



AGENDA

PRESERVATION, SUCCESSION AND RETIREMENT STRATEGIES FOR BUSINESS OWNERS IN TOUGH TIMES

8:30 – 8:45

Registration open

8:45 – 9:00

Conference Chair opening remarks

STATE OF THE MARKET: THE BUSINESS MARKET VALUE PROPOSITION IN AUSTRALIA – TOUGH TIME PLANNING

- Good Advice vs. Great Advice
- Key drivers to success
- Optimising your returns
- Business Life Cycle Planning
- Key Business Markets
 - Principal Dependant Practices
 - Family Business
 - Franchisor / Franchisee
- Specialisation
 - Industry
 - Geography
 - Other

9:00 – 9:45

PERSONAL PRESERVATION STRATEGIES IN TOUGH TIMES

PART 1: ASSET PROTECTION

- Overview
- Contingent Event Planning
 - Business Risk
 - Personal Risk
- Trends and Developments:
 - Complexity
 - Process
 - New Client
 - Reviews
 - Simplification
- Accelerating your Revenue Growth
- Avoiding Pitfalls
- Principles of Asset Protection
 - Principles
 - Case Study
- Entity Structures
 - Single
 - Multiple
- Asset Preservation and Financial Products
- Asset Preservation Events
 - Marriage
 - Family Circumstances
 - Business
 - Estate Planning
 - Other
- Action Items



9:45 – 10:30 **PERSONAL PRESERVATION STRATEGIES IN TOUGH TIMES**
PART 2: ESTATE PLANNING

- Overview
- Principles
- Strategies
 - Preventing Estate Shrinkage
 - Debt Cancellation
 - Family Provision Planning and Special Needs

10:30 – 11:00 **Refreshments and Networking Break**

11:00 – 11:45 **BUSINESS PRESERVATION STRATEGIES IN TOUGH TIMES**
PART 1: REPOSITIONING THE BUSINESS

- 3Rs of Business
- Your Business
- Your Client's Business
- Business Value
 - Increasing Equity
 - Sustainable Returns
- Entity Structures
 - Business Risk and Asset Protection
 - Possible Structure
- Document Review
 - Checklist
- Personal Preservation Planning

11:45 – 12:30 **BUSINESS PRESERVATION STRATEGIES IN TOUGH TIMES**
PART 2: EXTRACTING WEALTH FROM THE BUSINESS

- Balance Sheet and Off Balance Sheet Planning
- Treasury Planning
 - Financial Statements
 - Timing
 - Amigos
- Business Wealth Extraction
- Options
- Business Preservation Strategies
- Action Items

12:30 – 1:45 **Luncheon**

1:45 – 2:15 **PLANNED BUSINESS EXIT STRATEGIES IN TOUGH TIMES**
PART 1: PLANNING MATRIX

- Overview
- Structuring the Exit for Maximum Benefits
- Format and Structure – Case Study - Family Business
 - Successor
 - Satisfactory Return
 - Tax Favoured Profits
 - Continuing Family Involvement
 - Buyer Availability
- Choice – Keep Sell or Liquidate the Business
- SMSF Retirement and Exit Strategies for Business Owners
- Debt and Equity Buy In Strategies
- Action Items

2:15 – 3:00 **PLANNED BUSINESS EXIT STRATEGIES IN TOUGH TIMES**
PART 2: IMPLEMENTATION

- Overview
- Case Study - Family Business
- Process



- Identification
- Analysis
- Options
- Solutions
- Checklist
- Summary
 - Return on Your Investment
 - Action Items

3:00 – 3:15

Refreshments and Networking Break

3:15 – 3:45

CONTINGENT BUSINESS EXIT STRATEGIES AND TRANSACTIONS IN TOUGH TIMES

PART 1: PLANNING MATRIX

- Overview
 - Old World - Complex, Time Consuming and Profitable?
 - New World - Structured Advice
- Seven Step Process
 - Parties
 - Business Entity
 - Business Value
 - Exit Triggering Events
 - Agreements
 - Funding
 - Structure
 - Other Considerations
 - Tax - 3 Taxing Points
 - Loans - To and From the Business
 - Family - Personal Estate Planning

3:45 – 4:30

CONTINGENT BUSINESS EXIT STRATEGIES AND TRANSACTIONS IN TOUGH TIMES

PART 2: IMPLEMENTATION

- Overview
- Case Study - Principal Dependant Business
- Process Issue Identification
 - Analysis
 - Options
 - Solutions
 - Checklist
- Summary
 - Return on Your Investment
 - Action Items

4:30 – 5:15

SPOTLIGHT ON INTERNATIONAL SUCCESS FACTORS: PANEL DISCUSSION

- Key considerations and success factors
- Key issues in structuring joint ventures and amigo strategies
- Aligning expectations including:
 - Time
 - Support
 - Access and Clients
- Examples of successful factors
- Designing and Delivering Business Advice Solutions
- Questions and Answers

**Closing Remarks from the Chair
Where to Now**