



View Legal

2019

**webinar
program**

7 FEB

Foundations for the future

'how to do it' webinar – How investing; and reinvesting, grows your brand and business

- Flipping your reality
 - The future is now; but there is inequitable distribution
 - The only rule is there is no rules
 - The essential elements of workable solutions for professional service firms
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28 FEB

Estate Planning 2019

Where are we at?

- The key estate planning related court decisions over the last 12 months
 - Taxation and stamp duty changes impacting on estate planning
 - The impact of the 2018 Budget changes
 - Insights into the latest bespoke planning opportunities
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20 MAR

Superannuation Solutions

The Seven Steps to Successfully Implement View's Turn-key Adviser Facilitated Platform

- BDBNs (including lapsing, non-lapsing, hardwired and bespoke)
 - Enduring powers of attorney
 - SMSF wills
 - Post death superannuation proceeds trusts
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11 APR

Virtual Summit

The Trusts Edition

- Bust proofing trusts
- Post-death testamentary trusts
- 40 forms of trusts

23 MAY

Trust horror stories

The 3rd Edition

- All is fair in love and war (including unilateral amendment of family trust elections)
- The trouble with predicting the future (a.k.a. bizarre vesting date definitions)
- Lost, recreated, found, and then lost again trust deeds
- When banks are bullies

27 JUN

Foundations for the future

'how to do it' webinar – How to Leverage the Universal Laws for Success into your business model

- Think fast; think slow; think no
- Why no one expects the Black Swan
- Why is common sense so uncommon in professional service firms
- Making correct decisions when there's too much data

25 JUL

Unbundling the Pricing Debate

how to actually trash your timesheet

- know if your team members are doing anything?
- know if you are making any money?
- track your costs of production?
- prove your value?

29 AUG

The 9 Key Principles of Asset Protection

- Optimal use of trust structures for protection
- Bankruptcy and family law rules
- Interplay of estate planning and superannuation principles
- Best practice personal structuring strategies

19 SEP

Choosing the Right Business Structure

Simple! (in theory...)

- The key legal and commercial risks of all structuring alternatives
- Overlay of the revenue consequences of each type of structure
- Future proofing structures
- Managing internal stakeholder collaboration

24 OCT

Exploring the Science of Sales

- How to understand the key principles underpinning buying decisions in a consumer driven market
- Using the forces of disruptive innovation to win work; regardless of your perceived brand positioning
- How to achieve the 'new normal' of marketing excellence using Google's ZMOT (Google it!) and Elon Musk's rule of 7/11/4

20 NOV

2019 – The Year in review

- At least once a week throughout the course of 2019, Matthew Burgess shares insights in relation to business model iterations, the future of the professions, time billing and many other observations.
- In this special event, Matthew reviews the highs and lows from 2019 in what will be a fast paced, thought-provoking and at times likely controversial one hour webinar.
- Best of all, the entry price is at one of Matthew's favourite price points, namely, free!

Testimonials

A selection of testimonials for presentations by View (including for organisations such as The Tax Institute, various law societies, Television Education Network, AMP, NAB and ALPMA) are as follows:

Excellent session. Full of interactivity and practical examples/cases.

I wanted to send you a quick note to say that I thought the session you presented was superb and certainly in my top 2 for the entire event.

Your session was the one that we were able to take away the most useful information. We managed to totally can our latest project and built a new one by the time we hit the airport to head home!

Thank you for your excellent presentation at the conference today. In a sentence, it was very inspiring.

Your session was unreal. Very engaging, honest and fun.

Your presentation was simply fantastic! A lesson in how to take the dull and boring and make it fun and entertaining.