

# Wednesday Seminars

<b>BEAUTIFUL BUSINESS</b> Theatre 1	<b>PROGRESSIVE BOOKKEEPER</b> Theatre 2	<b>BUSINESS SUCCESS</b> Theatre 3	<b>TAX TODAY</b> Theatre 4
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9:30 - 10:00			What If You Had the Power to Predict Your Business' Future?	
10:05 - 10:35		Payments – the Easiest Way to Increase your Bookkeeping Revenue		Don't Get Caught Out On Changes To Depreciation
10:40 - 11:10	Paying Employees In Digital Economy		How I Turned My Compliance Firm into an Advisory Firm	
11:15 - 11:45		ATO and TPB Updates – the Good, Bad and the Ugly		Don't Give Up On Struggling Clients. Give Them a Lifeline Instead
11:50 - 12:20	Your Digital App Stack - Mid Size Firms		FUTRLI Demo – Discover IT, Decide IT, Do IT!	
12:25 - 12:55		Tips, Tools and Techniques for Management Accounting In a Digital World		Big changes to how you process ATO correspondence – are you ready?
1:30 - 2:00	Community, Social Media And Finding Your Tribe		Advisory Beyond Numbers: How Thinking Bigger Could Save Your Client's Life	
2:05 - 2:35		From Reactive to Proactive: HR and Payroll Compliance in the Digital Age		How To Get Your Payout And Retire On A Million-Plus Dollars
2:40 - 3:10	How To Build Confidence To Recommend The Right App For Your Client		Get Rid Of Your Clients' Cash Flow Worries For Good!	
3:15 - 3:45		Preaccounting: How to Increase productivity by automating your expense management process		From Stress To Success With Your Compliance Practice
3:50 - 4:20	What's New in Xero Business		Simple Advisory Tools To Turn Client Insights Into Action	
4:25 - 4:55		How to Build a Profitable Bookkeeping Business		5 Practical Ways To Protect Your Client Data Right Now

Tabletalks sponsored by **intuit quickbooks**

	TABLE 1	TABLE 2	TABLE 3	TABLE 4	TABLE 5	TABLE 6
10:45 - 11:30	Leveraging LinkedIn for Leads	Diversity in the workforce	Hiring & retaining top talent	Work less, live more – life hacks	Working & communicating with Millennials	Perfect pitch: nail your value in a single sentence
12:00 - 12:45	Single Touch Payroll: A lever to grow your business	Making apps part of your value proposition	Successful networking	Achieving the paperless office	Succeeding in succession planning	Let's chat: making the break from internal emails
2:15 - 3:00	Leveraging LinkedIn for Leads	Diversity in the workforce	Hiring & retaining top talent	Work less, live more – life hacks	Working & communicating with Millennials	Perfect pitch: nail your value in a single sentence
3:15 - 4:00	Single Touch Payroll: A lever to grow your business	Making apps part of your value proposition	Successful networking	Achieving the paperless office	Succeeding in succession planning	Let's chat: making the break from internal emails

<b>FINANCIAL PLANNING</b> Theatre 5	<b>BUSINESS &amp; FINANCE</b> Theatre 6	<b>BEYOND DISRUPTION</b> Theatre 7	<b>ZERO - 100</b> Theatre 8
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9:30 - 10:00	How to Expand Into Financial Planning and Business Advisory		Why Your Firm Should Hire A Data Engineer Today – And How To Do It	
10:05 - 10:35	The Black Economy and ATO Focus Areas			Why Bookkeeping Has Become A Must-Have Service For Accounting Firms
10:40 - 11:10	Is an SMSF Right for Your Financial Planning Clients?		Killer Tips On How To Kill Email With Chat	
11:15 - 11:45	Surviving – And Thriving – In The Age Of Amazon: How To Help Your Clients Master Multichannel			How To Triple Your Clients In Just 4 Days A Week
11:50 - 12:20	Thank You, Royal Commission. Here's How Firms Can Dominate Financial Planning		Why Process Automation is the Killer App for Faster Compliance	
12:25 - 12:55	How A CFO Doubled Revenue Twice In Two Years			Beyond Referrals – How To Supercharge Your Marketing
1:30 - 2:00	Breaking The Mould In Financial Planning		Payments – The Next Great Advisory Opportunity	
2:05 - 2:35		Want To Make Your ERP Twice As Useful? Make It Mobile		Zero to 100: Strategies to Winning Your First 100 Clients
2:40 - 3:10	The \$3 Trillion Intergenerational Wealth Transfer – What To Do About This Taboo Topic?		How To Pick the Best Apps To Drive Your Business Advisory Service	
3:15 - 3:45		Extensible Accounting Systems – When Add-Ons Don't Add Up		How To Turn A \$3K/Year Client Into \$3K/Month
3:50 - 4:20	Exploring Models for Adding Financial Planning to Your Firm		Scaling Up: How to Prepare for the Challenges of Growth	
4:25 - 4:55		Using Excel To Automate Processes In Xero And QBO? Yes You Can		Creating 3-Way Wins For Clients, Accountants & Bookkeepers

### Tech Talks

AGENDA							
10:35 - 10:50	Big Changes To How You Process Ato Correspondence – Are You Ready?	12:05 - 12:20	When you fall victim to a cyber-attack, will they call you stupid or just irresponsible?	1:35 - 1:50	Building Additional Assets And Revenue Streams By Doing What You Do Best!	3:20 - 3:35	Manage Your Clients' Depreciation Schedules With Ease Using MyBMT
11:05 - 11:20	Technology For Growth: Online Accounting Tax And Practice Management Software	12:35 - 12:50	Automation is the Accountants New Best Friend	2:05 - 2:20	The One Place For Everything: Unlock The QuickBooks Ecosystem	3:50 - 4:05	Learn How To Expand Your Services And Increase Your Revenue
11:35 - 11:50	Are You Using Banklink And Need An Alternative? Introducing Bank Data	1:05 - 1:20	Keep Competitive With Fully Integrated Mobile And Web Technologies	2:35 - 2:50	What Cloud DM Does That A File Store Doesn't		

# Thursday Seminars

<b>BEAUTIFUL BUSINESS</b> Theatre 1	<b>PROGRESSIVE BOOKKEEPER</b> Theatre 2	<b>BUSINESS SUCCESS</b> Theatre 3	<b>TAX TODAY</b> Theatre 4
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9:30 - 10:00	Professional Services for Xero Partners		Propel Your Advisory Services to the Next Level with the Ideal Tech Stack	
10:05 - 10:35	Preaccounting: How to Increase productivity by automating your expense management process		Cloud Document Management – Finally A Solution That Doesn't Ask Your Practice To Compromise	
10:40 - 11:10	The Roadmap For Moving Down The Advisory Path		How to Map Out your Advisory Roll Out	
11:15 - 11:45	How to Create a Mentally Healthy Business		Automation, Integration And The Future of Compliance	
11:50 - 12:20	Paying Employees In Digital Economy		What You Measure Is What You Get! The Power of the Daily Number	
12:25 - 12:55	Beyond Bookkeeping: Top New Services for Bookkeepers		How To Turn Compliance Into A Money Making Machine	
1:30 - 2:00	Your Digital App Stack - Micro Sized Firms		What If You Had The Power To Predict Your Business' Future?	
2:05 - 2:35		Why STP is Your Best Friend – Not Your Foe		How To Hire, Manage And Retain Your A-Grade Millennials
2:40 - 3:10	Job Management in Xero		Why Clients Want More and Why They Will Pay For It	
3:15 - 3:45		Single Touch Payroll – A Reporting Change For Employers		8 Easy Ways to Increase Your Revenue in 2019
3:50 - 4:20	Xero and Hubdoc: Better together		FUTRLI Demo – Discover IT, Decide IT, Do IT!	
4:25 - 4:55				How To Run An Efficient Practice With Clients On Different Software Packages

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12:00 - 12:45	Single Touch Payroll: A lever to grow your business	Making apps part of your value proposition	Successful networking	Achieving the paperless office	Succeeding in succession planning	Let's chat: making the break from internal emails
2:15 - 3:00	Leveraging LinkedIn for Leads	Diversity in the workforce	Hiring & retaining top talent	Work less, live more – life hacks	Working & communicating with Millennials	Perfect pitch: nail your value in a single sentence
3:15 - 4:00	Single Touch Payroll: A lever to grow your business	Making apps part of your value proposition	Successful networking	Achieving the paperless office	Succeeding in succession planning	Let's chat: making the break from internal emails

<b>SMSF NOW</b> Theatre 5	<b>BUSINESS &amp; FINANCE</b> Theatre 6	<b>BUSINESS ADVISORY</b> Theatre 7	<b>PERFECT PRACTICE</b> Theatre 8
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<b>9:30 - 10:00</b>	How To Use Big Data, Machine Learning And AI To Increase Your SMSF Profits		How To Create More Value When You Can't Create More Time	
<b>10:05 - 10:35</b>	The Quest To Find A Decent Reporting Tool For Mid-Size Companies		Automate To Survive And Handle More Customers, More Easily	
<b>10:40 - 11:10</b>	Best Strategy To Build An SMSF Portfolio? Customer Satisfaction		How To Turn That Problem File Into A Client For Life	
<b>11:15 - 11:45</b>	CA, CPA, FCPA: Are Accreditations Worth What They Used to Be?		Talking Tech With Clients – The Newest Part Of Your Job	
<b>11:50 - 12:20</b>	How Do Your Services And Pricing Compare To The Market? From The Future Of SMSF Survey		What Can You Do With Microsoft's Power Apps And Power BI?	
<b>12:25 - 12:55</b>	From Frustration To Freedom – How To Systemise Your Business		Create The Perfect Daily Schedule For A Bookkeeping Firm	
<b>1:30 - 2:00</b>	How Cloud Technology Can Change Your Client Conversations And Grow Your Business		How To Turn Budget Night Into Extra Consulting Revenue	
<b>2:05 - 2:35</b>		Trouble With Inventory? How To Tell When Your Client Needs To Upgrade Their Stock Management		The Pricing Spectrum: From Hourly Billing To Value Pricing
<b>2:40 - 3:10</b>	Top SMSF Issues For Accountants And Trustees In 2019		How to Avoid The Credit Crunch And Find Funding For Your Clients	
<b>3:15 - 3:45</b>		E-invoicing – What Is It, And How Can I Prepare?		The Importance Of People Planning
<b>3:50 - 4:20</b>	Can A Machine Audit An SMSF? Yes It Can!		Why Specialisation Is A Powerful Strategy For Any Firm	
<b>4:25 - 4:55</b>		How To Catch The Boom In Ecommerce Accounting		Begin With The End In Mind: Defining Your Perfect Practice

### Tech Talks

AGENDA							
<b>10:35 - 10:50</b>	Big Changes To How You Process ATO Correspondence – Are You Ready?	<b>12:05 - 12:20</b>	100% Digital Communication With Your Suppliers And Buyers From Day One	<b>1:35 - 1:50</b>	Securing Your Business In The Cloud Era	<b>3:20 - 3:35</b>	One-Click Collations: This Is A Magic Button For Accountants
<b>11:05 - 11:20</b>	So Your Client's Got A Stock Problem	<b>12:35 - 12:50</b>	Accelerate And Simplify The Way You Do Business With DocuSign	<b>2:05 - 2:20</b>	Compliance For Clients That Use Different Software Packages - There Is An Easier Way!	<b>3:50 - 4:05</b>	Technology For Growth: Online Accounting Tax And Practice Management Software
<b>11:35 - 11:50</b>	Learn How To Expand Your Services And Increase Your Revenue	<b>1:05 - 1:20</b>	3 Things GoCardless For Xero Can Help You Solve	<b>2:35 - 2:50</b>	When you fall victim to a cyber-attack, will they call you stupid or just irresponsible?		