Healthcare Conference 2017

• GP Practice Premises
• NHS Pensions
• Models of Care
• Community Pharmacy
• VAT & Supplies of Staff
• Dental Sector Update
• GP Contracts Update

The Midlands
14 June 2017

£315 per person (including lunch)
£50 for MembershipPLUS | 25% Discount for Members

All prices subject to VAT
Healthcare Conference 2017

Our one day healthcare conference has been specifically designed for partners and senior managers with responsibility for a number of clients in this sector. It is a specialist conference looking at a wide range of practical issues which will enable those attending to provide the best possible advice to their clients. It is held on an annual basis.

9.30am Welcome and Introduction by Conference Chairperson
Bob Senior, RSM UK Tax and Accounting Ltd

9.35am GP Practice Premises
Bob Senior, RSM UK Tax and Accounting Ltd
This session will include:
- Practical implications of the NHS Premises directions changes
- Current issues regarding practices leasing or owning premises
- Issues around the use of SPVs
- Funding options and practical implications
- Valuation issues following government assistance with funding
- Implications for premises following practice mergers

10.15am Pension Changes and the Impact on Your Clients – The NHS Pension
Paul Gordon, MacArthur Gordon
Paul will outline the impact that pension changes and allowance reductions are having on your clients, be it early retirement, exiting the Scheme or additional tax charges.
Paul will discuss:
- 1995, 2008 and 2015 Schemes, outlining the differences and peripheral benefits of each
- The impact of both the Annual and Lifetime Allowances and options available to clients
- Retirement – when, why and how

11.00am Refreshment break

11.15am Models of Care
Bob Senior, RSM UK Tax and Accounting Ltd
This session will cover:
- The NHS view of the future of general practice
- Vanguard contracts - where are we now
- Practical issues re MCP and PACS contracts
- What is the future of GP Federations?
- What does the future look like for traditional GP practices

11.50am Q&A Panel Discussion
Bob Senior, RSM UK Tax and Accounting Ltd and Lizzy Lloyd, Larking Gowen and Paul Gordon, MacArthur Gordon

12.35pm Lunch

1.35pm This is Community Pharmacy
Kevin Nichols, The Pharmacy Consultancy Limited
"A brief tour around the world of Community Pharmacy."
Topics will include:
- A brief history of the industry
- The unique business model, including how Community Pharmacy is funded
- The role of the modern pharmacist
- Where Community Pharmacy fits within the overall Healthcare model
- Issues currently facing the industry
- The future of Community Pharmacy

2.15pm VAT & Supplies of Staff
Martin Kaney, X-VAT Ltd
One of the most contentious areas in VAT and healthcare is the liability of the supply of staff, whether a supply is viewed as a supply of healthcare or welfare, and thus exempt, or a supply of staff, and thus standard-rated. There is also the statutory exemption for locums and the nursing agencies concession. The session will explore these issues and examine the HMRC approach and recent case law to explain the current position.

3.00pm Refreshment break

3.15pm Dental Sector Update
Alan Suggett, UNW LLP
Alan will discuss:
- Practice profit and value trends
- Market report, including the large corporate and private equity appetites
- Sector lender overview
- NHS England – tender processes prototype contracts
- Flawed incorporations
- Making Tax Digital and the dental sector

4.00pm GP Contract Changes
Lizzy Lloyd, Larking Gowen
Lizzy will discuss GMS contract updates for 2017/18, the impact of these and what to watch out for in advising GPs for the coming year and beyond.

4.30pm Close of conference

CPD hours: 6
Speakers

Paul Gordon
Paul is a Medical Specialist Independent Financial Adviser at MacArthur Gordon. Paul’s role is split between advising clients, speaking and assisting other advisory firms regarding their clients and the NHS Pension. He regularly liaises with the NHS Pensions Agency, medical specialist accountants, medical specialist solicitors and HMRC to ensure continued understanding of all aspects of the on-going changes that could impact clients.

Martin Kaney
Martin Kaney is a VAT consultant specialising in small business and public sector VAT with a special emphasis on the NHS and the healthcare sector. He is the author of VAT & the NHS (Spiramus 2015), a member of the VAT Practitioners Group and a Council Member of the Gerson Lehrman Group, and he regularly presents seminars on VAT in the UK and also in the UAE and Saudi Arabia.

Lizzy Lloyd
Lizzy studied for her degree in Mathematics and Statistics at Essex University before joining a local firm to train and qualify as a Chartered Certified Accountant and a Chartered Tax Adviser. She and David formed the Hubbard Lloyd accountancy practice in 2005 which merged with Larking Gowen in 2014. The Hubbard Lloyd trading name continues to be used by Larking Gowen to promote its specialism in looking after clients within the medical professions.

Although Lizzy enjoys advising a range of small businesses with their accounting and taxation affairs, she has considerable experience in acting for clients within the medical field including GP medical practices, hospital consultants with their own private practice, locum GPs and GP federations.

Kevin Nichols
Kevin spent a varied career of 17 years with Barclays Bank Plc, followed by 13 years with AAH Pharmaceuticals Limited, where he became Head of Pharmacy Finance and Director of a subsidiary company, Statim Finance Limited, which administered the AAH Pharmacy Loans Guarantee Scheme. This scheme offered bank guarantee support to independent retail pharmacists, in return for purchase obligations. At the scheme’s peak, Kevin was responsible for a guarantee portfolio of 650 customers with more than a thousand loans and £220 million under guarantee.

In 2010, Kevin established his own business – The Pharmacy Consultancy Limited, which offers a comprehensive range of consultancy, financial and management services to the UK pharmacy industry. His clients include independent pharmacy owners and regional multiple chains. Kevin also works with a number of High Street Banks and specialist lenders, together with a range of professional organisations, introducing business, making presentations and providing training to their healthcare management teams, on all aspects of Community Pharmacy. He is Chairman of Lloyds Bank Healthcare Advisors Forum and is a regular contributor of articles and commentary to the Pharmacy press.

Bob Senior
Bob is a partner at RSM and also holds an external position as Chairman of AISMA. Bob qualified as a chartered accountant in 1979 and became a fellow of the institute in 1989.

Bob leads the medical services team of experts dealing with GPs, hospital consultants and GP Federations. He advises on business structures, improving profitability, tax planning, succession planning, premises developments and mergers.

Bob first got involved with GPs back in 1990 through helping a friend that was involved in the preparatory year for GP fund holding and he now devotes all his time to the healthcare sector, speaking at National Conferences.

Alan Suggett
Alan is a Chartered Accountant and partner in UNW LLP chartered accountants where he is head of the Dental Business Unit which looks after over 250 dentist clients. Alan writes regularly for the dental press, and presents at BDA seminars.

He is a member of the National Association of Specialist Dental Accountants & Lawyers (NASDAL) and a member of the technical committee, and chair of the NHS Superannuation committee. He is also a member of the Association of Specialist Providers to Dentistry (ASPD). Alan is the editor of the quarterly NASDAL goodwill survey which analyses all member client practice sales, purchases, and valuations.

Date and Venue

The Midlands
14 June 2017
9.30am - 4.30pm
Hilton East Midlands Airport
J24 M1
Derby Road (A50)
Castle Donnington
DE74 2YW (Sat Nav DE74 2SL)
Tel: 01509 674 000
www.hilton.com

Cost

£315 per person (including lunch)

25% discount for 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 Sarah Perry.

£50 for MembershipPLUS
If you are a MembershipPLUS firm the cost of attending this conference is £50 plus VAT per place.

All prices subject to VAT

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Email
Send your requests to enrolments@mercia-group.co.uk

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Call a member of our enrolments team on 0116 258 1200

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Complete the booking form and return by post to Mercia Group Limited

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Booking Form

I would like to book places on the Healthcare Conference 2017 on 14 June 2017 as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
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<tbody>
<tr>
<td>A total of ____ places @ £315</td>
<td>£</td>
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<tr>
<td>Less 25% discount for Members</td>
<td>£</td>
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<td>A total of ____ places @ £50 for MembershipPLUS</td>
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<tr>
<td>Sub total</td>
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<tr>
<td>Plus VAT at 20%</td>
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<td>Total</td>
<td>£</td>
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Please invoice my firm. I understand the usual 30 day credit terms apply

I enclose a cheque for £______ made payable to Mercia Group Limited

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Confirmation: An email confirming your booking will be sent to your enrolment or main contact. Joining instructions will be sent by email 10 days before the date of the event you are booked on to. 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.

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