



Acting in Niche Areas

Acting for FSA Clients: An Introduction

Acting for FSA Clients: A Refresher

Acting for General Insurance & Mortgage Brokers

Audit & Accounts of Group Companies

Charities and Taxation

Solicitors' Accounts Rules Update

Solicitors' Accounts Rules - A Practical Refresher

An Introduction to Solicitors' Account Rules

Prices from £110 plus VAT



£230 plus VAT per person
including buffet lunch

25% Discount for Local Members
£50 plus VAT for National Members

Acting for FSA Clients: An Introduction

Speaker: Ian Fletcher, 2020 Consulting Group

OBJECTIVES

Most mortgage, general insurance, stock broking and IFA type business is regulated by the FSA. This course is designed to introduce delegates to the FSA regime and to ensure that they have the compliance procedures and knowledge to comply fully with the rules and undertake audit and accounts work effectively.

CONTENT

This course will cover:

- The key rules of the FSMA 2000
- Part IV authorisation
- The FSA website
- Permanent information
- Engagement and representation letters
- RMAR reporting requirements
- Client monies and assets
- Audit exempt work
- Risk and common errors
- Audit procedures for planning, doing and completion stages

Case studies will form part of the course.

WHO SHOULD ATTEND

Anyone who has clients who are regulated by the FSA and wants to get a thorough understanding of the rules and accounts/audit requirements.

CPD HOURS: 6 (AUDIT RELATED: 6)

Strand Palace, London

22 October 2009

9.30am to 5.00pm

Oak Tree Conference Centre, Coventry

17 March 2010

9.30am to 5.00pm

£130 plus VAT per person

25% Discount for Local Members
Free for National Members

Acting for FSA Clients: A Refresher

Speaker: Ian Fletcher, 2020 Consulting Group

OBJECTIVES

This course is designed to refresh delegates on the FSA regime and to ensure that they are up to date with all the latest FSA developments and rule changes.

It will also revisit key accounts and audit issues and any new APB, ICAEW, ACCA pronouncements in this specialist area.

CONTENT

This course will cover:

- FSA rule changes
- APB, ICAEW, ACCA pronouncements
- Changes to the FSA website
- Practice assurance and/or audit regulations
- Guidance on the preparation of accounts and the audit of FSA regulated businesses.

Case studies will form part of this course.

WHO SHOULD ATTEND

Anyone who has clients who are regulated by the FSA and would like a reminder and update of the rules affecting them.

CPD HOURS: 3 (AUDIT RELATED: 3)

Novotel, Nottingham

18 November 2009

2.00pm to 5.00pm

Strand Palace, London

15 March 2010

2.00pm to 5.00pm

Mercia reserves the right to vary the published programme

Acting in Niche Areas

£130 plus VAT per person

25% Discount for Local Members
Free for National Members

Acting for General Insurance & Mortgage Brokers

Speaker: Ian Fletcher, 2020 Consulting Group

OBJECTIVES

The objectives of this course are to ensure that all auditors of mortgage and general insurance brokers are fully prepared for the FSA regulatory environment and understand the procedures they must adopt to comply with their responsibilities to the client and the FSA.

CONTENT

- An overview of the FSMA 2000
- Permanent information required
- Preparation and resources needed
- Planning and risk management
- Systems and the high level standards
- Conduct of business rules
- The specific requirement of an FSA audit as compared to a true and fair audit
- Completion and partner review
- Reporting and whistle blowing requirements
- Annual returns and reporting
- Accounting requirements for audit exempt clients
- New FSA and other regulatory developments

WHO SHOULD ATTEND

All partners and staff who have general insurance and mortgage broker clients and who are involved in the accounts, audit or tax affairs of these clients.

CPD HOURS: 3 (AUDIT RELATED: 3)

Oak Tree Conference Centre, Coventry	
11 November 2009	2.00pm to 5.00pm
Strand Palace, London	
20 April 2010	2.00pm to 5.00pm

£110 plus VAT per person

25% Discount for Local Members
Free for National Members

Audit & Accounts of Group Companies

Speaker: Phil Frost, Mercia Group Ltd

OBJECTIVES

The main focus of this course is to provide a refresher and guidance on the recurring practical issues involved in the preparation of group accounts. In addition it will cover changes introduced by the Companies Act 2006; prospective changes to UK GAAP as they move inexorably towards international accounting standards; group reorganisation; and auditing issues.

CONTENT

- Determining investment status
- Exemptions and exclusions from consolidations
- Changes introduced by the Companies Act 2006 – in particular the requirement for medium sized groups to prepare consolidated accounts
- Issues arising from the preparation of consolidated accounts
- Goodwill
- Acquisitions and disposals
- Group reorganisations
- Accounting for associates and joint ventures
- Auditing issues
- Prospective changes to accounting standards

WHO SHOULD ATTEND

All those acting for group companies who need to keep up to date with the audit and accounting requirements of these concerns.

CPD HOURS: 3 (AUDIT RELATED: 3)

Strand Palace, London	
9 September 2009	2.00pm to 5.00pm
Jurys Inn, Birmingham	
25 September 2009	9.30am to 12.30pm
Holiday Inn, Leeds/Garforth	
29 September 2009	9.30am to 12.30pm

Mercia reserves the right to vary the published programme

£110 plus VAT per person

25% Discount for Local Members

FREE for National Members

Charities and Taxation

Speaker: Andrew Burgess, Mercia Group Ltd

OBJECTIVES

The course will provide an outline to the key direct tax issues that charities need to consider.

CONTENT

- Basic tax exemption for charities
- The problem of trading income
 - How far can the exemption stretch?
 - Using trading subsidiaries
 - Tax issues on the relationship between charity and subsidiary
- Making effective use of Gift Aid
 - Basic rules of Gift Aid
 - Problem of benefits
- Other means of tax efficient giving
 - Payroll Giving
 - Gifts of shares and land
 - Legacies

WHO SHOULD ATTEND

Partners, managers and staff who deal with charities or with clients who are interested in making charitable donations.

CPD HOURS: 3

Strand Palace, London	
21 October 2009	2.00pm to 5.00pm
Oak Tree Conference Centre, Coventry	
9 November 2009	2.00pm to 5.00pm

£110 plus VAT per person

25% Discount for Local Members

Free for National Members

Solicitors' Accounts Rules Update

Speaker: John Welsford, Mercia Group Ltd

OBJECTIVES

The report required by the Solicitors' Regulation Authority under the Solicitors' Accounts Rules 1998 is one of the more onerous tasks of the independent accountancy practice.

On completion of this course participants will understand completely the changes made to the rules in the last couple of years including those introduced with effect from 31 March 2009. In addition they will have revised some of the basic requirements and been updated on current problems being encountered by the SRA.

CONTENT

This course will concentrate on these organisations and will cover the following areas:

- SAR 98 – Changes introduced in July 2008 and March 2009
- Common errors found by the SAR and Reporting Accountants
- Where problems may occur under SAR 98
- How the reporting accountant should approach risk areas

WHO SHOULD ATTEND

This course is aimed at partners and staff with SAR experience.

CPD HOURS: 3 (AUDIT RELATED: 3)

Adams Park, High Wycombe	
14 October 2009	9.30am to 12.45pm
Strand Palace, London	
2 November 2009	2.00pm to 5.00pm
Haydock Park Racecourse	
3 November 2009	2.00pm to 5.00pm
Leicester City Football Club, Leicester	
19 November 2009	2.00pm to 5.00pm

Mercia reserves the right to vary the published programme

Acting in Niche Areas

£85 plus VAT per person

25% Discount for Local Members
Free for National Members

Solicitors' Accounts Rules - A Practical Refresher

Speaker: Sally Hutchings or Andrew Paul, Mercia Group Ltd

OBJECTIVES

The report required by the Solicitors' Regulation Authority under the Solicitors' Accounts Rules 1998 is one of the more onerous tasks of the independent accountancy practice. Although the rules have not been substantially revised since their implementation in 2000 there have been minor amendments and it is vital that staff are fully conversant with the current regulations.

It is also common for firms to have only a small number of these assignments so a refresher on a regular basis is likely to be of benefit to staff undertaking these assignments.

CONTENT

The course will be a combination of formal lecturing and practical case studies which will cover the key aspects of the current Solicitors' Accounts Rules.

WHO SHOULD ATTEND

The course is aimed at those who undertake the work on Solicitors' records. It is suitable for people who are involved in the fieldwork on these assignments and is designed to act as a refresher/update on the Solicitors' Accounts Rules. It will be a combination of formal lecturing and case studies/quizzes to illustrate the key points.

It is not suitable for people with no prior experience of SAR as a basic understanding of Solicitors' Accounts Rules is required. People seeking an introduction to the Rules are advised to attend An Introduction to Solicitors' Accounts Rules.

CPD HOURS: 3 (AUDIT RELATED: 3)

Novotel, Nottingham	
30 November 2009	2.00pm to 5.00pm
ICO, London	
8 December 2009	2.00pm to 5.00pm
Jurys Inn, Birmingham	
9 December 2009	2.00pm to 5.00pm

£110 plus VAT per person

25% Discount for Local Members
Free for National Members

An Introduction to Solicitors' Accounts Rules

Speaker: Sally Hutchings or Andrew Paul, Mercia Group Ltd

OBJECTIVES

The report required by the Law Society under the Solicitors' Accounts Rules 1998 is one of the more onerous tasks of the independent accountancy practice. Continuing shortages of clients' money has led the Law Society to look carefully at the role of the accountant. It is very difficult to check that a Solicitor is complying with the Solicitors' Accounts Rules 1998 unless you understand what the current rules are. On completion of this course participants will not only know what the rules consist of and what they say but will also understand what they require a Solicitor to do in practice.

CONTENT

The content will include:

- Outline of client money rules
- Operation of client account
- Deposit interest
- Accountant's report requirements
- Case studies illustrating workings of rules including examples of:
 - client monies cash book and ledger accounts
 - disbursements - professional and other
 - transfers of costs.
- Problem areas

WHO SHOULD ATTEND

The course is aimed at those who undertake the work on Solicitors' records. It is suitable for people with little or no experience of Solicitors' work. However it will provide useful revision for those who have been involved in such work but want to ensure they fully understand the requirements and implications. Anyone who has attended this course previously may find the Solicitors' Accounts Rules – A Practical Refresher course a more suitable alternative. An understanding of accounting principles is required.

CPD HOURS: 6 (AUDIT RELATED: 6)

American Square Conference Centre, London	
11 November 2009	9.30am to 5.00pm
Holiday Inn, Leeds/Garforth	
19 November 2009	9.30am to 5.00pm
Bristol Golf Club, Bristol	
24 November 2009	9.30am to 5.00pm
Adams Park, High Wycombe	
12 January 2010	9.30am to 5.15pm
Leicester City Football Club, Leicester	
19 January 2010	9.30am to 5.00pm

Mercia reserves the right to vary the published programme

Booking Form

Complete the form below and return by fax, post or email

	DATE	NO. OF PLACES
Acting for FSA Clients: An Introduction*		
Acting for FSA Clients: A Refresher		
Acting for General Insurance & Mortgage Brokers		
Audit & Accounts of Group Companies		
Charities and Taxation		
Solicitors' Accounts Rules Update		
Solicitors' Accounts Rules - A Practical Refresher		
An Introduction to Solicitors' Account Rules		

* This course incurs a £50 charge for National Members.

We are a national member firm - this form is to reserve our places on the courses as indicated.
 We understand we will not be invoiced for these places other than where there is a one day course including lunch.

A total of places @ £85 £

A total of places @ £110 £

A total of places @ £130 £

A total of places @ £230 £

Less 25% discount for local members £

Sub total £

VAT @ 15% £

TOTAL £

Contact name

Name of firm

Address

Postcode

Telephone

Email

- Please invoice my firm. I understand the usual 28 days credit terms apply
- I/We enclose a cheque for £ made payable to Mercia Group Limited
- I would like to receive more information about national/local membership

Confirmation: An invoice will be sent as confirmation of your booking (if appropriate).

Cancellations: No refund will be made where cancellation is received less than 14 days before the date of the course. All other cancellations will be subject to a £25 administration charge. All cancellations must be in writing.



Please return to:
 Mercia Group Ltd, Best House,
 Grange Business Park, Enderby Road, Whetstone, Leicester, LE8 6EP
 t 0116 258 1200 f 0116 258 1250 enrolments@merciam-group.co.uk

25% DISCOUNT FOR LOCAL MEMBERS

A 25% discount on the total price will be given to all firms who pay an annual subscription (based upon the size of their practice) to belong to a Mercia training group. This does not include firms who buy season tickets. For further information please contact Liz Coates on 0116 258 1200.

FREE FOR NATIONAL MEMBERS

If you have recently enrolled as a national member (and paid a supplementary fee) you can send as many people as you wish on these courses at no extra cost. For further information please contact Liz Coates on 0116 258 1200.



Mercia is recognised by the ACCA as an approved training provider. All of our courses qualify for CPD hours as required by all UK accountancy bodies.

Mercia Group Ltd, Best House,
 Grange Business Park,
 Enderby Road, Whetstone,
 Leicester, LE8 6EP
 t 0116 258 1200
 f 0116 258 1250
 enrolments@merciam-group.co.uk