

LEGEND



Toilets



Tech Talks



Lounge Area



Café



Match Making Lounge



Recharge Bar







Sales Lounge

A	
Accentis	B35
Accountancy Insurance	D24
AccountKit	C19
Accredo Australia	E26
AccSource	H34
AcctWeb PlannerWeb	H36
Acis	F26
Act2 Solutions	A30
Advanced Business Manager	A06
ANZ Bank	G17
Apricity Finance	G03
Apxium	D48
AroFlo Job Management	D36
Arrow Tencia ERP Software	F38
Arrow Voice & Data	B44
ASSETLINE CAPITAL	C17
ATL Network	H24
Attaché Software	A20
AusDocsOnline	E57
Australian Bookkeepers Network	G35
AutoEntry	F08
B	
Banjo	H21
BGL Corporate Solutions	E12
Bigstone	H35
BMT Tax Depreciation	G24
Bstar	B43
BT Financial Group	C52
BullRush	F50
Business Fitness	C08
C	
Capital Claims Tax Depreciation	D37
Caseware Australia New Zealand	F06
Castaway Forecasting	E25
Change GPS	C23
Class	B36
Clientcomm	H46
ClockOn Australia	C18
CloudPayroll	E50
CloudSolve	D12
Connect Outsourcing	B26
CPA Australia	C06
D	
D & V Philippines	C36
DEAR Systems	F25
Deed Dot Com Dot Au	D04
Deputy	D18
Docscorp	D54
E	
Effective PD	F42
Employsure	H12
Entity Makers	D55
Equifax	D46
Eureka Taxation Services	F48
Evolv	E23
expensemanager	B18
Expensify	B24
EzzyBills	H40





F	
Fast Rabbit	A38
Fathom	G30
FeeSynergy	A44
Fifo Capital	H42
Financials for Office 365	E52
Fishbowl	B17
FuseDocs	C38
FUTRLI	D20
G	
GreatSoft CRM	G18
H	
H-Connect	E48
Hammerjack	G41
HansaWorld	G07
Havealook Websites	H20
Hedley Scott Recruitment	G26
Hubdoc	C25
I	
InfoTrack	D38
Institute of Certified Bookkeepers	H18
Institute of Public Accountants	D47
Inuit Quickbooks	C24
iPracticeApps	G42
J	
J Curve Solutions	E06
JobBag Management Software	G36
K	
KeyPay	A24
Knowledge Shop	A26
L	
Lime Actuarial	H16
M	
M-Institute	A20
Macnair	D07
Marketlend	E02
MAUS Business Systems	B31
MCG Quantity Surveyors	G05
Merit Wealth	F24
MinuteDock	D17
My Shelf Company	H28
MYOB	F30
myprosperity	B20
MyWorkpapers	C07
N	
Nimbus Portal Solutions	E36
NowInfinity	F41
O	
OFX	D53
OIA	H37
Oracle	A18
outsource financial	H22
OZEDI	E47
P	
PANALITIX	F44
PARADOX	H23
PayVu	C46
Practice Ignition	F20
Practice Protect	B41
ProfitSee	D19

R	
Receipt Bank	E17
RFE Group	E53
Richard Lloyd Recruitment	B08
Rocketspark	F18
S	
Sage	C12
SAI Global Property	C43
SAM - Software for Workshops	F43
Scoro	G19
Secured Lending	H41
selfmanagedsuper	C58
SelfWealth	H26
Sentrian	B37
Shelcom Corporate Services	A32
Skippr Cash Flow	D52
Slater Byrne Recoveries	E24
Smart Business Systems	F36
Smartcorp	G38
Smarter SMSF	H31
SMSF Association	C54
Spotlight Reporting	F23
Square	G43
St. George Bank	F02
Stockspot	G44
SuiteFiles	G37
Super Records	E44
SuperConcepts	E37
SuperGuardian	D26
Surgical Partners	E11
SVX GROUP	F49
Synergy 8	D57
T	
Tax & Super Australia	C05
TaxBanter	H30
The Benchmarking Group	D14
The Brilliant Group	H32
The Outsourced Accountant	C48
Thomson Reuters	F12
Time & Access Systems	H43
Triumph ERP Business Software	G20
TruePillars	G32
TSheets by Quickbooks	B42
U	
Umlaut	A36
Unleashed Software	B06
V	
Valenta BPO Solutions	E13
Virtual Cabinet	H25
W	
Waddle	C41
Waypoint	C20
Wolters Kluwer	C14
X	
Xero	E18
XU Magazine	D58
Z	
Zrilo Business Insights	A42

DAY 1 • WEDNESDAY • AGENDA AT A GLANCE

Time	KEYNOTE THEATRE	TECH TALKS	PURPLE THEATRE	GREEN THEATRE	M INSTITUTE THEATRE	ADVISORY THEATRE	ORANGE THEATRE	YELLOW THEATRE	BT THEATRE
Sponsors									
9:15 to 9:45	How the fourth industrial revolution is changing SMEs								
10:00 to 10:30			More choice, happier clients – how to run an efficient, multi-vendor firm		How to overcome the six barriers to growth		Preaccounting: Why ignoring expense management is a costly mistake		Automation and robotics in auditing – what's actually working today
10:30 to 11:00				How to nail it in wholesale – it's all about sales style		The big debate: Is advisory the future or hype?		How to get a million dollars overnight – real life scenarios	
10:35 to 10:50		Understand the power of online perpetual inventory control							
11:00 to 11:30			Taking the mystery out of digital marketing for accountants		Tips for driving innovation in 30+ staff companies		Cloud vs Industry Benchmarks – hard data on what works best (and what doesn't)		Licensing and referrals – how do you make it work?
11:10 to 11:25		How an SMSF audit can be fully automated.							
11:30 to 12:00				5 Steps to automating an SME distribution business		How to nail tax planning by month nine (and forecast the rest)		Fastest way to increase your net worth? Improve your network	
11:45 to 12:00		Progressive Digital Practice Examples							
12:00 to 12:30	My \$40 million life lesson – teach your clients how to be entrepreneurial								
12:20 to 12:35		The Intelligent Practice							
12:30 to 1:00				How to get match-fit for exporting		How to turn a \$3k client into \$12k		How to harness the power of cloud apps for your clients	
12:55 to 1:10		InfoTrack Company Lifecycle							
1:00 to 1:30			How to hire your ninth (and beyond!) employee in the Philippines		The fastest way to increase sales? Understand what makes you competitive		How to talk to your client about personal wealth: Top five triggers		Don't give wrong advice: everything you need to know about SMSF contributions
1:30 to 2:00				Volume, value or weight: the key to understanding landed costs		What does future talent look like in advisory and how to hire for it?		How to make money (not lose it!) on value pricing	
1:50 to 2:05		Grow Your Business through Digital Storytelling							
2:00 to 2:30			How to add a profitable financial planning practice to your firm in 60 days		How to avoid going to an expensive ERP system		Tax in 2018: Navigating the rough waters ahead		How do I buy a practice and not screw it up?
2:25 to 2:40		Integrated Accounting and Business Management Solution for mid-size companies							
3:00 to 3:15		Why Castaway Forecasting?							
3:00 to 3:30			Real-time advisory and new fiscal skills – unearthing the global trend		How to ride the online wave to more sales		Beat burnout: how to get more done when you just can't stop		Profitable partners: how to successfully set up strategic relationships
3:30 to 4:00				Why a CPA went "all in" on blockchain		What happens when a national firm gives insight dashboards to its clients?		Hear how a guru with HNW clients gains share of wallet	
3:35 to 3:50		Reporting re-imagined... Discover the new reporting in Fathom							
4:00 to 4:30			Field of dreams or false economy: Nailing ROI for outsourcing		Single Touch Payroll – a foolproof guide		Investing in Australian business – the changing landscape		How an accountant became a growth strategist – with six-figure clients
4:30 to 5:00				Why you should only build IP in your business		FUTRLI's roadmap – a sneak preview of the next 12 months		Firms in flux – how do you drive innovation in mid-size firms?	

DAY 2 • THURSDAY • AGENDA AT A GLANCE

Time	KEYNOTE THEATRE	TECH TALKS	PURPLE THEATRE	GREEN THEATRE	M INSTITUTE THEATRE	ADVISORY THEATRE	ORANGE THEATRE	YELLOW THEATRE	BT THEATRE
Sponsors									
9:10 to 9:50	From compliance accountant to "creative" counsellor – the CFO behind a billion-dollar Australian tech startup								
10:00 to 10:30			Mastering the art of good cashflow – what clients really want		Single Touch Payroll – a foolproof guide		A faster way to do M&As – how to speed up due diligence		How to attract the right talent to your firm
10:30 to 11:00				Meet the little giants: world-class innovation from Aussie SMEs		Why the advisory pricing model is broken (and how you fix it)		Super Reforms' secret agenda is all about customer service. Do you make the grade?	
10:35 to 10:50		Progressive Digital Practice Examples							
11:00 to 11:30			How to stop your firm blowing cash on ASIC fees		Secrets to improving cash flow in medium businesses		Death by apps – finding a simpler road map for a cloud-based firm		How to future-proof your firm against disruption
11:10 to 11:25		The Practice of Now: Embrace the new accounting landscape							
11:30 to 12:00				Not getting paid? How to get a rock-solid proof of delivery		How to create an amazing culture that accelerates advisory		Understanding the real cost of your SME clients' assets	
11:45 to 12:00		Frustrated with accounting system limits? Discover Financials Powered by Microsoft							
12:00 to 12:30	Go Big, Boutique or Broke								
12:20 to 12:35		Manage your clients' depreciation schedules with ease using MyBMT							
12:30 to 1:00				The three biggest problems in manufacturing today – and how to solve them		How I won a \$100k p.a. client in one meeting		The future of cloud accounting and the culture you'll need to thrive	
12:55 to 1:10		Other opportunities Single Touch Payroll can present							
1:00 to 1:30			How to grow your firm through digital storytelling		How to maximise the value of your business		Why financial modelling is the most critical skill for any CFO		What will regulation technology look like in 2020?
1:30 to 2:00				The best ways to systemise bookkeeping: Lessons from an ex-auditor		How I took my ASX client global with killer dashboards		Outsourcing your firm? Target these three processes first	
1:50 to 2:05		Manage Your Clients' Business Payments whilst saving valuable time							
2:00 to 2:30			Secrets to growth that won't blow out your costs		How to overcome the six barriers to growth		Revolution: Its time to reimagine your working week		Imagining the "cognitive-assisted accountant"
2:25 to 2:40		Grow Your Business through Digital Storytelling							
3:00 to 3:15		The very real threat of cybercrime and your accounting firm							
3:00 to 3:30			Cybersecurity: Practical tips for tax practitioners		How to make digital marketing work for your firm		Conquering the cloud: keep your money and clients		What do SMSF clients want? Your chance to find out
3:35 to 3:50		How automating document processes will unlock your practice							
3:30 to 4:00				Explainer: what is machine learning and what does it mean for accounting?		How to launch a cloud advisory start-up in an established accounting firm		How do you create a culture that values mental health?	
4:00 to 4:30			The depreciation game has changed! How the new rules affect your clients		Money in rosters: how I cut my wages bill by \$600k		Spotlight on Black Economy and Work-Related Expenses - what it means for you and your clients		Mind the gap! Are your SMSF clients falling short in retirement?
4:30 to 5:00				Open Banking: What impact will it have on accounting – and when?		How to flip compliance clients, scale advisory services and triple your revenue		How social can fuel content creation and attract your ideal client	