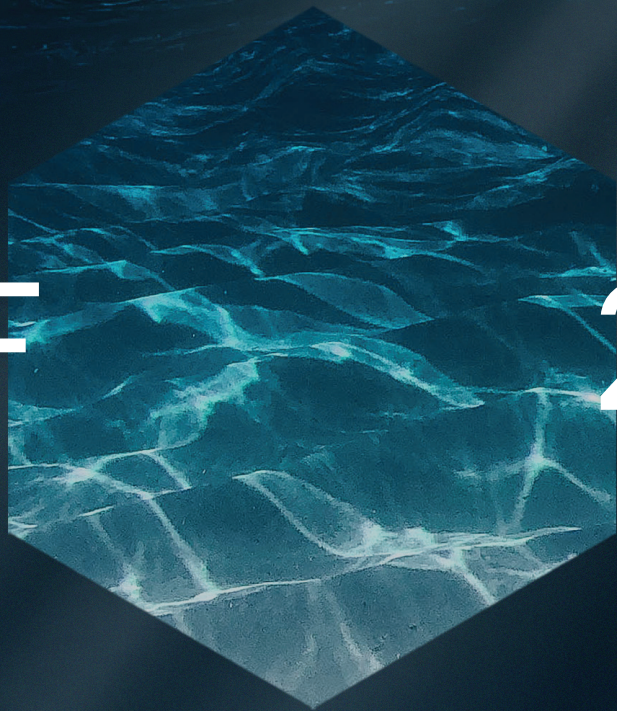


19 - 21
FEBRUARY
2020



SMSF
ASSOCIATION



2020
NATIONAL CONFERENCE



DELEGATE
WORKBOOK



PLATINUM PARTNERS



PREMIUM PARTNERS



VALUED PARTNERS



MEDIA PARTNERS



DESTINATION PARTNER



PRODUCT SUPPLIERS



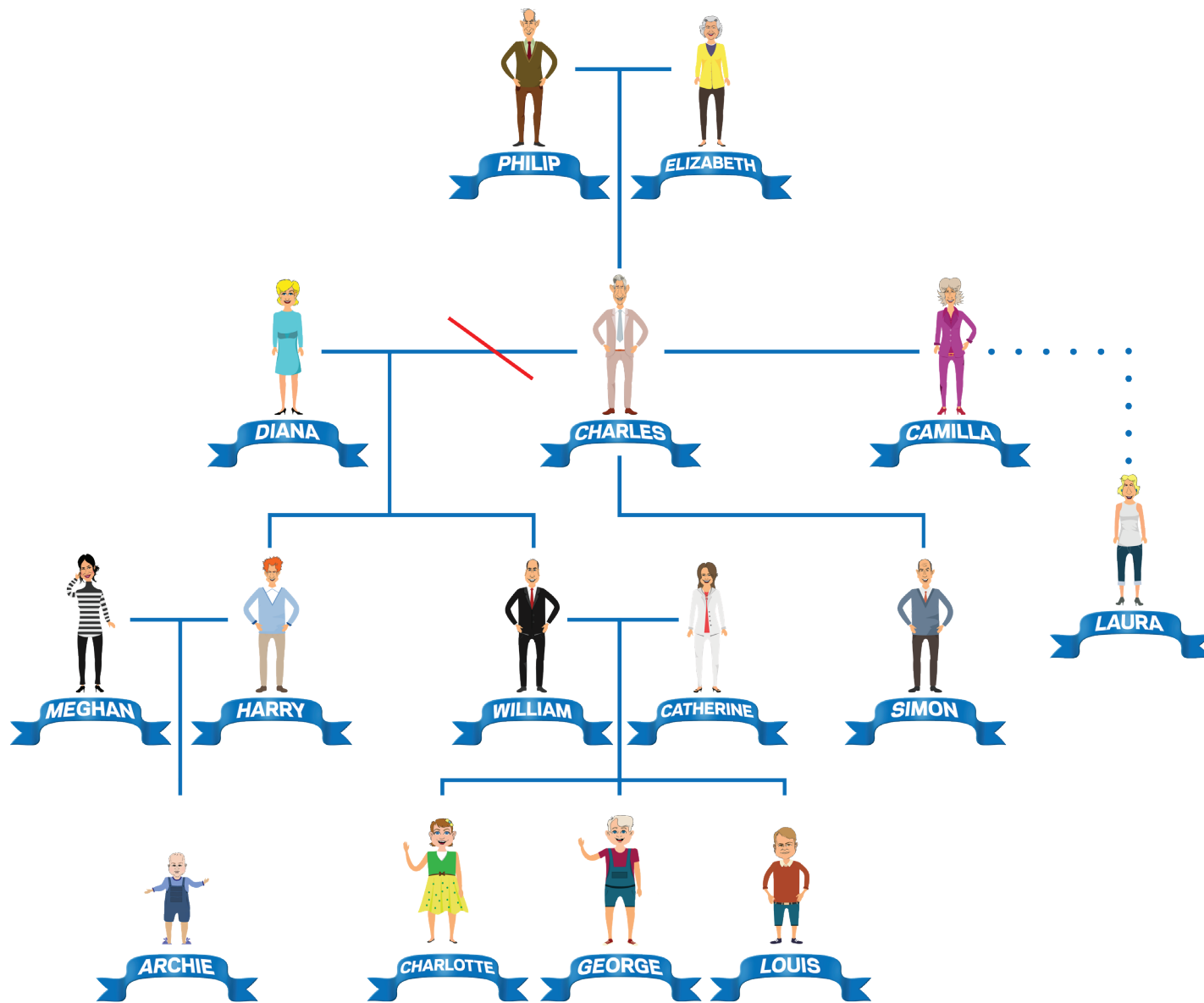
| | | | | |
|-------------------|---|--|---|--|
| 7:30am - 8:00am | Exhibition Hall Open | | | |
| 8:00am - 10:00am | <p>Thought Leadership Breakfast presented by BT - Central Room A SMSF and superannuation landscape in 2030 Panellists: Jeremy Cooper, Chairman, Retirement Income, Challenger Limited; Michael Blomfield, CEO, Investment Trends; John Maroney, CEO, SMSF Association and Michael Rice, Executive Director, Rice Warner. Facilitated by: Melinda Howes, General Manager - Superannuation, BT</p> | 8:15am - 10:15am | <p>Specialist only session - Arena 2 Carrying on a business in an SMSF Bryce Figot, Special Counsel, DBA Lawyers</p> | |
| 10:15am - 10:45am | Morning Tea - Exhibition Hall 1 & 2 | | | |
| 10:45am - 10:55am | Chair Address and Board Introduction - Arena 2 | | | |
| 10:55am - 11:15am | <p>Special Address - Arena 2 Senator the Hon Jane Hume, Assistant Minister for Superannuation, Financial Services and Financial Technology</p> | | | |
| 11:15am - 12:00pm | <p>Plenary Session 1 - Arena 2 Your conference compass: Hit the ground running with this Legs & Regs update Peter Burgess, General Manager, Technical Services & Education, SuperConcepts</p> | | | |
| STREAM | LEGS & REGS Arena 1B | STRATEGY Arena 2 | ADVICE, PRACTICE & REGULATORY Arena 1A | AUDITOR SESSION Room 5 & 6 |
| 12:15pm - 1:15pm | <p>Concurrent Session 1A Having 2020 vision at age 65 Bryan Ashenden, Head of Financial Literacy & Advocacy, BT</p> | <p>Concurrent Session 1B Alternative investment vehicles Daniel Smedley, Principal, Sladen Legal</p> | <p>Concurrent Session 1C AFCA and decision-making through a lens of fairness Dr June Smith, Deputy Chief Ombudsman, Australian Financial Complaints Authority (AFCA)</p> | <p>Concurrent Session 1D Current audit considerations Belinda Aisbett, Director, Super Sphere Pty Ltd</p> |
| | FP, ACC, ADMIN | FP, ACC, LAW | FP | AUD, ACC |
| 1:15pm - 2:05pm | Lunch - Exhibition Hall 1 & 2 | | | |
| 2:05pm - 3:05pm | <p>Concurrent Session 2A The Transfer Balance Cap 2 years on Yvonne Chu, Head of Technical and Professional Development, Australian Unity</p> | <p>Concurrent Session 2B SMSFs investing in related vehicles Phil Broderick, Principal, Sladen Legal</p> | <p>Concurrent Session 2C Getting SMSF advice right Neil Sparks, National Manager SMSF Strategy, BT</p> | <p>WORKSHOP Room 5 & 6</p> <p>Workshop 2D Dealing with death - Better the devil you know! Leigh Mansell, Director, SMSF Technical & Education Services, Heffron SMSF Solutions</p> |
| | FP, ACC, ADMIN | FP, ACC, LAW | FP | ALL |
| 3:05pm - 3:45pm | Afternoon Tea - Exhibition Hall 1 & 2 | | | |
| 3:45pm - 4:45pm | <p>Concurrent Session 3A The next frontier of SMSF and estate disputes Clinton Jackson, Partner, Cooper Grace Ward Lawyers</p> | <p>Concurrent Session 3B Pensions: The past, the present and the future Mary Simmons, Technical Manager, SMSF Association</p> | <p>Concurrent Session 3C Navigating the ethical path in the new advice world Craig Day, Executive Manager, Technical Services, Colonial First State; Nidal Danoun, Principal Director, Prosperity Financial Services and Dr. Tracy Wilcox, Associate Professor, UNSW</p> | <p>WORKSHOP Room 7 & 8</p> <p>Workshop 2E Ageing clients, advice and ethics Louise Biti, Director, Aged Care Steps</p> |
| | FP, ADMIN, LAW | FP, ACC, ADMIN | FP | ALL |
| 5:00pm - 5:45pm | <p>Plenary Session 2 - Arena 2 Conflicts in SMSFs - Estate planning & conflict - What have the cases taught us? Scott Hay-Bartlem, Partner, Cooper Grace Ward Lawyers</p> | | | |
| 5:45pm - 7:45pm | La Trobe Financial Welcome Reception - Exhibition Hall 1 & 2 | | | |



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|-------------------|--|--|---|--|--|--|
| 7:30am - 8:45am | Audit Discussion Group Breakfast - Rooms 5 & 6 Belinda Aisbett, Director, Super Sphere Pty Ltd; Katrina Fletcher, Director, Elite Super and Kellie Grant, Director, SMSFs Approved Auditors Portfolio Superannuation, Australian Taxation Office | | | | | |
| Open from 8:00am | Exhibition Hall Open | | | | | |
| 9:00am - 10:00am | Plenary Session 3 - Arena 2 The contribution strategy landscape in 2020 Meg Heffron, Managing Director, Heffron | | | | | |
| 10:00am - 10:40am | Morning Tea - Exhibition Hall 1 & 2 | | | | | |
| STREAM | LEGS & REGS Arena 1B | STRATEGY Arena 2 | ADVICE, PRACTICE & REGULATORY Arena 1A | WORKSHOP Room 5 & 6 | WORKSHOP Room 7 & 8 | |
| 10:40am - 11:40am | Concurrent Session 4A Managing the SMSF liquidity problem Natasha Panagis, Technical Manager, AIA Australia FP, ACC | Concurrent Session 4B The small business CGT concessions and super - The practical aspects Darren Wynen, Director, Insyt Pty Ltd FP, ACC | Concurrent Session 4C A regulatory update from the ATO on practical issues with SMSFs Dana Fleming, Assistant Commissioner-SMSF Segment, Australian Taxation Office ALL | Workshop 4D Dealing with death - Better the devil you know! Leigh Mansell, Director, SMSF Technical & Education Services, Heffron SMSF Solutions ALL | Workshop 4E Ageing clients, advice and ethics Louise Biti, Director, Aged Care Steps ALL | |
| 11:50am - 12:50pm | Concurrent Session 5A All things LRBAs William Fettes, Senior Associate, DBA Lawyers FP, ACC, LAW | Concurrent Session 5B CGT & ECPI - 3 years on Melanie Dunn, Head of Technical Services, Actuary, Accurium ACC, AUD | Concurrent Session 5C Compliant SMSF advice - What does this look like? Christina Kalantzis, Principal, Alexis Compliance & Risk Solutions Pty Limited FP | | | |
| 12:50pm - 1:40pm | Lunch - Exhibition Hall 1 & 2 | | | | | |
| 1:40pm - 2:40pm | Concurrent Session 6A SMSF residency issues Jemma Sanderson, Director, Cooper Partners Financial Services FP, ACC, LAW | Concurrent Session 6B Venture into SMSF property development Tim Miller, Education Manager, SuperGuardian FP, ACC | Concurrent Session 6C TPB happenings Julie Berry, TPB Board Member, Tax Practitioners Board FP, ACC | Workshop 6D Auditor workshop Shelley Banton, Head of Technical, ASF Audits and Katrina Fletcher, Director, Elite Super | Workshop 6E Repurposing sole purpose Craig Day, Executive Manager, Technical Services, Colonial First State and Mark Ellem, Executive Manager, SMSF Technical Services, SuperConcepts | |
| 2:40pm - 3:20pm | Afternoon Tea - Exhibition Hall 1 & 2 | | | | | |
| 3:20pm - 4:20pm | Concurrent Session 7A Family breakdown & TBC issues Daniel Butler, Director, DBA Lawyers FP, LAW | Concurrent Session 7B All things SMSF tax administration Brooke Hepburn-Rogers, Director, Stellar Super ACC, ADMIN | Concurrent Session 7C Values ² - Ethics for competitive advantage Professor Melinda Edwards, Professor of Practice, QUTeX ALL | | | |
| 4:30pm - 4:50pm | Special Address - Arena 2 Stephen Jones MP, Shadow Assistant Treasurer & Shadow Minister for Financial Services | | | | | |
| 4:50pm - 5:45pm | Plenary Session 4 - Arena 2 The case for character Michael McQueen, Speaker, Trend Forecaster and Author | | | | | |
| 5:45pm - 7:45pm | Allianz Retire+ Networking Function - Exhibition Hall 4 | | | | | |

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|-------------------|--|---|---|--|--|--|
| Open from 7:30am | Exhibition Hall Open | | | | | |
| STREAM | LEGS & REGS Arena 1B | STRATEGY Arena 2 | ADVICE, PRACTICE & REGULATORY Arena 1A | | | |
| 8:30am - 9:30am | Concurrent Session 8A Who do you think they are? Caroline Harley, Executive Manager - Strategic Advice Specialist, Commonwealth Private Office, CBA FP, LAW | Concurrent Session 8B Wind up an SMSF Peter Crump, Private Client Adviser, AMP Advice FP, ACC, ADMIN | Concurrent Session 8C Understanding the SMSF environment map Aaron Dunn, CEO & Co-Founder, Smarter SMSF ALL | | | |
| 9:40am - 10:40am | Concurrent Session 9A The pension advice pickle - How has advice to establish an ABP become so diverse? Adam Goldstien, Advisor, Skeggs Goldstien FP | Concurrent Session 9B Business owners: their SMSF and related succession issues Jon de Fries, Senior Consultant - Succession Advice, MLC Advice FP, LAW | Concurrent Session 9C Defining value in your SMSF business model Aaron Dunn, CEO & Co-Founder, Smarter SMSF ALL | | | |
| 10:40am - 11:15am | Morning Tea - Exhibition Hall 1 & 2 | | | | | |
| 11:15am - 11:45am | Plenary Session 5 - Arena 2 ATO & SMSF Association - Future direction James O'Halloran, Deputy Commissioner-Superannuation, Australian Taxation Office and John Maroney, CEO, SMSF Association | | | | | |
| 11:45pm - 12:35pm | Plenary Session 6 - Arena 2 Conference wrap-up Peter Hogan, Head of Technical, SMSF Association; Craig Day, Executive Manager, Technical Services, Colonial First State and Scott Hay-Bartlem, Partner, Cooper Grace Ward Lawyers | | | | | |
| 12:35pm - 12:55pm | Closing Address - Arena 2 | | | | | |
| 1:10pm - 2:30pm | Charter Hall Final Day Luncheon - Exhibition Hall 3 James Castrission and Justin Jones, Two Aussie explorers constantly pushing the boundaries of human endurance. | | | | | |

Program details are correct at the time of printing but may be subject to change.



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Retirees

Philip and Elizabeth

Philip, aged 92, and Elizabeth, aged 88, have been married for 70 years. Their only son, Charles is 67.

Charles has given Philip and Elizabeth three wonderful grandchildren, Harry, William and Simon. William has three children, their great grandchildren, George, Charlotte and Louis. Harry has also recently become a father with the birth of Archie.

Philip and Elizabeth still comfortably live in their family home of 60 years.

Philip retired when he was 55 years old. Elizabeth was, for all of her married years, a homemaker. Philip invested regularly in the stock market over his working life. In addition, Elizabeth inherited a substantial share portfolio from her mother. Philip also inherited from his parents, which he also invested.

Neither Philip nor Elizabeth are of the generation who looked to superannuation to fund their retirement. Their collective share portfolio funds their retirement needs and still provides sufficient cash to pay their increasing medical bills. They are unconcerned with the moving capital value of their share portfolio and are content to live on the dividends paid.

Both Philip and Elizabeth consider their health to be good for their age. They cannot travel anymore and neither of them drive a car.

They both love to see their grandchildren and great grandchildren, but find a few hours, with the young ones especially, is becoming too much for them.

Pre-retirees - blended family

Charles and Camilla

Charles, 67 has been married to Camilla, 62, for 14 years.

Charles was previously married to Diana and they had two children together, William, 38, and Harry, 34.

Diana passed away tragically 25 years ago.

Charles is semi-retired, working 2 days a week in the accounting firm where he was a partner for 30 years. Camilla retired from teaching just before her 55th birthday.

Charles also has a son, Simon, 42, from a previous relationship. He and the mother were not married at the time but Charles did provide maintenance for Simon until he finished a university degree aged 24. He and Simon are estranged.

Camilla has a daughter Laura, 36, from a previous marriage. They get on well and regularly catch up.

Charles and Camilla are both in reasonable health.

Families with young children

William and Catherine

Charles and Diana's eldest son is William.

William is 38, married to Catherine, also 38, and has three children, George, 8, Charlotte, 5 and Louis, 2. Neither William nor Catherine have children from a previous relationship.

William is a shareholder, director and site manager in his own housing construction company. Catherine is a qualified child carer who has been out of the workforce for a number of years but is currently considering going back to work part time. She is also a director and shareholder in the construction company.

Both William and Catherine are in good health as far as they are aware. They have no history of medical problems.

Harry and Meghan

Charles and Diana's second son is Harry.

Harry is 34, married to Meghan 35, and they have one son, Archie aged 1.

Harry and Meghan are involved in paid work for charities both in Australia and overseas. Travel is more problematic for them with the arrival of Archie.

Both are in good health.

SMSF and superannuation landscape in 2030

Jeremy Cooper
Chairman
Retirement Income
Challenger Limited

Michael Blomfield
CEO
Investment Trends

John Maroney
CEO
SMSF Association

Michael Rice
Executive Director
Rice Warner

**Facilitated by
Melinda Howes**
General Manager,
Superannuation
BT

Looking a decade into the future, after continued political, media and public debate, will the retirement income system have settled after undergoing massive upheaval and implementation of the most significant reviews and reforms in recent memory?

During the Breakfast, the panel will:

- Debate and speculate what the SMSF sector will look like in 2030.
- Question the policy changes that would need to occur to maintain a successful and efficient retirement income system.
- Delve into the areas of risk for the sector especially in regards to the impact of evolving technology, regulation and demographic pressures.
- Determine what the SMSF sector may need to do to stay relevant.

PRESENTED BY



Carrying on a business in an SMSF

Bryce Figot
Special Counsel
DBA Lawyers

This session aims to separate the 'law' from the 'lore' of when SMSFs can run a business. It will examine:

- What case law says and what the ATO have said.
- How to achieve your clients' goals while clearly complying with all relevant laws.
- Different structuring options for business-like activities; and
- Most common mistakes.

This session will have a strong focus on real estate development businesses, however, it will also cover other types of businesses too.

LEARNING OUTCOMES

By attending this session, you will learn:

- How to identify which activities can reasonably be carried on in an SMSF and which can not.
- How to practically and prospectively manage the risks most likely to arise when an SMSF carries on business-like activities.
- How to deal with the most likely potential contraventions when an SMSF carries on business-like activities.

Your conference compass: Hit the ground running with this Legs & Regs update

Peter Burgess
General Manager, Technical Services & Education SuperConcepts

This year's technical program will once again kick-off with this high level, rapid-fire SMSF legislation stocktake session. From an SMSF legislation perspective, 2019 was a very challenging year. At the start of 2019, with a change in government looming, our focus was on a very different set of legislative policies, and then, when the Government was re-elected, our attention immediately switched to those measures which had lapsed with the calling of the Federal Election and measures announced in the 2019 Federal Budget. This session will provide a high level stocktake of the new and re-introduced measures most relevant to SMSFs which, in recent times, have either been passed into law or introduced into the parliament. This session will also preview the Government's 2020 SMSF policy agenda, provide a high level overview of other key regulatory developments and will signpost the sessions throughout the conference which will provide further detail.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Identify legislative changes impacting SMSFs.
- Explain recent ATO SMSF compliance campaigns and technical communications relevant to SMSFs.
- Understand the Government's 2020 SMSF policy agenda.
- Identify other conference sessions which will provide further detail.

Having 2020 vision at age 65

Bryan Ashenden
Head of Financial Literacy & Advocacy BT

With changes proposed to superannuation from 1 July 2020, having 20:20 vision on the opportunities for members around age 65 will present significant planning and wealth accumulation opportunities. But the opportunities do go beyond the changing contributions and work test rules. In this session we will focus on what the work test changes means for contributions this financial year, what other measures under super law are tied in to age 65, and what does a future misalignment in age defined measures mean this year and for the future.

LEARNING OUTCOMES

By attending this session, you will:

- Be able to identify contribution opportunities that arise in the lead up to 30 June 2020, particularly for clients approaching age 65.
- Understand where differences in legislative requirements around ages present planning opportunities for clients.
- Be able to identify areas of proposed changes that may require an SMSF Deed to be updated.

Alternative investment vehicles

Daniel Smedley
Principal
Sladen Legal

As we know, SMSFs are common tools for accumulating wealth during working years and distributing those funds post retirement. However with recent changes to contribution caps, increased complexity as to the management of SMSFs and restrictions on access to those funds pre-retirement, are there more suitable investment opportunities that individuals should consider?

In this session Daniel will compare the advantages and disadvantages of structures which may provide an alternative to superannuation funds. Consideration will be given to the asset protection, taxation and flexibility elements of structures including:

- Companies
- Discretionary trusts
- Unit trusts
- Partnerships
- Joint ventures

LEARNING OUTCOMES

By attending this session, you will:

- Be able to understand potential alternative structures to SMSFs and the advantages and disadvantages they can present.

AFCA and decision-making through a lens of fairness

Dr June Smith
Deputy Chief Ombudsman
Australian Financial
Complaints Authority
(AFCA)

Hear from Deputy Chief Ombudsman, Dr June Smith, about the focus on fairness at AFCA and research being undertaken to articulate how fair decisions are made. Meeting the expectations of financial firms and complainants into the future means unpacking fairness and finding the key to applying it consistently. In this engaging session June will also provide an overview of AFCA's first 12 months, what's trending, what's changing and how the organisation is rising to the challenge.

LEARNING OUTCOMES

By attending this session, you will have gained:

- A good understanding of the role of financial external dispute resolution.
- An appreciation of how AFCA will make decisions within its fairness jurisdiction.
- The ability to apply AFCA's approach to the legal and ethical obligations associated with the provision of financial advice to SMSFs.

Current audit considerations

Belinda Aisbett
Director
Super Sphere Pty Ltd

This session will discuss the position of the ATO on a number of matters and how auditors should factor these matters into their risk management and audit procedures moving forward.

LEARNING OUTCOMES

By attending this session, you will have a clear understanding of:

- Investment strategies - Why the ATO singled out 17,700 SMSF's on diversification, and what auditors should be checking.
- SMSF wind up considerations - Being aware of what the ATO suggests versus what happens in practice.
- NALE - When the auditor must consider non-arm's length expenditure, and how will this impact the fund tax calculations?

The Transfer Balance Cap 2 years on

Yvonne Chu
Head of Technical and Professional Development
Australian Unity

Time flies, we have now been living with the Transfer Balance Cap (TBC) for over two and a half years. In this presentation we'll have a deep-dive into various aspects of the Transfer Balance Cap focusing on what we have all learnt so far, and practical issues. We'll also endeavour to look at practical tips and pitfalls, as well as how to address excess TBC situations.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Gain an in-depth understanding of practical issues with transfer balance cap issues.
- Avoid common pitfalls.
- Learn best practice.

SMSFs investing in related vehicles

Phil Broderick
Principal
Sladen Legal

For SMSFs, investing in related entities can be a blessing or a curse. When done correctly, such structures can create value and add opportunities for SMSFs. Whereas, incorrectly structured investments can cause significant regulatory and tax issues for SMSFs.

This session will examine the regulatory and tax issues that must be considered when investing in related structures. It will also consider various structures an SMSF can invest in such as:

- Regulation 13.22C structures
- Unrelated structures
- Pre-99 structures
- Partnerships and co-owners
- Joint ventures

LEARNING OUTCOMES

By attending this session, you will be able to understand:

- The issues and opportunities of SMSFs investing in related entities.
- The application of in-house asset rules to investments in trusts.
- The pros and cons of different investment structures for SMSFs.

Getting SMSF advice right

Neil Sparks
National Manager
SMSF Strategy
BT

20/20 vision means to have perfect vision. Hindsight also provides us with 20/20 vision of what has happened in the past.

2020 is a time when the industry will once again be undergoing significant transformation. How can advisers benefit from hindsight provided by the Royal Commission, ASIC Report 575 and the implementation of the FASEA reforms to advance SMSF advice in 2020 and beyond?

LEARNING OUTCOMES

By attending this session, you will understand:

- What advisers of SMSFs need to learn from ASIC report 575.
- ASIC’s recent regulatory activity reviewing SMSF advice, including recent cases where advisers have been banned from providing financial services.
- How to provide SMSF advice to ensure you meet the “Best Interest Duty.”

The next frontier of SMSF and estate disputes

Clinton Jackson
Partner
Cooper Grace Ward
Lawyers

SMSF death benefit payments are the new frontier of estate disputes.

Initially, the validity of the binding nomination was the focal point. That spotlight has now moved!

An increasing number of avenues are being used to attack death benefit payments, including deficiencies in the death benefit process, conflict issues and trustee good faith duties as well as issues with SMSF documentation.

As a result, it is now more critical than ever to:

- Ensure the death benefit payment decision stands up.
- Ensure you have the knowledge to be able to fight off an attack when it arises.

LEARNING OUTCOMES

By attending this session, you will:

- Understand and identify the potential causes of disputes in SMSF death benefit payments.
- Develop an understanding of the steps that can be taken to mitigate a dispute when paying SMSF death benefits.
- Understand the role of an adviser in assisting clients when paying SMSF death benefits so as to avoid disputes.

Pensions: The past, the present and the future

Mary Simmons
Technical Manager
SMSF Association

With the Transfer Balance Cap (TBC) now part of any retirement & estate planning strategy, it's important to have a good understanding of what pension strategies still work, what strategies need to be revisited and which ones are no longer feasible. This session will explore how pensions should be managed in the present, taking into account the introduction of the TBC, the new Transfer Balance Account Reporting (TBAR) regime and important changes to ECPI. The session will also look at how to manage pensions on the death of a member to optimise wealth for the future.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Understand the administrative, regulatory and tax impacts on pension strategies following the July 2017 super reforms.
- Critically evaluate the suitability of pension strategies and identify opportunities to restructure and optimise member benefits and wealth distribution.
- Understand the estate planning implications that flow on from pension strategies at the fund level and member level.

Navigating the ethical path in the new advice world

Craig Day
Executive Manager,
Technical Services
Colonial First State

Nidal Danoun
Principal Director
Prosperity Financial
Services

Dr. Tracy Wilcox
Associate Professor
UNSW

This session will work through some case studies exploring ethical dilemmas from an SMSF advice perspective. The session will explore:

- How to identify ethical dilemmas from an advice perspective.
- The different ethical frameworks that can be applied when addressing a situation.
- How the FASEA code of ethics may apply.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Describe the high level process required to identify ethical dilemmas.
- Outline the types of frameworks that can be used to assess ethical questions.
- Describe the high level interaction of the FASEA code of ethics in dealing with ethical dilemmas.

Conflicts in SMSFs - Estate planning & conflict - What have the cases taught us?

Scott Hay-Bartlem
Partner
Cooper Grace Ward
Lawyers

Trustees of SMSFs have discretion in deciding to whom a death benefit is paid - or do they? Recent years have seen this discretion practically eroded, and this can cause complications for getting the death benefit to the intended recipient.

Conflicts of interest are frequently being raised at death benefit payment time but with proper planning and care in the payment process these can be managed.

This session will look at the established cases, what advisers should be doing at death benefit planning stage to manage conflicts and what the impact of these conflicts can be when paying a death benefit.

There is another level of conflict with SMSFs that hasn't been explored in the cases yet. Will you be the case we are talking about at next year's conference?

LEARNING OUTCOMES

By attending this session, you will be able to:

- Understand and identify conflicts that may occur in the death benefit payment process from SMSFs.
- Understand the impact of conflicts on making death benefit payments from SMSFs.
- Know the possible steps to take when planning for how death benefits will flow from SMSFs to minimise conflicts.
- Become aware of other conflict issues with making death benefit payments from SMSFs.

The contribution strategy landscape in 2020

Meg Heffron
Managing Director
Heffron

2019/20 sees the beginning of a number of new contribution rules - catch up contributions, work test exempt contributions and more. In this session Meg will look at the strategic opportunities these and other contribution rules present. What should accountants and advisers be thinking about to help their clients make the most of their opportunities to contribute to an SMSF?

LEARNING OUTCOMES

By attending this session, you will learn:

- How to identify and implement strategies to make the most of catch up concessional contributions.
- How to identify and implement strategies to make the most of work test exempt contributions.
- Managing the rules generally where contribution caps depend on Total Super Balance.

Managing the SMSF liquidity problem

Natasha Panagis
Technical Manager
AIA Australia

There are many risks an SMSF faces when the majority of its funds are held in one asset such as property, particularly when an LRBA is used to acquire the asset. With the ATO raising concerns about SMSFs and the lack of investment diversification, clients with 'lumpy' illiquid assets must give proper consideration to diversifying their fund's investments or ensuring the fund has enough liquidity to safeguard the fund's assets.

This session will consider how insurance can play an important role in providing liquidity to an SMSF when paying a death benefit from the fund. Included is a discussion on why SMSF trustees should start with the end in mind and how insurance can provide a platform for a robust exit strategy following the death or disability of a fund member. We also consider the challenges with unrelated business owners in SMSFs and address their options in the event of death or disability.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Analyse the ATO's approach to SMSF investment strategies and whether clients meet the regulatory requirements.
- Discuss and address the difficulties that may be encountered on the death or disability of a member particularly when a SMSF has illiquid assets and/or a LRBA.
- Identify the value for clients of including insurance as part of their SMSF investment strategy for liquidity purposes.

The small business CGT concessions and super - the practical aspects

Darren Wynan
Director
Insyt Pty Ltd

The small business CGT cap is an ideal opportunity for small business clients to boost their super savings. However, putting the theory into practice can be challenging given the nuances of the concessions, the one-off nature of selling a business and the precise timing requirements for contributing the CGT cap amount to super. Given these practical issues, this session will concentrate on case studies to provide attendees with a real-world understanding of how the concessions and the CGT cap apply in practice. The session will also identify strategies to maximise the amount contributed to super under the CGT cap.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Describe the critical conditions for accessing the small business CGT concessions.
- Explain what the CGT cap is and when it can be applied.
- Identify key strategies which can be used to maximise the CGT cap.

A regulatory update from the ATO on practical issues within SMSFs

Dana Fleming
Assistant Commissioner,
SMSF Segment
Australian Taxation Office

Join the ATO's Dana Fleming for an in-depth look at the key regulatory issues for 2020 and beyond. Dana will seek to provide further guidance on key questions the industry has, as well as provide the Regulator's view on other important matters for SMSFs. This session will cover:

- The ATO's key risk focus areas as part of the ATO's compliance and regulatory agenda in 2019/20 and beyond.
- What the key ATO decisions mean for your SMSF clients.
- What the new and emerging areas of focus are for SMSFs.

LEARNING OUTCOMES

By attending this session, you will:

- Gain an understanding of the ATO's experience in regulating SMSFs over the past few years.
- Gain knowledge of the trends and sector-wide issues the Regulator is seeing in SMSF compliance.
- Be able to describe the ATO's approach to regulating SMSFs for the next 12 months onwards.

All things LRBA's

William Fettes
Senior Associate
DBA Lawyers

The session will examine the tips and traps for implementing limited recourse borrowing arrangements in the new lending environment, including in relation to bare trusts and guarantee and indemnity agreements.

The session will also cover the latest on:

- Non-arm's length income under the revised laws.
- When an outstanding LRBA loan balance is counted as part of a fund member's total superannuation balance.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Understand key pitfalls of the new LRBA lending environment.
- Familiarise yourself with the new legislation impacting LRBA's, including in relation to non-arm's length income and total superannuation balance testing.

CGT & ECPI - 3 years on

Melanie Dunn
Head of Technical
Services, Actuary
Accurium

The CGT relief was available to compensate SMSF trustees impacted by the 2017 super reforms. Trustees impacted by the Transfer Balance Cap and changes to transition to retirement income streams could reset the cost base on assets prior to the new rules coming into force on 1 July 2017. However, how and when the relief could be applied was complex. This session will explore the impact of decisions made back at 30 June 2017 now that we are three years on. We will consider:

- A refresh on the CGT relief rules.
- How to correctly claim ECPI when an asset is sold.
- Issues arising when CGT relief was incorrectly claimed or not claimed at all.
- Strategies to maximise ECPI for assets which utilised the CGT relief.
- What happens when assets are sold at a loss.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Describe and apply the CGT relief rules to sale of assets post 1 July 2017.
- Identify opportunities to maximise ECPI on the sale of assets.
- Determine if CGT relief was correctly claimed at 30 June 2017.
- Understand the implications of an incorrect or no CGT relief claim at 30 June 2017.

Compliant SMSF advice - What does this look like?

Christina Kalantzis
Principal
Alexis Compliance & Risk Solutions Pty Ltd

Post Royal Commission, and the commencement of FASEA code - What does compliant SMSF advice look like?

This presentation will focus on a realistic approach on how to deliver and prepare a compliant SOA; having regard to:

- Satisfying the best interest duty.
- What are fair and reasonable fees.
- Whether the client understands the advice.
- Are the clients getting value from the advice?

LEARNING OUTCOMES

By attending this session, you will:

- Understand what are fair and reasonable fees.
- Know if clients are getting value for advice.
- Know how to strike the right disclosure balance and client level of understanding.
- Understand the SMSF 'red flags' and account balances.

SMSF residency issues

Jemma Sanderson
Director
Cooper Partners
Financial Services

SMSFs are a popular structure when considered in light of the Australian superannuation provisions. However, it is these provisions that can cause issues for SMSF members when their own residency and the residency of the SMSF are considered. Given the penalty for an SMSF ceasing to be an Australian superannuation fund is punitive, it is imperative that as advisers we are aware of how the rules operate and alerting clients to the risks and the strategies to mitigate those risks. In this session, Jemma will explore:

- The legislative framework and the areas where the biggest issues are encountered.
- How the 'safe harbour' in TR 2008/9 operates.
- You're in or you're out - the lack of discretion regarding the active member test.
- What are 'high level' decisions?
- How to manage the risks.
- Other considerations and strategies with respect to the definition of an Australian Superannuation Fund.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Identify the components of the definition of an Australian superannuation fund and when they may be breached.
- Consider strategies to mitigate the risk for international SMSF members.
- Understand and apply the safe harbour guidance.

Venture into SMSF property development

Tim Miller
Education Manager
SuperGuardian

SMSFs can undertake property development, it's just a matter of how. In this session we will take the compliance torch to developing a property in an SMSF and identify the good, the bad and the ugly when contemplating the parties to any arrangement as well as the transaction tips, trips and traps. Intertwining the conference case study with real life war stories this session will consider the following:

- Who is involved in the transaction - understanding Part 8 Associates.
- How non-arm's length income changes will impact property development.
- Carrying on a business in an SMSF.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Understand who is a related party in connection with a property development.
- Identify the key legislative provisions that apply to property development for SMSFs.
- Distinguish between transactions that are allowable from those that are not.

TPB happenings

Julie Berry
TPB Board Member
Tax Practitioners Board

Hear all the latest news and focus areas for the TPB. Learn about what the TPB is doing to ensure tax practitioners are complying with the TASA and the Code. The TPB will share some recent cases and discuss some of the common breaches they see.

LEARNING OUTCOMES

By attending this session, you will have a better understanding of the:

- Evolving nature of tax advice and related matters.
- The ongoing role of the TPB in maintaining the integrity and high standards of tax advice.

Family breakdown and TBC issues

Daniel Butler
Director
DBA Lawyers

The number of divorces equal 40% of marriages in any year - and then there are the breakdown of de facto relationships on top of this. We cover the various superannuation and related tax issues that arise in relation to a family breakdown including splitting super between separating couples. SMSF advisers need to be aware of the strategies that are involved in maximising the outcome for their client and it's not just a matter of getting a bigger dollar payout as there are tax and other drivers at play.

We examine:

- The key points about negotiating a super split.
- The key rules at play eg. preservation, proportioning (tax free and taxable) and related super rules.
- What happens when a pension is on foot and what TBC and TBAR issues arise.
- CGT roll over relief - do you claim or is it better to give rise to a CGT event?
- Practical considerations and more.

LEARNING OUTCOMES

By attending this session, you will improve your:

- Knowledge of the super splitting rules.
- Capability for negotiating a better outcome for your client.
- Awareness of the range of factors including super, tax and CGT in relation to a family breakdown.

All things SMSF tax administration

Brooke Hepburn-Rogers
Director
Stellar Super

This session will focus on:

- Tax administration within SMSFs in such areas as the new LRBA and TSB legislation.
- GST in the SMSF context.
- What NALE really means for your clients' SMSF; and
- Practical Superstream outcomes.

In addition, this session will analyse potential tax changes for the near future.

LEARNING OUTCOMES

By attending this session, you will:

- Understand how to effectively administer the tax obligations of your SMSF clients.
- Become aware of potential traps in regard to TSB.
- Appreciate potential areas of change in tax ahead.

Values² - Ethics for competitive advantage

Professor Melinda Edwards
Professor Of Practice
QUTeX

What do a cricket ball, one hundred dollar note and your grandma’s slippers have in common?

They each represent an uncomfortable blot on the current ethical landscape in Australia. A series of public enquiries revealing unthinkable practices by some of our most trusted institutions, from the charging of dead people to cruelty by carers towards our most vulnerable elderly citizens.

In the aftermath to such ethical failures, focus typically goes to strengthening compliance and regulation mechanisms, which has certainly been the case for the Banking, Superannuation and Financial Services Industry. The need to re-engage with ethics is no doubt being seen by some as redundant. However in our current crisis of institutional trust in Australia, it is also an opportunity.

More than ever people are making decisions with their wallet about the types of companies they want to be involved with and those organisations which align with the expectations of the community are at a competitive advantage. Current research indicates that being seen to do the right thing also improves the bottom line through enhanced employee engagement, customer engagement and investor confidence.

This session will explore why authentically engaging with ethical values = Values².

LEARNING OUTCOMES

By attending this session, you will explore:

- Why compliance alone is not enough.
- Why values alone are not enough.
- How ethical business practices deliver competitive advantage.
- Why doing the right thing matters to stakeholders and the risk of unethical behaviour on business outcomes.

The case for character

Michael McQueen
Speaker,
trend forecaster
and author

Audience members will leave this session with a blueprint for becoming an individual, brand or organisation that stands for something and reaps the rewards of doing so.

LEARNING OUTCOMES

By attending this session, you will understand:

- Why the marketplace today is more sceptical and discerning and how this creates an enormous opportunity.
- How purpose-driven and values-based brands have proven to be more lucrative, more loved and longer lasting than their competitors.
- How to build or rebuild trust through credibility, consistency, clarity and congruence.

Who do you think they are?

Caroline Harley
Executive Manager -
Strategic Advice
Specialist
Commonwealth
Private Office,
CBA

The legal fine print can sometimes make your clients strategy weaker or completely ineffective. When clients divorce, remarry, prepare wills and have specific strategies involving SMSFs sometimes relationship terms can have a different meaning at law to the commonly understood meaning. Words such as child, step-child, de facto and spouse may be impacted by nuances that can undo the good work done by financial advisers, accountants and lawyers for clients by not capturing the intended person. Come along to this session to find out some of the current pitfalls as outlined by the courts to support your clients in achieving their goals.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Understand how relationship terms may be interpreted differently in various legal environments.
- Recognise the types of situations that may be impacted by inadvertent word usage.
- Know when clients may benefit from a legal opinion.

Wind up an SMSF

Peter Crump
Private Client
Advisor
AMP Advice

So, it's time for the SMSF to cease operating. The fund needs to be wound up. It is not always a straightforward process and if done the wrong way at the wrong time can lead to unexpected outcomes for the trustees and members.

We will look at the important considerations to be addressed to avoid these problems and to ensure that there are no loose ends.

The session will include a checklist of issues which need to be considered by the adviser, accountant, trustees and members.

LEARNING OUTCOMES

By attending this session, you will:

- Understand the reasons why a SMSF needs winding up or to be considered.
- Understand the consequences of winding up when completed incorrectly or out of sequence.
- Understand the importance of explaining to clients the pathways to wind up at the time of commencing an SMSF.

Understanding the SMSF environment map

Aaron Dunn
CEO & Co-Founder
Smarter SMSF

We know that across regulatory reforms, legislative change and technological advancements that the SMSF sector is confronted with some significant headwinds for future growth. However, why is it in today's environment, some SMSF businesses are thriving where others cannot grow?

Through work completed in the 'Future of SMSFs' report, Aaron has identified three critical layers to build a successful modern SMSF practice:

1. Understanding the current SMSF environment.
2. Having a well-designed SMSF business model.
3. Targeted value proposition.

In a practicum at last year's conference, Aaron developed the 'five stages to an SMSF business', highlighting the challenges and key success factor for practitioners within a business model. This year, Aaron extends upon this work, taking attendees through an SMSF environment map in this session to better understand factors that will influence their future success.

LEARNING OUTCOMES

By attending this session, you will:

- Have an understanding of the five stages of an SMSF business model.
- Gain insights into how the SMSF environment impacts the success of business models today.
- Be clear about how key trends, the industry, market forces and the macro-economic environment play a role in defining your SMSF business model.
- Gain knowledge about the sector and at what stage your SMSF business is at to further develop the value proposition for existing and prospective SMSF clients.

The pension advice pickle - How has advice to establish an ABP become so diverse?

Adam Goldstien
Advisor
Skeggs Goldstien

This session will focus on the misalignment of licensing advice and SMSF member expectations and endeavour to combine research undertaken by the industry on SMSF investor profiles, member advice expectations and overlay the various licensing requirements to provide a Pension Advice Matrix.

LEARNING OUTCOMES

By attending this session, you will be able to:

- Understand when advice should be undertaken vs providing facts.
- Determine which SMSF investors require what advice.
- Understand one's professional obligations.

Business owners: their SMSF and related succession issues

Jon de Fries
Senior Consultant - Succession Advice
MLC Advice

As business owners are self-driven by nature, there's a significant overlap between this client segment and the SMSF advice market. For financial advisers, there's a significant opportunity to broaden their SMSF advice offering to encompass business succession.

This session will look at the issues when insuring through SMSFs for business succession purposes, unwinding limited recourse borrowing arrangements on occurrence of a succession event, as well as the intersection of the business owner's business succession and personal estate planning.

LEARNING OUTCOMES

By attending this session, you will have an understanding of:

- Business owner drivers for business succession planning.
- Issues with insuring through SMSFs for business succession purposes.
- Business owners' personal estate planning affairs.

Defining value in your SMSF business model

Aaron Dunn
CEO & Co-Founder
Smarter SMSF

This session explores the key layer of defining value for your SMSF clients as part of the three stages created by Aaron from his research in the Future of SMSF report.

Having spent time in the first session, understanding the broader SMSF environment and how it relates to the 'five stages of an SMSF business', Aaron drills down with attendees in a hands-on session to:

- Help you to define your value from a clearly defined set of problems, opportunities and jobs to be done for your SMSF clients.
- Break down your SMSF clients into key segments and evaluate your current value proposition to ensure that it stands-out from the crowd.
- Articulate the value of what you are promising to deliver to your SMSF clients, being able to demonstrate why someone will choose to become a client or continue an existing relationships with you and your SMSF business.
- Measure the success of the problems that you are solving for your SMSF clients, including understanding how pricing will be impacted through a redefined value proposition.

LEARNING OUTCOMES

This session will:

- Enable you to be clear on the type of SMSF client, the problems you solve, and why you can be distinctly better than the alternatives.
- Work through four key steps in creating a compelling value proposition within your SMSF business - Define, Evaluate, Measure and Build; and
- Help you to create a positioning statement that explains what you can provide for your target SMSF clients, how you do it uniquely well and why they should choose you over another provider.

ATO & SMSF Association - Future direction

James O'Halloran
Deputy Commissioner,
Superannuation
Australian Taxation Office

John Maroney
CEO
SMSF Association

This session will acknowledge the Statement of Intent between the ATO and the SMSF Association which has recently been renewed for a further three years. James O'Halloran, Deputy Commissioner of Taxation, will outline the importance of strategic partnership and how it will shape the interaction between the ATO and SMSF Association in the future. He will review the last three years and the achievements and how it has assisted the ATO in their role as Regulator.

John Maroney, CEO of the SMSF Association, will also outline the benefits of the Statement of Intent in relation to the activities of the Association and the opportunities that it affords the Association in assisting in the administration of the superannuation and tax law and the delivery of tax and superannuation initiatives which impacts on SMSFs and their advisers.

LEARNING OUTCOMES

By attending this session, you will have a clear understanding of:

- The purpose and impact of the Statement of Intent between the ATO and the SMSF Association.
- The benefits which arise with the open and collaborative relationship between the organisations.
- The benefits to your individual business and clients from this strategic partnership.

Conference wrap-up

Peter Hogan
Head of Technical
SMSF Association

Craig Day
Executive Manager,
Technical Services
Colonial First State

Scott Hay-Bartlem
Partner
Cooper Grace Ward
Lawyers

After two and a half days of technical learning and practice, our expert panel will consolidate the key takeaways from the 2020 program. Join Peter Hogan, Craig Day and Scott Hay-Bartlem in this relaxed discussion, where you'll be encouraged to consider what lessons and perspectives you found most valuable to take back to the office.

LEARNING OUTCOMES

By attending this session you will:

- Gain a summary of the key takeaways from the most pressing SMSF issues covered at this year's conference.
- Be ready to reflect on the learnings you took away from the sessions you attended.

finally, the open road

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