

2020 Innovation - Providing you with innovative solutions for a successful future



# 2020 Membership and Training Programme 2018

We are committed to supporting our members with a range of training, products and services to meet their professional development needs.

**Become a 2020 Member**  
**2 MEMBERSHIP LEVELS AVAILABLE!**



# 2020 Members receive all of these great benefits

2020 Membership is well known for being practical and is specifically designed to provide you and your entire team with all the support you need at a price everybody can afford, starting from just £67 per month and including 60 hours of CPD for your entire fee earning staff!

## Premier Plus Membership

**16 X 2-HOUR CPD WEBINARS** Unlimited delegates, the best speakers on tax and accounting

**4 X 1-HOUR PRACTICE MANAGEMENT & DEVELOPMENT WEBINARS**

Unlimited delegates

**2 X CPD TAX, ACCOUNTS AND AUDIT CONFERENCES**

(May/October) - London and Manchester.\*

Unlimited access for live broadcast and recording.

**QUARTERLY CLIENT E-NEWSLETTER**

For clients/prospects

**MONTHLY TAX AND GENERAL E-NEWSLETTERS**

For clients/prospects

**INVITATION TO REGIONAL MEMBER MEETINGS**

**INNOVATIVE PRACTICE DEVELOPMENT AND MANAGEMENT TOOLS**

Designed to help with strategy, profit improvement, marketing and consulting with clients.

**10 x 1-HOUR TAX UPDATE WEBINARS**

Presented by leading tax speaker Martyn Ingles, covering all the vital tax issues and updates. Registration is unlimited for your entire team!

**25 x 1-HOUR INTERNATIONAL CPD WEBINARS**

Designed to keep auditors, accountants and tax professionals up to date with international tax, accounting and practice management issues. The programme covers a wide range of subjects from strategy, IFRS, tax, law, technology, marketing, and ethical standards by well-known and experienced speakers. Registration is unlimited for your entire team!

**5 x 1-HOUR FCA WEBINARS**

Presented by Ian Fletcher, including an Introduction to FCA Clients and FCA Update webinars. Registration is unlimited for your entire team!

**MAKING TAX DIGITAL ACTION PACK - GETTING READY FOR DIGITAL TAX!**

The 2020 Action Pack contains:

- Commentary on HMRC proposals, Statutory Instruments and what they mean in technical and practical terms
- Monthly technical updates and guidance on exemptions, cash bases, accounting periods, capital vs. revenue issues and digital reporting
- Strategy guidance and templates to plan for the changes you need to make immediately to the way you organise and charge for digital accounting and tax services
- Marketing planners to help you prioritise the switch from desktop to digital
- Brochures, letters and emails, written by 2020, to educate clients and motivate them to make the switch

# Become a 2020 Member from only £67 per month!

## PREMIER PLUS MEMBERSHIP

*From only*

**£67**

PER MONTH  
+ VAT

We offer two membership subscriptions full of incredible value

## PLATINUM MEMBERSHIP

*From only*

**£99**

PER MONTH  
+ VAT

## Platinum Membership

- Meeting and telephone scripts to ensure you secure appointments and conversion to cloud accounting
- Monthly marketing materials update to cover any changes in the proposals

### GENERAL DATA PROTECTION REGULATION (GDPR) ACTION PACK

With the new regulations being enforced from 25th May 2018, this action pack will provide you with the tools to educate your clients and offer advice on data security and privacy. The 2020 Action Pack contains:

- An overview of the GDPR regulation including the application, information definition, responsibilities, lawful processing, consent, right for individuals, inaccurate data held, breach notification, transfer of data, accountability and governance, demonstrating you comply with the GDPR and the documentation required
- Checklists to document existing procedures, review areas to strengthen, and share the new policies with all employees
- Letters, newsletter and email content, written by 2020, to educate clients on the GDPR

### REGIONAL ROADSHOWS

Attendance at the 'Building a Subscription Based Service' and 'The Future is Self Serve!' regional roadshows presented by Ian Fletcher and Gordon Gilchrist. Places based on the number of partners in your practice.

## Includes all of the Premier Plus Membership benefits, plus:

### CONFERENCE PLACES

Complimentary places (based on the number of partners in your practice) at the 2020 Conferences - visit our website for further details.

### 6 x 1-HOUR PLATINUM MEMBERS WEBINAR PROGRAMME

Presented by Ian Fletcher and Gordon Gilchrist. Topics include setting your 2018 strategy, GDPR & cyber security, benchmarking your practice, client satisfaction - what do they really want?, business advisory service - widening your proposition - parts 1 & 2. Registration is unlimited for your entire team!

### MANAGEMENT, ADVISORY AND DEVELOPMENT (MAD) GUIDES

Ian Fletcher and Gordon Gilchrist, with over 50 years combined consulting experience, have produced over 20 simple and easy to follow practical guides to help you improve and grow your business.

Continue reading for pricing details and to find out how you can become a 2020 Member or visit:

[the2020group.com/membership](http://the2020group.com/membership)

# 2020 Membership

Becoming a 2020 Member couldn't be easier. See below for all the benefits of becoming a member and choose the plan that suits your team.

2020 MEMBERSHIP BENEFITS	PREMIER PLUS	PLATINUM
16 x 2-hour CPD webinars - unlimited delegates	✓	✓
4 x 1-hour practice management & development webinars – unlimited delegates	✓	✓
2 x CPD Tax, Accounts and Audit Conference attendance* Unlimited access for live broadcast and recording	✓	✓
Quarterly client e-newsletter for clients/prospects	✓	✓
Monthly tax and general e-newsletters	✓	✓
Invitation to regional member meetings	✓	✓
Innovative practice development and management tools	✓	✓
10 x 1-hour tax update webinars - unlimited delegates	✓	✓
25 x 1-hour International CPD webinars - unlimited delegates	✓	✓
5 x 1-hour FCA webinars - unlimited delegates	✓	✓
Making Tax Digital Action Pack - 12 month subscription	✓	✓
General Data Protection Regulation (GDPR) Action Pack – 12 month subscription	✓	✓
Attendance at Regional Roadshows	✓	✓
Complimentary delegate places at any 2020 conference*		✓
6 x 1-hour Platinum Members Webinar Programme – unlimited delegates		✓
Management, Advisory and Development (MAD) Guides – 12 month subscription		✓

\* Places based on the number of partners in your practice

Full details of the above training, newsletters and action packs can be found on the previous and following pages.



# How to become a 2020 Member

See reverse of brochure for details on how to become a 2020 Member or visit:

[the2020group.com/membership](http://the2020group.com/membership)

UPGRADE for more products and services and RECEIVE fantastic savings!

## PREMIER PLUS MEMBERSHIP

## PLATINUM MEMBERSHIP

### SOLE PRACTITIONER

£67

PER MONTH + VAT

£99

PER MONTH + VAT

Annual Fee

£804 + VAT

£1,188 + VAT

### 2 - 5 PARTNERS

£99

PER MONTH + VAT

£167

PER MONTH + VAT

Annual Fee

£1,188 + VAT

£2,004 + VAT

### 6 - 9 PARTNERS

£159

PER MONTH + VAT

£269

PER MONTH + VAT

Annual Fee

£1,908 + VAT

£3,228 + VAT

### 10 - 15 PARTNERS

£241

PER MONTH + VAT

£429

PER MONTH + VAT

Annual Fee

£2,892 + VAT

£5,148 + VAT

## Membership includes:

### CPD WEBINARS

With 16 x 2-hour CPD Webinars and great speakers, this series covers essential tax, accounting and audit topics, practice assurance and money laundering.

DATE	TIME	CPD WEBINARS	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
09 Feb 2018	10.00 - 12.00	FRS102 - One Year on, a Practical Review	Bill Telford	£85	✓	✓
19 Feb 2018	10.00 - 12.00	Tax Planning for 5 April 2018	Rebecca Benneyworth	£85	✓	✓
09 Mar 2018	10.00 - 12.00	Small Co Reporting Issues	John Selwood	£85	✓	✓
16 Mar 2018	10.00 - 12.00	Charities Update	Bill Telford	£85	✓	✓
12 Apr 2018	10.00 - 12.00	Unincorporated Business Tax	Ros Martin	£85	✓	✓
19 Apr 2018	10.00 - 12.00	Property Taxes Update	Ros Martin	£85	✓	✓
22 May 2018	10.00 - 12.00	PAYE & NIC	Jeremy Mindell	£85	✓	✓
29 May 2018	10.00 - 12.00	Spring Audit and Accounts Update	Guy Loveday	£85	✓	✓
12 Jun 2018	10.00 - 12.00	Practical Advice on Tax Enquiries	Kevin Igoe	£85	✓	✓
04 Jul 2018	10.00 - 12.00	VAT Update 2018	Neil Owen	£85	✓	✓
10 Jul 2018	10.00 - 12.00	Finance Act 2018	Mark Ward	£85	✓	✓
28 Sep 2018	10.00 - 12.00	Capital Taxes Update	Martyn Ingles	£85	✓	✓
08 Oct 2018	10.00 - 12.00	Autumn Audit and Accounts Update	Guy Loveday	£85	✓	✓
16 Nov 2018	10.00 - 12.00	High Net Worth Clients	Robert Jamieson	£85	✓	✓
23 Nov 2018	10.00 - 12.00	Practice Assurance & Money Laundering Update	John Selwood	£85	✓	✓
14 Dec 2018	10.00 - 12.00	Budget Update 2018	Mark Ward	£85	✓	✓

\* Price per delegate

### TAX, ACCOUNTS AND AUDIT UPDATE FULL DAY CONFERENCES

2020 members receive complimentary access to our full day Tax, Accounts and Audit conferences. Don't worry if you are unable to attend as we will be broadcasting (and recording) the London session, allowing anybody within a 2020 member firm to access the conference at a time and place to suit them.

DATE	LOCATION	TIME	TAX, ACCOUNTS AND AUDIT UPDATES	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
10 May 2018	Manchester	10.00 - 13.00	Tax Update	Martyn Ingles	£103	✓	✓
		14.00 - 17.00	Accounts & Audit Update	Mike Ulrich			
17 May 2018	London	10.00 - 13.00	Tax Update	Martyn Ingles	£103	✓	✓
		14.00 - 17.00	Accounts & Audit Update	Mike Ulrich			
04 Oct 2018	Manchester	10.00 - 13.00	Tax Update	Martyn Ingles	£103	✓	✓
		14.00 - 17.00	Accounts & Audit Update	Mike Ulrich			
11 Oct 2018	London	10.00 - 13.00	Tax Update	Martyn Ingles	£103	✓	✓
		14.00 - 17.00	Accounts & Audit Update	Mike Ulrich			

Note: All prices exclude VAT

\* Price per delegate

## PRACTICE MANAGEMENT & DEVELOPMENT WEBINARS

In this series, Gordon Gilchrist will bring you the latest trends, successful ideas and opportunities from firms around the world to motivate and inspire you.

DATE	TIME	PRACTICE MANAGEMENT & DEVELOPMENT WEBINARS	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
12 Mar 2018	10.00 - 11.00	Practice Management & Development	Gordon Gilchrist	£102	✓	✓
04 Jun 2018	10.00 - 11.00	Practice Management & Development	Gordon Gilchrist	£102	✓	✓
17 Sep 2018	10.00 - 11.00	Practice Management & Development	Gordon Gilchrist	£102	✓	✓
03 Dec 2018	10.00 - 11.00	Practice Management & Development	Gordon Gilchrist	£102	✓	✓

\* Price per delegate

## REGIONAL MEMBERS' MEETINGS

Feedback from the programme has been outstanding, with over 94% rating the meeting as 'excellent'. Uniquely, those attending will receive key benchmarks figures and an update on what firms are doing that is proving to be successful.

DATE	TIME	LOCATION	SPEAKER	PREMIER PLUS	PLATINUM
06 Feb 2018	14.00 - 17.00	Swansea	Ian Fletcher	✓	✓
07 Feb 2018	14.00 - 17.00	Cardiff	Ian Fletcher	✓	✓
08 Feb 2018	14.00 - 17.00	Birmingham	Ian Fletcher	✓	✓
19 Feb 2018	14.00 - 17.00	Sheffield	Gordon Gilchrist	✓	✓
20 Feb 2018	14.00 - 17.00	Burnley	Gordon Gilchrist	✓	✓
26 Feb 2018	14.00 - 17.00	Newmarket	Gordon Gilchrist	✓	✓
27 Feb 2018	10.00 - 13.00	Chelmsford*	Gordon Gilchrist	✓	✓
21 Mar 2018	14.00 - 17.00	Liverpool	Gordon Gilchrist	✓	✓
21 Mar 2018	14.00 - 17.00	Bristol	Ian Fletcher	✓	✓
22 Mar 2018	14.00 - 17.00	London Central	Gordon Gilchrist	✓	✓
22 Mar 2018	14.00 - 17.00	Stoke	Ian Fletcher	✓	✓
23 Apr 2018	14.00 - 17.00	Leeds	Gordon Gilchrist	✓	✓
24 Apr 2018	14.00 - 17.00	Newcastle	Gordon Gilchrist	✓	✓
25 Apr 2018	14.00 - 17.00	Exeter	Ian Fletcher	✓	✓
26 Apr 2018	14.00 - 17.00	Wolverhampton	Ian Fletcher	✓	✓
08 May 2018	14.00 - 17.00	Cork	Gordon Gilchrist	✓	✓
09 May 2018	14.00 - 17.00	Dublin	Gordon Gilchrist	✓	✓
10 May 2018	14.00 - 17.00	Belfast	Gordon Gilchrist	✓	✓
15 May 2018	14.00 - 17.00	Plymouth	Ian Fletcher	✓	✓
16 May 2018	14.00 - 17.00	Southampton	Ian Fletcher	✓	✓
05 Jun 2018	14.00 - 17.00	London North	Gordon Gilchrist	✓	✓
05 Jun 2018	14.00 - 17.00	Glasgow	Ian Fletcher	✓	✓
06 Jun 2018	14.00 - 17.00	London South	Gordon Gilchrist	✓	✓
06 Jun 2018	14.00 - 17.00	Edinburgh	Ian Fletcher	✓	✓

Note: All prices exclude VAT \* AM Meeting

Continued overleaf >>

## Membership includes:

### REGIONAL MEMBERS MEETINGS (CONTINUED)

DATE	TIME	LOCATION	SPEAKER	PREMIER PLUS	PLATINUM
03 Jul 2018	14.00 - 17.00	Leicester	Ian Fletcher	✓	✓
03 Jul 2018	14.00 - 17.00	Peterborough	Gordon Gilchrist	✓	✓
04 Jul 2018	14.00 - 17.00	Cambridge	Gordon Gilchrist	✓	✓
04 Jul 2018	14.00 - 17.00	Nottingham	Ian Fletcher	✓	✓
04 Sep 2018	14.00 - 17.00	Cheltenham	Ian Fletcher	✓	✓
04 Sep 2018	14.00 - 17.00	Manchester	Gordon Gilchrist	✓	✓
05 Sep 2018	14.00 - 17.00	Oxford	Ian Fletcher	✓	✓
05 Sep 2018	14.00 - 17.00	Preston	Gordon Gilchrist	✓	✓
10 Sep 2018	14.00 - 17.00	Norwich	Ian Fletcher	✓	✓
11 Sep 2018	10.00 - 13.00	Ipswich*	Ian Fletcher	✓	✓
09 Oct 2018	14.00 - 17.00	Doncaster	Gordon Gilchrist	✓	✓
09 Oct 2018	14.00 - 17.00	Birmingham	Ian Fletcher	✓	✓
10 Oct 2018	14.00 - 17.00	Leeds	Gordon Gilchrist	✓	✓
10 Oct 2018	14.00 - 17.00	London	Ian Fletcher	✓	✓
06 Nov 2018	14.00 - 17.00	Cork	Ian Fletcher	✓	✓
07 Nov 2018	14.00 - 17.00	Dublin	Ian Fletcher	✓	✓
13 Nov 2018	14.00 - 17.00	Swansea	Ian Fletcher	✓	✓
14 Nov 2018	14.00 - 17.00	Cardiff	Ian Fletcher	✓	✓
15 Nov 2018	14.00 - 17.00	Bristol	Ian Fletcher	✓	✓
19 Nov 2018	14.00 - 17.00	Edinburgh	Gordon Gilchrist	✓	✓
20 Nov 2018	14.00 - 17.00	Glasgow	Gordon Gilchrist	✓	✓
21 Nov 2018	10.00 - 13.00	Belfast*	Gordon Gilchrist	✓	✓
04 Dec 2018	14.00 - 17.00	Liverpool	Ian Fletcher	✓	✓
04 Dec 2018	14.00 - 17.00	London	Gordon Gilchrist	✓	✓
05 Dec 2018	14.00 - 17.00	Stoke	Ian Fletcher	✓	✓
05 Dec 2018	14.00 - 17.00	Newcastle	Gordon Gilchrist	✓	✓

Note: All prices exclude VAT

\* AM Meeting



“Hobsons have been 2020 members for over 18 years. The training and support we receive from 2020 is excellent and they are always one step ahead in anticipating our needs.

We recently upgraded our membership, giving our firm CPD and monthly tax webinars for our entire team. This enabled us to save a small fortune on the way we had previously been providing training.

As part of the membership, we also receive the incredibly helpful Making Tax Digital Action Pack. For the cost involved, it's fantastic value for money.”

Jim Scully - Hobsons



## BUILDING A SUBSCRIPTION BASED SERVICE ROADSHOWS

These fast paced seminars will ensure you are at the front of the queue to take advantage of the new market for professional services in the UK.

DATE	TIME	LOCATION	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
08 Feb 2018	14.00 - 17.00	Belfast	Gordon Gilchrist	£99	✓	✓
13 Feb 2018	14.00 - 17.00	Manchester	Gordon Gilchrist	£99	✓	✓
13 Feb 2018	14.00 - 17.00	Glasgow	Ian Fletcher	£99	✓	✓
14 Feb 2018	14.00 - 17.00	Edinburgh	Ian Fletcher	£99	✓	✓
14 Feb 2018	14.00 - 17.00	Leeds	Gordon Gilchrist	£99	✓	✓
15 Feb 2018	14.00 - 17.00	Aberdeen	Ian Fletcher	£99	✓	✓
15 Feb 2018	14.00 - 17.00	Newcastle	Gordon Gilchrist	£99	✓	✓
20 Feb 2018	14.00 - 17.00	London	Ian Fletcher	£99	✓	✓
21 Feb 2018	14.00 - 17.00	Birmingham	Ian Fletcher	£99	✓	✓
21 Feb 2018	14.00 - 17.00	Southampton	Gordon Gilchrist	£99	✓	✓
22 Feb 2018	14.00 - 17.00	Stansted	Gordon Gilchrist	£99	✓	✓
22 Feb 2018	14.00 - 17.00	Bristol	Ian Fletcher	£99	✓	✓

\* Price per delegate

## THE FUTURE IS SELF SERVE! ROADSHOWS

These innovative and forward thinking seminars look at the future of the accounting profession and the actions you MUST take now to embrace the disruptive changes taking place in our industry.

DATE	TIME	LOCATION	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
18 Sep 2018	14.00 - 17.00	Manchester	Gordon Gilchrist	£99	✓	✓
18 Sep 2018	14.00 - 17.00	Glasgow	Ian Fletcher	£99	✓	✓
19 Sep 2018	14.00 - 17.00	Edinburgh	Ian Fletcher	£99	✓	✓
19 Sep 2018	14.00 - 17.00	Leeds	Gordon Gilchrist	£99	✓	✓
20 Sep 2018	14.00 - 17.00	Aberdeen	Ian Fletcher	£99	✓	✓
24 Sep 2018	14.00 - 17.00	Newcastle	Gordon Gilchrist	£99	✓	✓
25 Sep 2018	14.00 - 17.00	London	Ian Fletcher	£99	✓	✓
26 Sep 2018	14.00 - 17.00	Stansted	Gordon Gilchrist	£99	✓	✓
26 Sep 2018	14.00 - 17.00	Birmingham	Ian Fletcher	£99	✓	✓
27 Sep 2018	14.00 - 17.00	Southampton	Gordon Gilchrist	£99	✓	✓
27 Sep 2018	14.00 - 17.00	Bristol	Ian Fletcher	£99	✓	✓
21 Nov 2018	14.00 - 17.00	Belfast	Gordon Gilchrist	£99	✓	✓

Note: All prices exclude VAT

\* Price per delegate

**EASY WAYS  
TO BOOK**

**BOOK ONLINE** visit [the2020group.com](http://the2020group.com) **CALL US** +44 (0) 121 314 2020  
**EMAIL US** The Seminars Team [seminars@the2020group.com](mailto:seminars@the2020group.com) or  
The Webinars Team [webinars@the2020group.com](mailto:webinars@the2020group.com)

## Membership includes:

### TAX UPDATE WEBINARS

10 x 1-hour tax update webinars presented by leading tax speaker Martyn Ingles, covering all the vital tax issues and updates.

DATE	TIME	TAX UPDATE WEBINARS	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
23 Feb 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
22 Mar 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
20 Apr 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
25 May 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
29 Jun 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
20 Jul 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
14 Sep 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
12 Oct 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
09 Nov 2018	10.00 - 11.00	<a href="#">Tax Update Webinar</a>	Martyn Ingles	£79	✓	✓
17 Dec 2018	10.00 - 12.00	<a href="#">Tax Update Webinar - Budget Special</a>	Martyn Ingles	£102	✓	✓

\* Price per delegate

### FCA UPDATE WEBINARS

The FCA Update webinars are designed to refresh delegates on the FCA regime and to ensure they are up to date with all the latest FCA developments and rule changes. Speaker Ian Fletcher will also present 'Introduction to FCA Clients'.

DATE	TIME	TAX UPDATE WEBINARS	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
08 Mar 2018	11.00 - 12.00	<a href="#">FCA Update Webinar</a>	Ian Fletcher	£102	✓	✓
07 Jun 2018	11.00 - 12.00	<a href="#">FCA Update Webinar</a>	Ian Fletcher	£102	✓	✓
12 Jul 2018	11.00 - 12.30	<a href="#">Introduction to FCA Clients</a>	Ian Fletcher	£147	✓	✓
21 Sep 2018	11.00 - 12.00	<a href="#">FCA Update Webinar</a>	Ian Fletcher	£102	✓	✓
06 Dec 2018	11.00 - 12.00	<a href="#">FCA Update Webinar</a>	Ian Fletcher	£102	✓	✓

Note: All prices exclude VAT

\* Price per delegate



“An excellent conference which focused in a very practical and positive way on the current challenges facing the profession.”

Paul Jackson, P Jackson Ltd



@2020groupuk



the2020group.com/facebook



the2020group.com/linkedin



the2020group.com/youtube

## INTERNATIONAL CPD WEBINAR PROGRAMME

A series of 25 x 1-hour webinars, designed to keep auditors, accountants and tax professionals up to date with international tax, accounting and practice management issues. The programme covers a wide range of subjects from strategy, IFRS, tax, law, technology, marketing, and ethical standards by well-known and experienced speakers.

DATE	TIME	TAX UPDATE WEBINARS	SPEAKER	NON MEMBER*	PREMIER PLUS	PLATINUM
12 Jan 2018	12.00 - 13.00	Setting Your Strategy In A Changing World	Ian Fletcher and Gordon Gilchrist	£75	✓	✓
18 Jan 2018	12.00 - 13.00	IFRS Overview	Peter Thatcher	£75	✓	✓
25 Jan 2018	12.00 - 13.00	Transfer Pricing	Ros Martin	£75	✓	✓
06 Feb 2018	12.00 - 13.00	Ethical Standards Update (NOCLAR And New Ethical Guide)	Alun Morgan	£75	✓	✓
16 Feb 2018	12.00 - 13.00	IFRS 17 - Insurance Contracts	David Potts	£75	✓	✓
21 Mar 2018	12.00 - 13.00	IFRIC Interpretations	Peter Thatcher	£75	✓	✓
21 Mar 2018	14.00 - 15.00	IFRS 16 Leases	Peter Thatcher	£75	✓	✓
11 Apr 2018	12.00 - 13.00	IFRS For SMEs	David Potts	£75	✓	✓
18 Apr 2018	12.00 - 13.00	Audit Update Including Review Engagements	Alun Morgan	£75	✓	✓
10 May 2018	12.00 - 13.00	Producing Group Accounts Under IFRS 3, 10 And 12	Alun Morgan	£75	✓	✓
14 May 2018	12.00 - 13.00	International Tax Update	Jeremy Mindell	£75	✓	✓
05 Jun 2018	12.00 - 13.00	International Trading Laws An Introduction	Matt Jackson	£75	✓	✓
13 Jun 2018	12.00 - 13.00	Permanent Establishments	Ros Martin	£75	✓	✓
17 Jul 2018	12.00 - 13.00	IFRS 9 Financial Instruments	Peter Thatcher	£75	✓	✓
17 Jul 2018	14.00 - 15.00	IFRS 15 - Revenue	Peter Thatcher	£75	✓	✓
01 Aug 2018	12.00 - 13.00	How To Market Accountancy Services	Gordon Gilchrist	£75	✓	✓
08 Aug 2018	12.00 - 13.00	ESMA Enforcement Priorities	Jeremy Mindell	£75	✓	✓
12 Sep 2018	12.00 - 13.00	Technology Update	Kevin Salter	£75	✓	✓
12 Sep 2018	14.00 - 15.00	Using Technology To Drive Efficiencies	Kevin Salter	£75	✓	✓
09 Oct 2018	12.00 - 13.00	Tax and International Trade	Jeremy Mindell	£75	✓	✓
30 Oct 2018	12.00 - 13.00	IFRS Update	David Potts	£75	✓	✓
14 Nov 2018	12.00 - 13.00	IAS 40 Investment Property	Peter Thatcher	£75	✓	✓
27 Nov 2018	12.00 - 13.00	Audit and Ethical Standards Update	Alun Morgan	£75	✓	✓
07 Dec 2018	12.00 - 13.00	Key Predictions For 2019	Ian Fletcher and Gordon Gilchrist	£75	✓	✓
11 Dec 2018	12.00 - 13.00	International Tax Update	Jeremy Mindell	£75	✓	✓

Note: All prices exclude VAT

\* Price per delegate

# BOOK ONLINE

visit [the2020group.com](http://the2020group.com)

## Platinum Membership includes Premier Plus Membership benefits, plus:

### PRACTICE MANAGEMENT & DEVELOPMENT CONFERENCES

Complimentary places (based on the number of partners in your practice) at the following 2020 Conferences.

DATE	TIME	LOCATION	CONFERENCE TITLE	NON MEMBER*	PREMIER PLUS	PLATINUM
15 Mar 2018	09.30 - 16.30	National Motorcycle Museum Birmingham	Spring Conference	£249	£199	✓
22 Nov 2018	09.30 - 17.30	QE II Centre, London	20th Annual 2020 Conference	£249	£199	✓

\* Price per delegate Note: All prices exclude VAT

### PLATINUM MEMBERS' WEBINAR PROGRAMME

These 1-hour webinars are exclusively available to 2020 Platinum members, covering subjects such as setting a strategy for 2018, benchmarking your practice and business advisory services. Registration is unlimited for your entire team!

DATE	TIME	PLATINUM MEMBERS WEBINARS	SPEAKER	PREMIER PLUS	PLATINUM
11 Jan 2018	12.00 - 13.00	Setting your 2018 Strategy	Ian Fletcher and Gordon Gilchrist	x	✓
08 Mar 2018	12.30 - 13.30	GDPR and Cyber Security	Ian Fletcher and Gordon Gilchrist	x	✓
17 May 2018	12.00 - 13.00	Benchmarking your Practice	Ian Fletcher and Gordon Gilchrist	x	✓
05 Jul 2018	12.00 - 13.00	Client Satisfaction - what do they really want?	Ian Fletcher and Gordon Gilchrist	x	✓
13 Sep 2018	12.00 - 13.00	Building Advisory Services - widening your proposition #1	Ian Fletcher and Gordon Gilchrist	x	✓
15 Nov 2018	12.00 - 13.00	Building Advisory Services - widening your proposition #2	Ian Fletcher and Gordon Gilchrist	x	✓

### MANAGEMENT, ADVISORY AND DEVELOPMENT (MAD) GUIDES

Ian Fletcher and Gordon Gilchrist have produced over 20 simple and easy to follow practical guides to help you improve and grow your business. Visit [the2020group.com](http://the2020group.com) for further details.

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