

building
better
together.



embracing change



2017 Conference

Hilton Newcastle Gateshead
15/16/17 November

The David Turnbull Award

The late David Turnbull, founder of the UK200Group, was a great believer that members would really only get out of the UK200Group benefits in proportion to the contribution they themselves made.

It is appreciated that attending the UK200Group Annual Conference is a great contribution both in money and in time. In honour and memory of David we would like to reduce the level of that contribution so that partners or potential partners of member firms who have not previously experienced a Conference may understand more fully the benefits of membership and the ethos of members and the Group.

The winners of the award last year saw this initiative as a very positive experience as you can see from the testimonials received and to this end we are offering a limited number of 'free places' once again.

(Free=Packages A, D, E, F, G)

In order to benefit from this award you must apply by close of business **Friday 15 September 2017** giving reasons why the individual might be granted this award.

The applicant must be:

- From a member firm who have already booked or will be sending at least one paying delegate to the 2017 Annual Conference

- A representative who has not previously attended the Annual Conference
- Prepared to send a short summary of how they enjoyed, benefited or otherwise from attending the Conference

The application for the award must be accompanied by a maximum of 50 words, as to why the individual should be selected to attend under the award.

There is no guidance as to what the criteria might be – it could be humorous, technical, or tongue in cheek but hopefully will demonstrate the UK200Group ethos and association benefits.

The number of places covered by the Award is limited and successful applicants will be advised by close of business on

Monday 25 September 2017.

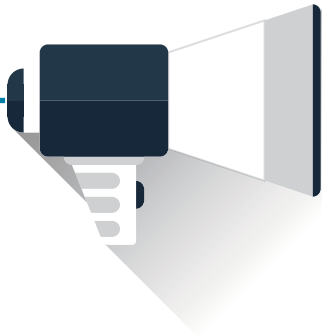
Entries should be sent to Helena Whitford, by email to hwhitford@uk200group.co.uk

The decision making process is in no way open to challenge, appeal or complaint in any way whatsoever but will be made with the full knowledge of the regulations set out in the Bribery Act!



What our friends say...

David Turnbull Award Winners



"I really enjoyed the Conference and found it a really useful way to speak to fellow professionals in order to be able to share skills, and gain an insight into how their practices work. There will be a number of these ideas that I can introduce into my own firm to ensure that we stay at the cutting edge of the accountancy world. The delegates were all so friendly making the whole experience really rewarding, and fun!"

Dan Jackson CB Chartered Accountants

I did come to the Conference a little apprehensive, but have had two wonderful days of meeting other accountants and lawyers and enjoyed the various topics with the talks. The event was thoroughly planned and I was made very welcome by the brilliant team at UK200. Looking forward to the next one.

Lina Pujara - RussellPhilips

"I really enjoyed attending the annual conference in Southampton. The topics covered by the various speakers were interesting, wide ranging and relevant. The engaging nature of the discussion group session was also a highlight. The social side, whilst very enjoyable, meant that there was ample opportunity to meet a variety of like minded professionals. For anyone thinking of attending the conference I would strongly recommend it."

Andrew Brown - Myerson

Thank you so much to all those involved in the preparation of a great two day conference. As my first time at the UK200Group conference I was unsure of what to expect, but found it to be different to any other conference I had attended before. From the informal dinner to the breakout sessions and the networking in between, I found the openness and engagement of all attendees to be refreshing and useful. It is clear that this engagement between members is the real benefit to being a member of the UK200Group. I look forward to attending conferences in the future.

Michael Smith - Robson Laidler

"When can I go back? What a fantastic experience, both in terms of the subject matter and presentation of the lectures and of the networking with likeminded professionals. Talks were topical yet highly interesting and entertaining. The part of the conference that really stood out however, was the social aspect. There was a real sense of togetherness. The theme of 'Building Better Together' really shone through."

James Dale, Anderson Barrowcliff

Attending the conference under the David Turnbull Award enabled me to experience the conference as a partner designate. The whole conference was interesting and I particularly enjoyed the open interaction between delegates and the sharing of knowledge and experience across the event, and felt that I benefitted greatly from this. I attended a discussion group which debated current hot topics, including Brexit and Making Tax Digital which I found extremely relevant. The overall quality of the speakers at the conference was first class and I found the whole event, interesting, engaging and informative. Thanks for the opportunity and I look forward to attending future conferences in a Partner capacity.

Gary Makin - Howard Worth

"To be awarded a place under the David Turnbull award on the 2016 UK200Group Conference was a privilege. The conference exceeded expectations in every way. The opportunity to discuss and share experiences and ideas with the other delegates was both valuable and informative. The speakers were engaging and covered topics which were relevant to my day to day work. There was a great atmosphere at the conference and it demonstrated to me the huge benefits which are available to me as a UK200Group member."

Dean Weale - Fiander Tovell



INTERNATIONAL FORUM

WEDNESDAY 15 NOVEMBER

12:30 REGISTRATION

13:00 LUNCH

14:00 WELCOME BY
INTERNATIONAL PANEL CHAIRMAN
David Stevens, Ellacotts

14:05 IMMIGRATION TRENDS OVER
THE PAST FEW MONTHS
Kelvin Tanner, Fragomen

The rise of the populist movement around the Globe, US/France/NL/Italy to name but just a few. What we are seeing on home shores in the UK.

14:35 INTERNATIONAL
OPPORTUNITIES

Doing Business in...

15:15 NETWORKING BREAK

15:30 FATCA LAW UPDATE
Clint Bateman, ABBM Group, Ltd LLP

The effect on US citizens living in the UK

15:50 IP POST EU MEMBERSHIP
Philip Partington, Virtuoso Legal

Changes in how companies should approach their IP following Brexit

16:15 BREXIT - IFS, BUTS AND
MAYBES

Conor Mullany,
Mullany Walsh Maxwells
Neal Morrison, McInerney Saunders

Opportunities/implications for professionals in Ireland

16:40 BUILDING ON THE
STRENGTHS OF OUR
INTERNATIONAL CONNECTIONS
David Stevens, Ellacotts

17:00 CLOSE

**WEDNESDAY INFORMAL
DINNER**

19:15 Meet in the foyer of the hotel for a short walk up the hill to the Restaurant, Raval, Gateshead

19:45 INFORMAL DINNER



SPEAKERS



David Stevens
Ellacotts LLP
www.ellacotts.co.uk



Philip Partington
Virtuoso Legal
www.virtuosolegal.com



Kelvin Tanner
Fragomen
www.fragomen.com



Neal Morrison
McInerney Saunders
www.mcinerneysaunders.ie



Clint Bateman
ABBM Group, Ltd LLP
www.abbmgroup.com



Conor Mullany
Mullany Walsh Maxwells solicitors
www.mwmlegal.ie





DAY ONE embracing change

THURSDAY 16 NOVEMBER

08:15 REGISTRATION

09:00 WELCOME BY conference chairman Nick Willis

09:10 THE ECONOMY
Justin Urquhart Stewart, 7IM

The implications for SMEs in the EU and UK markets.

Back by popular demand Justin will once again give an account on the state of the Economy in his unique insightful and entertaining way.

10:10 FIT FOR THE FUTURE
A strategy to future proof the UK200Group
Declan Swan CEO, UK200Group

The content will cover:

- a) How we have done this year
- b) The challenges ahead
- c) Our strategy for the future.

10:30 NETWORKING BREAK

10:45 THE COLLECTIVE POWER OF DIGITALISATION
Richard McNeilly, Dains and Chair of UK200Group Digitalisation Taskforce

How the UK200Group can harness technology to 'Build Better Together' Taskforce

11:15 BEYOND THE CLOUD
Rob Lambden, Online50

Accountants and Lawyers of tomorrow

11:45 DISCUSSION GROUPS

13:00 TECHNOLOGY INSIGHTS

An interactive session where leading technology service providers will give short, sharp into the latest trends in digitalisation that will have a impact on accountancy and law firms.

13:30 LUNCH

14:20 BREXIT - OPPORTUNITY OR RISK FOR MERGERS & ACQUISITIONS
Members of the Corporate Finance Panel, **Simon Blake**, Price Bailey and **David Martin**, Knill James

14:50 WHY YOU SHOULD INVEST IN YOUR PEOPLE!
Michael Siviter, Mercia Group

Highlight the importance of developing the team

15:20 MOVEMENT OF PEOPLE
George Koureas, Fragomen

We will consider and discuss trends in the market re movement of economic migration - effect on US and UK as well as recent changes in Australia. Take a closer look at the UK and categories available and what is on the horizon.

16:00 NETWORKING BREAK

16:15 AGM (MEMBERS ONLY)

19:15 DRINKS RECEPTION

20:00 GALA DINNER
After Dinner Speaker
Fab Flournoy MBE
Player/Coach of the Newcastle Eagles Basketball team who compete in the British Basketball League and also a commentator for BBC 5 Live.

23:00 CHARITY EVENT
In support of Chronicle Sunshine Fund and Cash for Kids



SPEAKERS



Nick Willis
Conference Chairman
and Senior Partner of
George Hay



Justin Urquhart Stewart
7IM

Justin is one of the most recognisable and trusted market commentators on television, radio, and in the press. In early 2001, he co-founded Seven Investment Management (7IM), which now manages and administers around £6 billion on behalf of professional financial wealth managers, intermediaries and their clients. Justin has a keen interest in developing the investment market to break down as many of the traditional barriers as possible for both private investors and smaller companies.



Declan Swan CEO
UK200Group

Declan joined the UK200Group in September 2015. Previously he was involved in developing and leading membership organisations across UK and Ireland. Declan has a background in skills and training and has worked across not-for-profits, charities and commercial organisations. Declan has a passion for learning and helping others develop their careers.



Richard McNeilly
Dains

Richard is responsible for supporting clients in building their business in order to achieve long term strategic ambitions. Richard spent 16 years in the Banking sector and has been with Dains since 2006. He has been instrumental in the growth of Dains and this experience is put to good use when advising clients. He is very often involved in helping clients find new funding sources, including grant funding in order to enable long term growth.



Rob Lambden
Online50

Rob founded Online50 in 2001 when there was no online accounting industry and before we talked about "the Cloud". His focus is empowering people, not software. Originally a Physics graduate his career has spanned software engineering, product marketing and sales with over 20 years at board level. His relaxed and engaging speaking style enables him to cover complex and technical subjects with a sense of humour and clarity of insight.



Simon Blake
Price Bailey

Simon is the Chairman of the UK200Group Corporate Finance Panel - Simon's role includes lead advisory work on strategic corporate finance activities primarily for private limited companies and their owners, and covering mergers, acquisitions and disposals, management buy-outs and management buy-ins, fund raising, valuations and commercial re-organisation.



David Martin
Knill James

David is a partner at Knill James. He was previously a partner in Mazars LLP and has also worked in senior positions in two 'Big four' practices. He has a wide range of international experience, having worked in more than 15 countries worldwide. David is a member of the UK200Group Corporate Finance Panel and is an expert in corporate finance and transaction support. Outside of work David is a keen cyclist with a passion for the high mountains.



Michael Siviter
Mercia Group

Michael is a senior training consultant within Mercia's Management Training Division. He qualified as an accountant with Rolls Royce. He has an energetic and dynamic style and has the ability to develop a strong rapport with his audience, helping them learn quickly and effectively. He is a certified NLP practitioner and coach and worked alongside the UK200Group in developing and delivering the new Pathways programme in 2017.



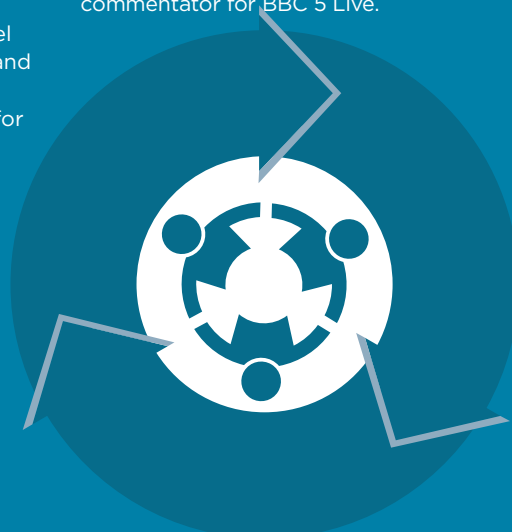
George Koureas
Fragomen

George is a Partner and solicitor based in the Fragomen London office and has worked in UK immigration law for over 13 years. He has considerable experience in all areas of UK business immigration, including international transfers and hires under the Points Based System (PBS), applications under the UK immigration rules for high net worth individuals, sponsorship for companies seeking to establish themselves in the UK, settlement, European visas and residence, and applications for British citizenship.



Fab Flournoy MBE
After dinner speaker

Player/Coach of the Newcastle Eagles Basketball team who compete in the British Basketball League and also a commentator for BBC 5 Live.





08:45 REGISTRATION

09:00 THE FUTURE OF THE PROFESSIONS
Dr Daniel Susskind

10:00 EMBRACING CHANGES IN TAXATION
Tim Good, PTP

Making Tax Digital
What must we get our clients to do?

Employment or Self-Employment
How is the tax system changing to meet the shift?

In this session Tim Good will update us on who, how and when we will be affected by the new Making Tax Digital regime and what practitioners need to do now to prepare. Tim will also address the way in which the tax system is changing to react to the growing number of self-employed workers and how the regulatory framework is keeping up with the world of work.

10:50 BENCHMARKING
Charles Olley, Price Bailey

Charles' powers of analysis will again be thoroughly tested as he presents the results of the UK200Group 2017 benchmarking survey.

11:20 NETWORKING BREAK

11:35 BREXIT
Nazia Aftab, Endeavour Partnership
Philip Ball, Myerson

The legal implications for businesses

12:05 QAS UPDATE
Andy Malpass Chair of QAS Committee and Partner at Whittingham Riddell

Update on the revamped QAS system

12:30 DISCUSSION GROUPS

13:15 THINK AGAIN! (THE STRATEGIC ROLE OF CREATIVITY)
Dr David Hall

The world is changing at an ever-increasing pace, but the decisions we make and the behaviours that we display are based on models of "reality" which are based on our understanding of the out-dated patterns from the past. We MUST find ways of challenging these patterns, to free up our thinking, to generate fresh and novel (i.e. creative) ideas that then feed innovation. This keynote will demonstrate how creativity can remove the blockages that operate within everyone's minds, to unleash the power of Breakthrough Thinking,

to generate ideas that are both novel and useful. A culture of creativity can substantially differentiate a business, attracting and retaining the best staff whilst enhancing added value.

Delegates will leave with an understanding of:

- The strategic benefit of adopting creative thinking within the culture of their business;
- The blockages that operate within the mind of all individuals that effectively block creativity;
- Specific techniques to overcome those blockages;
- A practical and systematic approach to introduce creativity into the culture of their business.

14:15 CLOSE WITH LUNCH

SPEAKERS



Dr Daniel Susskind

Dr Daniel Susskind is a Fellow in Economics at Balliol College, Oxford University, where he teaches and researches. He is the co-author of the best-selling book, 'The Future of the Professions'. Previously he worked in the British Government – as a policy adviser in the Prime Minister's Strategy Unit, as a policy analyst in the Policy Unit in 10 Downing Street, and as a senior policy adviser in the Cabinet Office. He was a Kennedy Scholar at Harvard University



Tim Good PTP

One of the founding partners of The Professional Training Partnership, Tim is also a director of PTP Ltd, and Absolute Accounting Software Ltd. Tim lectures several times each week to professional audiences all over the country. He has the ability to make even the most obscure tax point crystal clear and the most mundane topic entertaining and informative.



Charles Olley Price Bailey

As long term finance director of Price Bailey, one of our larger members, Charles has had the awkward task of reporting financial outcomes and predictions to fellow members at more conferences than he cares to remember. Price Bailey has a long history of steady growth both by acquisition and organically, despite occasional disposals. The firm has wide service offerings including a small law practice working from diverse offices including rural Norfolk, the City of London and overseas. Unusually, perhaps uniquely, the firm has all employee ownership with almost 250 shareholders in the holding company.



Nazia Aftab Endeavour Partnership

Nazia is a key member of Endeavour Partnership's employment law team, advising a wide range of businesses and directors on employment subjects including Tribunal matters, complex HR issues, TUPE related issues and exit/settlement discussions. In her role as Associate Solicitor, Nazia is recommended by Legal 500 as a "leading individual" for her expert advice.



Philip Ball Myerson

Philip studied at the Universities of Manchester and Nottingham. He joined Myerson in 2012 after training a Druces in London. Philip advises businesses and their owners in a number of sectors on a wide range of corporate and commercial issues and agreements, with a particular emphasis on clients within the IT sector, including high value software development, licensing and support arrangements (including software as a service) and website development agreements. Philip also has extensive experience advising on high value procurement agreements in the private sector.



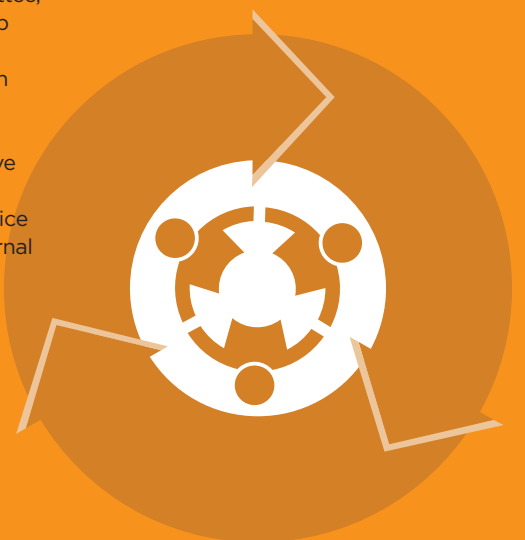
Andy Malpass Whittingham Riddell

Andy Chairs the UK200Group Quality Assurance committee, heads the Charities Group and is a member of the UK200Group Charities Committee. Andy specialises in advising owner-managed businesses as well as Charities, Not-for-Profit and Education organisations. He has extensive experience in audit and the provision of internal audit services and provides advice on areas such as risk management, internal control, strategy and financial planning.



David Hall The Ideas Centre

David J Hall founded the Ideas Centre in 2011, born out of a passion for creativity and innovation with a proven leadership track record at Board level in a range of sectors (both private and public). For the 10 years prior to The Ideas Centre, Dave was CEO of HFL Sport Science Ltd, a drug surveillance and contract research organisation based in Newmarket. More generally, since 1984 he has worked in a range of manufacturing, service and technology transfer organisations, holding positions in engineering, marketing and manufacturing management. Creativity, innovation, and a pursuit of the perfect culture provide a common thread throughout his career to date.



Friends in high places

Business partners



Abbey Tax
Fee Protection Insurance
www.abbeytax.co.uk



JE Consulting
Marketing/PR Services
www.je-consulting.co.uk



Mercia Group Ltd
Technical Training Support
www.mercia-group.co.uk



Professional Insurance
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Professional Insurance
www.ntegrity.co.uk



Online50
Online Accounting Client
Collaboration Cloud Computing
www.online50.net



Investment Management
Seven Investment Management
Investment Management
www.7im.co.uk



Exhibitor



Premium Credit
Fee Plan
www.premium-credit.co.uk

Technology insights exhibitors



CaseWare
Accounting Software
www.caseware.co.uk



FreeAgent
Accounting Software
www.freeagent.com



Online50
Online Accounting Client Collaboration
Cloud Computing
www.online50.net



Sage
Software Company
www.sage.co.uk



the answer company™
THOMSON REUTERS®

Thomson Reuters
Tax & Accounting Software
www.thomsonreuters.com



Xero
Accounting Software
www.xero.com



Wolters Kluwer
Software Company
www.wolterskluwer.com



Take a closer look

Information about this year's conference

CONFERENCE CHARITIES:

Chronicle Sunshine Fund
Cash for Kids.

HOTEL LOCATION:

Hilton Newcastle Gateshead
Bottle Bank, Gateshead NE8 2AR

WEDNESDAY INFORMAL DINNER:

Raval, Gateshead
Church Street, Gateshead Quays,
NE8 2AT

PARKING:

Available at the Hotel - charges apply at
£12 per night

CONFERENCE AND GALA DINNER

Hilton Newcastle Gateshead
Gateshead Suite

BY TRAIN:

Newcastle Central Station is a 15 minute
walk to the Hotel.

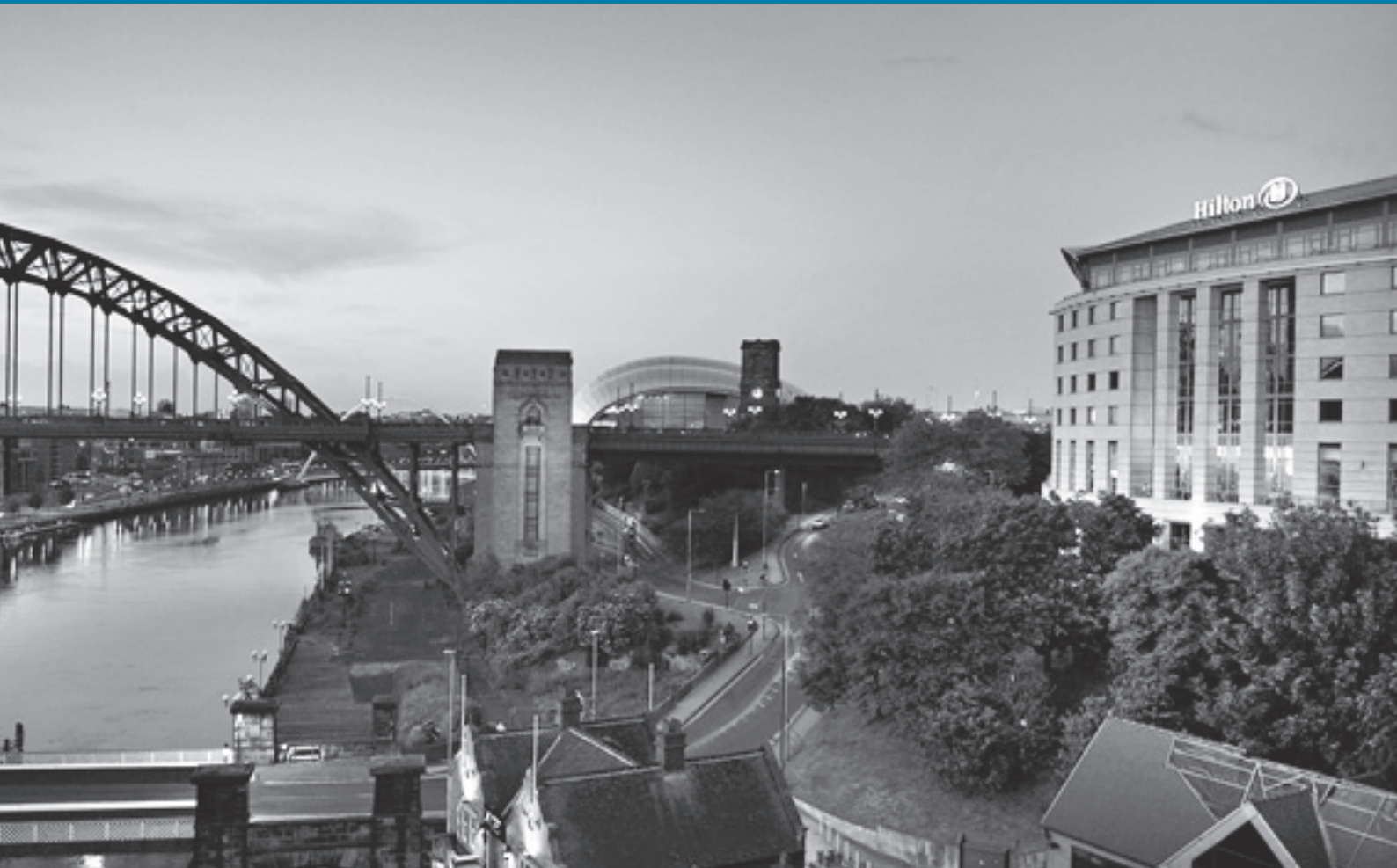
DRESS CODE:

Informal Dinner - Smart Casual
Conference - Smart Casual
Gala Dinner - Business Suits

BY AIR:

Driving time from Newcastle International
Airport is approximately 20 minutes.

Terms & Conditions apply to all bookings - see registration form.



A package for any budget



ACCOMMODATION

Your accommodation will be reserved via the centre. However, you will need to settle your accommodation bill on departure directly with the hotel.

B&B single per night is £135.00
B&B double per night is £145.00

***These preferential rates are available until 15 September 2017**

		Price Excl. VAT	VAT	Total Incl. VAT
A	Delegate arrive Wed 5 PM / depart Fri PM	529.72	105.94	635.66
	Package includes: Informal Dinner (WED), Conference (THU,FRI), Lunch and refreshments (THU,FRI), Drinks Reception & Dinner (THU)			
B	Delegate & Guest arrive Wed 5 PM / depart Fri PM	668.06	133.61	801.67
	Package includes: Informal Dinner (WED) for Delegate and Guest, Delegate Attendance at the Conference (THU,FRI), Delegate Lunch and refreshments (THU,FRI), Drinks Reception & Dinner (THU) for Delegate and Guest			
C	Delegate & Guest arrive Thur AM / depart Fri PM	559.72	111.94	671.66
	Package includes: Delegate Attendance at the Conference (THU,FRI), Delegate Lunch and refreshments (THU,FRI), Drinks Reception & Dinner (THU) for Delegate and Guest			
D	Delegate arrive Thur AM / depart Fri PM	475.56	95.11	570.67
	Package includes: Attendance at the Conference (THU,FRI), Lunch and refreshments (THU,FRI), Drinks Reception & Dinner (THU)			
E	Delegate arrive Thu AM / depart Thu 5 PM	342.22	68.44	410.66
	Package includes: Attendance at the Conference (THU), Lunch and refreshments (THU)			
F	Delegate arrive Fri AM / depart Fri PM	342.22	68.44	410.66
	Package includes: Attendance at the Conference (FRI), Lunch and refreshments (FRI)			
G	Delegate arrive Thu AM / depart Thu PM arrive Fri AM / depart Fri PM	391.39	78.28	469.67
	Package includes: Attendance at the Conference (THU,FRI), Lunch and refreshments (THU,FRI)			



INTERNATIONAL FORUM Wednesday 15 November 12:30 - 17:00

I	International panel member	115.00	23.00	138.00
	Non international panel member	140.00	28.00	168.00
	Package includes: Attendance at the International Forum (WED PM) Lunch and refreshments (WED PM)			

Notes: We reserve the right to alter the Programme/Speakers without prior notice
Please contact Conference organiser **Helena Whitford** hwhitford@uk200group.co.uk should you have any queries or special requirements regarding your registration.

Please send completed registration with remittance to Jan Hay to the address at the bottom of the registration form.

Terms & Conditions apply to all bookings - see registration form.

A surcharge of 20% is made for non-members

Interested?

Registration Form 2017



Name and location of Firm _____

Telephone no. _____ e-mail _____

Full name of delegate attending (including first names) _____

Please email your photo in JPG format for inclusion in the delegate list to Jan Hay janeth@uk200group.co.uk

Full name of guest attending (including first names) _____

Please state letter of package required - A to G	<input type="text"/>	£ <input type="text"/>
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International Forum package required - I	<input type="text"/>	£ <input type="text"/>
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Gala Dinner (Additional charge if not attending on package A to D)	£120	£ <input type="text"/>
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(SURCHARGE OF 20% IS MADE FOR NON UK200GROUP MEMBERS)

Total £	<input type="text"/>
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*Please confirm accommodation to be reserved for you
(Payment to be made to hotel by you on departure)

Nov 14 15 16 17 18

(If YES please identify delegate or guest)

1 Will you require vegetarian meals? YES NO _____

2 Are you willing to be a Discussion Group Chairman? YES NO

TERMS AND CONDITIONS
No refund is possible on cancellations if notified after 2 October 2017
A £70 administration charge will be made for all cancellations.
Any changes to the booking must be made in writing to
Janeth@uk200group.co.uk

Please return this form together with your remittance. (Cheques to be made payable to UK200Group Limited) BACS details available from Janeth@uk200group.co.uk

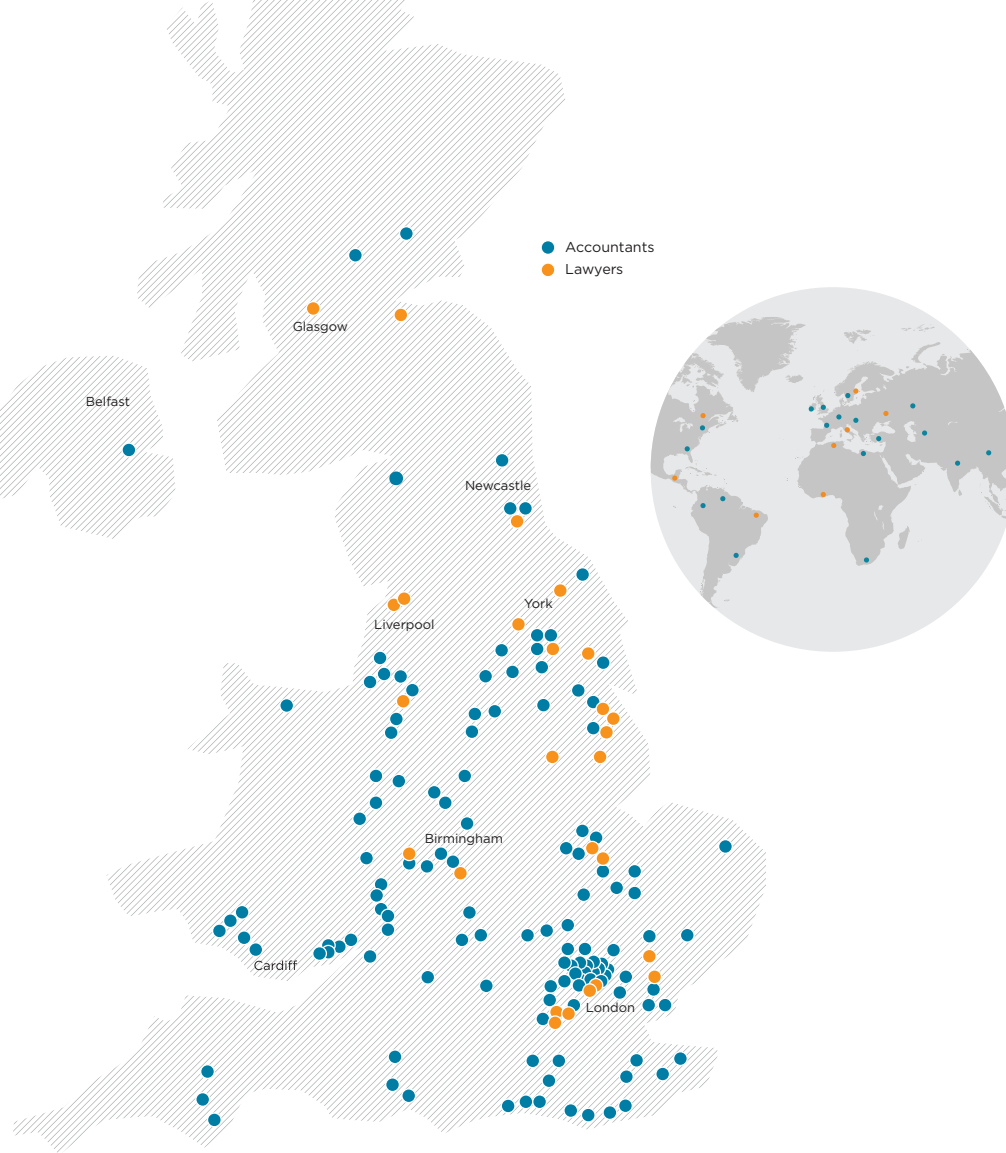
ACCOMMODATION DISCLAIMER(S)
*YOUR ACCOMMODATION WILL BE RESERVED VIA THE CENTRE. HOWEVER, YOU WILL NEED TO SETTLE YOUR ACCOMMODATION BILL ON DEPARTURE DIRECTLY WITH THE HOTEL.
IMPORTANT NOTE: The Centre must be advised of any changes to your accommodation by email to hwhitford@uk200group.co.uk
Please note that any charges made to UK200Group by the hotel for non-arrivals or late cancellations will be passed to the delegate(s)
Preferential rates are available on a first come first served basis until 15 September 2017.
B&B single £135.00
B&B double £145.00
Prices quoted include VAT and WIFI

Signature _____ Date _____

Please print name _____



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www.uk200group.co.uk



We've got it covered

Members' geographic distribution

UK200Group independent Chartered Accountancy and Law firms offer strategic business support servicing key industries throughout the UK, in over 150 locations.

Global support extends to over 70 countries through UK200Group International Associates and the Group's membership of IAPA - a global association of independent accounting firms and groups.

www.uk200group.co.uk

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