



International
association of
bookkeepers

IAB London seminar – Wednesday 30th October 2019

Time	Session	Speaker
09:30 – 10:00	Registration and refreshments	
10:00 – 11:00	Payroll update General payroll update including updates in the run up to the Autumn budget or following on from the Autumn budget depending on when this takes place.	The Payroll Centre
11:00 – 11:15	Refreshment break and networking	
11:15 – 12:15	VAT update	Nicola Cadwallader and Fred Cowgill, David Cadwallader & Co Limited
12:15 – 13:15	Lunch and networking.	
13:15 – 13:45	Best practice This session will include best practice advice from the perspective of the IAB's lead assessor. Jody will be able to provide advice and discuss areas to pay particular attention to so you can ensure you comply with the Money Laundering Regulations.	Jody Newman, IAB
13:45 – 14:45	Automatic enrolment update	Andy Nicholls, The Pensions Regulator
14:45 – 15:00	Refreshment break and networking	
15:00 – 16:00	Making your bookkeeping practice more profitable How can changing a simple aged old equation, 'Sales - Expenses = Profit,' make your business more profitable? Easy, you change it on your head! Gary will show you how over 250 Profit First Professionals worldwide, like him, are on a mission to Eliminate Entrepreneurial Poverty! He will also share his experiences of growing and adapting his own bookkeeping practice over the years including how he has gone fully paperless and made full use of emerging cloud technology.	Gary Martin FIAB AIAAP

*Programme subject to change without prior notification

Speaker profiles:

Andy Nicholls, Industry Liaison Manager, The Pensions Regulator

Andy Nicholls is an Industry Liaison Manager at The Pensions Regulator. In this role he is responsible for engaging with payroll professionals and software providers as well as UK large employers and industry bodies, to help them understand their 'automatic enrolment' duties.

Andy has more than 30 years payroll experience at a senior level, including working for both large and small employers in both public and private sectors, bureaux, software houses and for CIPP as a Tutor. He is a Fellow of CIPP and Member of AAT.

Gary Martin FIAB AIAAP, Profit First Professional and Back to Black Bookkeeping

In the summer of 2009 Gary decided that after over 12 years in the retail industry, enough was enough. He embarked on his journey through the Open University 2010. Trying to apply for entry level jobs for over a year and failing to gain a position, in June 2011 he started Back to Black Bookkeeping. Since then his practice grew on a part time basis until work became too much and he had to go full time in 2014. Around this time Gary made the move to go fully paperless and work 100% online by utilising emerging cloud technology. Last year, after lots of effort and planning, Gary made over a 180% increase in turnover and that was all thanks to a game changing book called Profit First. He's now the longest running Profit First Professional in the UK, one of only 4 registered with Mike Michalowicz, the author.