



What's going to happen to my business in 2010?!

A PRACTICAL BUSINESS APPROACH TO THE NEW COMPANIES ACT, KING III™ and CONSUMER PROTECTION ACT.

SINK OR SWIM

Cutting Edge Seminars
www.sinkorswim.co.za

(Is it Still Safe to Be a Company Director or member of a Close Corporation? and Is it still safe to sell anything anymore?)

Within the next few months everything you ever knew about how business works in South Africa is going to change;

- The **New Companies Act** impacts every area of business and it is essential for all business people to familiarise themselves with the changes and areas of impact so as to prepare themselves for a whole new way of doing business. This seminar will provide you with the handles to assess and act on both the challenges and opportunities presented;
- The New Companies Act together with the **KING III™ Code of Corporate Governance** places a whole new set of expectations on ALL businesses in South Africa – no matter what size they are or what sector they operate – both Companies and CC's are impacted by these changes;
- If you have anything to do with selling, marketing or customer service (isn't that what businesses do?) – the rules of the game are changing, and changing fast! With the **Consumer Protection Act** everything you ever knew about these is going to change! It is imperative that everyone involved in sales, marketing or customer service, to whatever degree, from the Managing Director down, is fully aware and prepared for these changes.

While 2010 promises to hold plenty of opportunities for many, for many more it could spell the very END of BUSINESS as they know it.

The **SINK or SWIM What's going to happen to my business in 2010?! Seminar** will provide real solutions for business by addressing these business critical issues that are changing the landscape of business – and answering the questions **HOW DOES THIS AFFECT ME AND MY BUSINESS?** This **FULL DAY SEMINAR** will provide you, the business owner or director, manager or member of a close corporation, with practical input into the key areas that you need to be aware of to succeed and prosper into the future.

You will be provided with:

- The SINK or SWIM: What on earth is happening to my business in 2010 Seminar Presentation Handbook – for your ongoing reference and use (covering the New Companies Act, King III™ Code of Corporate Governance and the Consumer Protection Act);
- The SINK or SWIM Corporate Risk Assessment to help you analyse your businesses position in relation to these new Acts and requirements;

Who Should Attend:

- Business Owners
- Shareholders
- Directors (ALL AREAS)
- General & Financial Management
- Decision Makers
- Administration & Operations
- Human Resources & Marketing
- Business Advisors/Accountants
- **(all other relevant stakeholders)**

Venue and Dates:

See www.sinkorswim.co.za for details

Times:

Each Seminar is a from 8:30am to 3:30 pm

Cost:

R 1,795 per delegate
 Method of Payment: EFT/Direct Deposit

OUR CONTACT DETAILS:

www.sinkorswim.co.za

This **SINK or SWIM Cutting Edge Seminar** is presented by **Honeylane Consulting**
Contact for more information:

Roger Hitchcock Cell: 082 881 3717 roger@sinkorswim.co.za

Booking Form:

(fax together with payment confirmation to 0866 724 456/email to: info@sinkorswim.co.za)

Ref:
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PLEASE INDICATE YOUR CHOICE OF DATE AND VENUE: (See www.sinkorswim.co.za for details)		DATE BOOKED:		VENUE/AREA:			
Name:							
Company:		Position:					
CONTACT DETAILS:	Cell:			Email:			
	Tel:			Postal Address:			
	Fax:				Code:		Total per delegate R 1,795.00
Signature:						A Discount of 20% applies for Groups of 5 or more	
Banking Details: (administered by Honeylane Consulting (Pty) Ltd)		ABSA Bank: Account Number: 92-3314-0604 Branch Code: 63-20-05 Account name: Honeylane (Invoices/Receipts will be issued on receipt of booking – email proof of pmt to info@sinkorswim.co.za or fax to 0866724456)				REF: SOS/Company or Delegate Name	

New Companies Act (Is it still safe to be a company director (or member of a cc)?)

More detailed overview of sections:

Introduction:

Laying a good foundation for practical analysis of the New Companies Act

- Unpack the Business Context within which the New Companies Act will operate, seeking to identify the key areas impacted
- Layout the clear intentions of Govt and DTI that underlie the development and promulgation of the New Companies Act, this relates to the broader SA and International context and developments since the previous Act
- An overview of the New Companies Act – highlighting some key issues that reinforce the intentions and impact of the new legislation

Unpacking the IMPLICATIONS and IMPACT of the New Companies Act in terms of:

Business Structure

- Simplification and Flexibility
- Concept of Public Interest and Involvement of Stakeholders

Relationships

- Understanding impact of company and stakeholders (all some type of relationship)
- Key internal relationships
 - o Emphasising the separation of entities/persons – owners, directors, company
 - o Directors
 - Role and Responsibilities
 - Threats
 - Class Action
 - Derivative Action
 - Resultant Liability and Protection
 - The Business Judgement Test
 - Decision Making in the Spotlight
 - o Employees
 - Enhanced Powers and Position'
 - o Shareholders
 - Protection and Rights

Governance

- The New Companies Act and King III™
- How are they related, how should they be applied
- The new "all embracing" corporate governance environment
- Key Governance issues
 - o Boards and Independence
 - o Other Parties
 - o Risk and Strategic Management
 - o Integrated Reporting

Reporting Requirements

- How the changes can make your life easier or more difficult
- Unpacking the concept of Public Interest further
- Integrated Reporting

What to do when things go wrong/or when action is taken against a company

- Directors and Officers insurance
 - o What is allowed
- Alternative Dispute Resolution
 - o Challenges and Opportunities
- Business Rescue
 - o The Process and its Implications

Consumer Protection Act (Is it still safe to sell anything anymore?)

More detailed overview of sections:

Introduction to the Consumer Protection Act:

Laying a good foundation for practical analysis of the new Consumer Protection Act

- Unpack the Business Context within which the Consumer Protection Act will operate, seeking to identify the key areas impacted;
- Layout the clear intentions of Govt and DTI that underlie the development and promulgation of the Consumer Protection Act, this relates to the broader SA and International context and developments;
- An overview of the Consumer Protection Act – highlighting some key issues that reinforce the intentions and impact of the new legislation.

Unpacking the IMPLICATIONS and IMPACT of the Consumer Protection Act in terms of:

Objectives and Application of the Consumer Protection Act

- Internationalisation of legislative environment
- Protection and Regulation/Control of the Consumer Marketing Environment

Impact and Implications of the Consumer Protection Act

- Protection and Rights
- Redefining Roles and Responsibilities

Challenges presented by the Consumer Protection Act

- Communication
- Documentation
- Sales

Consequences

- Enforcement
- Activism
- The way ahead

FACILITATOR

Roger Hitchcock an experienced Business Consultant, Analyst and Facilitator has been involved with a range of businesses (from the smallest to the largest). His experience and ability to present COMPLEXITY SIMPLY means that you will far better understand not just the content of the New Companies Act, King III™ Code of Corporate Governance and Consumer Protection Acts but also (more importantly) how it impacts you and your business – in a practical way.

SINK or SWIM Cutting Edge Seminars tackle critical business issues from a PRACTICAL BUSINESS perspective, unpacking these as business people for business people.