawyer</p> <p>David Thiel, an Associate in CGLaw's Commercial + Property Team and Agnes Derrick, one of CGLaw's Litigation Lawyers, will take an in-depth look at the extraordinary challenges that many businesses and corporations have faced, and continue to face, during the COVID-19 pandemic. This session will equip you with the information you need to confidently provide timely and accurate advice to directors on their duties and obligations.</p> <p>David and Agnes will review director's duties, and cover the obligations and penalties associated with insolvent trading. They will explain how to advise company directors on their access to the safe harbour provisions to cover them when making decisions during a downturn in trading conditions but will ultimately safeguard the future of their company during these difficult times.</p> <p>Navigating corporations through COVID-19 is a complex topic that will benefit any advisor.</p> |
| 1:50-2:30pm | <p>Construction Workshops from the Trenches: Advisor nightmares</p> <p>Kylie Howell, Head of Construction</p> <p>Kylie Howell Head of CGLaw's Construction Law Team will share stories from the trenches of QBCC Compliance and offer tips on how you can help your clients avoid some of the common mistakes that often become an advisor nightmare. Kylie will deliver advice on how to guide your clients through the ins and outs of QBCC compliance, the importance of time frames, minimum financial requirements and where to find the information needed to ensure that your clients comply with QBCC requirements.</p> <p>Kylie will delve into the future of Project Bank Accounts and what you need to know about recent changes tabled in Parliament in February 2020 and how COVID-19 has affected the proposed roll out of these changes.</p> <p>Kylie will conclude her presentation with a discussion on security for payments that will deliver valuable information that will help your clients get paid for their services. She will cover entitlement to payments, timing of payments and what action can be taken if payment schedules are not provided or payment is not made.</p> <p>For any advisor dealing with clients in the construction industry this is an essential presentation and is not to be missed.</p> | <p>Intellectual Property Profit or Poison: The role of an advisor in building income and balance sheets</p> <p>Ben Gouldson, Director</p> <p>CGLaw's Director Ben Gouldson uses his vast experience in Commercial Law and Intellectual Property Law to shed some light on the importance of a business's Intellectual Property (IP) assets and the critical role advisors play in assisting their clients to identify and correctly value their IP.</p> <p>IP is often a missed revenue opportunity in business. Identifying hidden IP for your clients, ensuring it is properly registered and valued, is a certain way to build and add value to your relationship with your clients. Ben will identify the different categories of IP, associated costs and processes involved in registration, and the options available to profit from that IP within Australia and internationally.</p> <p>Ben will discuss real business success stories where IP assets have been properly identified, booked, and commercialised for profit or paid for as part of a business sale, clarifying the role advisors can play in that process.</p> <p>This topic will be of special interest to new advisors who are looking to broaden their expertise and add value to the services they can offer their clients.</p> |
| 2:30-3:00pm | AFTERNOON TEA | |
| 3:00-4:00pm | <p>War stories from the front line of advising on business risk Litigation war stories</p> <p>Ben Gouldson, Director, Danny Clifford, Director, Amanda Tolson, Director & Harrison Humphries, Head of Litigation</p> <p>Join other delegates in picking the brains of our expert panel comprising Director and Head of Workplace Law, Danny Clifford, Director and Head of Commercial + Property Law, Amanda Tolson and Head of Litigation + Dispute Resolution, Harrison Humphries. Moderated by Director, Ben Gouldson, the panel will comment on the latest trends in business risk and disputes with reference to real examples and will highlight what advisors need to know to keep their clients, and themselves, out of trouble.</p> <p>The panel will also discuss how involving our clients trusted advisors has led to better outcomes for CGLaw clients. Questions from the floor will be encouraged.</p> <p>Whether you are a new advisor or have years of experience under your belt you will find this presentation full of useful information. If you're a closet lawyer this session is for you!</p> | |

CGLaw Legal Presentations

Clifford Gouldson Lawyers have a long history of presenting practical legal information to business advisors and business owners. CGLaw delivers these presentations through Business Essentials Seminars and the CGLaw Legal Awareness Program™.

Our Business Essentials Seminars are delivered at intervals throughout the year in our boardroom on a Friday afternoon and provide information on changes to legislations and other topics that are relevant to the immediate business landscape.

The CGLaw Legal Awareness Program™ was established to provide non-legal professionals and other businesses with legal information that is relevant, accessible and practical. We offer a wide range of 'back to basics' topics that can be delivered at a time and venue that suits you and your business and all at no cost!

Wherever possible we give you real life examples, case studies and war stories so that you can better appreciate the impact of the legal environment on you and your clients.

For more information on our Business Essentials Seminars, CGLaw Legal Awareness Program™ or to discuss having our team present to your team of professionals, please feel free to contact us.

Contact Us

Phone 07 4688 2188
www.cglaw.com.au

- In person or livestream attendance options
- Full length papers provided for all sessions
- Real life examples, practical solutions
- Topics to suit professionals from early career to senior advisors
- Local presenters, providing content relevant to Darling Downs businesses
- Full video recording of all sessions available after the event for paid attendees

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