



# Essential Guide to Travel Finance

14 November 2018 • Central London

## Agenda

- 09:30 **Registration, tea and coffee**
- 10:00 **Welcome from the moderator**  
**Carolyn Watson**, Director of Finance and Resources, ABTA
- 10:05 **The responsibility of company directors**
  - Statutory financial requirements
  - Company accounts and your responsibilities
  - Why have an audit and who needs one?
  - The 'accountable person' for ATOL

**Jonathan Wall**, Managing Director, **Elman Wall Travel Accountants**  
**Ian Palmer**, Director – Head of Audit, **Elman Wall Travel Accountants**
- 10:40 **Management accounts vs financial accounts**
  - Understanding the differences
  - Demystifying your financial accounts: what every owner and director needs to know
  - Management accounts: avoiding surprises when it comes to your financial accounts

**Deborah Potts**, Director, **Summit Advisory (part of the Elman Wall Group)**
- 11:20 **Q&A**
- 11:30 **Tea and coffee**
- 11:55 **The importance of stakeholders and how to work with them**
  - Banks – general business
  - Merchant acquirers
  - Bond obligors e.g. bank or insurance company
  - Financial failure insurers
  - Credit insurers

**Jonathan Wall**, Managing Director, **Elman Wall Travel Accountants**
- 12:10 **Keeping the travel regulators happy**
  - The CAA's ATOL requirements
  - IATA requirements
  - ABTA as a Department for BEIS approved body
  - ABTA as a trade association

**John de Vial**, Director of Financial Protection and Financial Services, **ABTA**  
**Yasin Khandwalla**, Audit Director, **Elman Wall**  
Additional speaker to be announced
- 12:55 **Q&A**
- 13:05 **Lunch**
- 13:55 **Incentivising and motivating your management and teams**
  - Understanding their needs
  - EMIs and encouraging enhanced management performance
  - Other team incentives your staff will love but that won't cost you much

**Russell Eisen**, Director – Head of Tax, **Elman Wall Travel Accountants**  
**Claire Steiner**, HR Specialist, **Elman Wall Travel Accountants**
- 14:30 **VAT & TOMS made simple**
  - An introduction to VAT and Travel VAT
  - Are you overpaying VAT unnecessarily?
  - What is TOMS and why is it an important scheme to understand?
  - What impact will Brexit have on TOMS?

**Laura Quirke**, Associate Director – Head of VAT, **Elman Wall Travel Accountants**
- 15:00 **Maximising your rewards, minimising your tax**
  - How to get HMRC to help grow your business
  - Tax impacts of FRS 102
  - Making Tax Digital for VAT
  - Minimising Business Owner's Tax

**Russell Eisen**, Director – Head of Tax, **Elman Wall Travel Accountants**
- 15:40 **Tea and coffee break**
- 16:00 **Travel industry case study**  
Representative from a travel company
- 16:15 **Planning for an exit**
  - Accounts for business valuation purposes
  - What your accounts don't tell a buyer
  - Is your business made to measure?
  - Navigating financial due diligence successfully

**Deborah Potts**, Director, **Summit Advisory**  
**Karen Gill**, Associate Director, **Elman Wall Travel Accountants**
- 16:50 **Travel finance surgery**
  - Put your questions to our panel of finance experts
- 17:10 **Close of seminar**

## Event partners



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## About the event

**Would you like a better understanding of your financial responsibilities as a company director or owner?**

**Are you new to the industry and require an overview of travel finance?**

ABTA's new seminar will give you the fundamental finance principles that business leaders from travel companies should understand.

Learn how to maximise your rewards and minimise your tax. Get a regulatory update covering **VAT-TOMS, FRS 102, Making Tax Digital** and more.

**Do you know what your accounts are going to show at the end of the year?** You will be given practical advice on the responsibilities of directors and how you should interpret your financial accounts. Ensuring you have motivated teams is vital to the success of your business. Understand the needs of your employees and the various incentives they will love that won't cost you much.

There will be a particular emphasis on what the **CAA, ABTA and IATA** require of you and your business. You will have an opportunity to **put your questions to the travel finance experts** in our surgery session.

## Benefits of attending

- Understand your **financial responsibilities as a company director** – what are you liable for and what records do you need to keep?
- Learn **financial strategies to help grow your business**
- Leave with a deeper understanding of how **FRS 102, Making Tax Digital and Business Owner's Tax** might impact your business
- Gain practical advice on how to keep the **CAA, ABTA and IATA** happy and how to meet their different criteria
- Put your **questions to our finance experts** during an open panel discussion

## Prices

ABTA Member/Partner	<b>£229 plus VAT</b>
Non-Member/Partner*	<b>£349 plus VAT</b>

\*To qualify for the ABTA Member/Partner discount you must have a current ABTA Member/Partner number or your application must be in progress when the event takes place. For details on becoming an ABTA Member or Partner visit [abta.com/join](http://abta.com/join)

For information on sponsorship and exhibition opportunities please contact **Matt Turton** on **020 3693 0194** or email [mturton@abta.co.uk](mailto:mturton@abta.co.uk)

## ABTA Conferences and Events

ABTA Conferences and Events delivers practical training for the travel industry. Our aim? To keep the industry up to date on the most important, business critical issues, with a key focus on practical learning outcomes.

ABTA is the UK's leading travel association with a membership of around 1,200 travel companies.

Our vision is to enable the British public to travel with confidence – supporting our Members as they build their businesses and acting as an emblem of quality and assurance for their customers.

Our level of brand recognition and trust among consumers is high. 76% of people feel more confident booking with an ABTA Member.

## Upcoming events

### A Complete Guide to VAT and TOMS in Travel

27 September 2018, Manchester

### A Beginner's Guide to Travel Law

2 October 2018, Bristol

### A Complete Guide to VAT and TOMS in Travel

5 December 2018, London