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Genesis t/a ProfitPoint, **Bank:** ABSA, **Branch:** Longbeach Branch (632005), **Account Number:** 4069766332 **VAT Number:** 4940191655 | **Tel:** +27(0)21 782 0765 | **Cell:** +27(0)82 820 5338

Kindly put your name and business name as a reference when paying EFT. Tax Invoice to follow. Email order form and proof of payment to **drjohn@profitpointsolutions.com** or fax to **086 577 0043**. Once order form received, we will be in contact to receive business and logo details for **Your Cover** orders.

#### **FORTHCOMING PUBLICATIONS:**

- QUESTIONS AND ANSWERS FOR COMPANY SECRETARIES
- QUESTIONS AND ANSWERS ON BUSINESS RESCUE FOR COMPANIES
- QUESTIONS AND ANSWERS ON BUSINESS VALUATIONS
- QUESTIONS AND ANSWERS ON CORPORATE GOVERNANCE
- QUESTIONS AND ANSWERS ON BUSINESS, BRAND, COMPANY AND COMMERCIAL PROPERTY VALUATIONS

#### **FORTHCOMING WEBINARS:**

Forthcoming Webinars (Virtual Training Seminars) 2018 Calendar Programme on the last page to this form

## WE THANK YOU FOR YOUR BUSINESS

## **BOOKS ORDER FORM (COMBOS ON NEXT PAGE)**

FOR PROFESSIONALS, DIRECTORS, MEMBERS OF CCs, LECTURERS & STUDENTS

## YOUR COVER: No Additional Artwork Cost for Your Logo on the Cover!

| DESCRIPTION   | ORDER               | UNIT PRICE (incl. VAT) | QTY         | TOTALS            |
|---|---------------------|------------------------|-------------|-------------------|
| NOTES ON SOUTH AFRICAN COMPANIES ACT (3rd E   | dition) INCLUDING 1 | HE INTEGRATED COMP     | ANIES ACT   | - 1800 PAGES (B5) |
| PLAIN COVER   | Minimum 1           | R 875.00               |             |                   |
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| QUESTIONS & ANSWERS FOR COMPANY DIRECTORS GOVERNANCE - OVER 1,750 Q & As - 1,500 PAGES  |                     | ICERS ON THE COMPA     | NIES ACT AN | ND CORPORATE      |
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| QUESTIONS & ANSWERS FOR AUDITORS & ACCOUNT Q & As - 530 PAGES (A5) including the Auditing Profess   |                     |                        |             |                   |
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| QUESTIONS & ANSWERS ON CLOSE CORPORATIONS ACCOUNTING OFFICERS AND MEMBERS OF CCs - O 1984, as amended and Close Corporation Administrative I        | VER 450 Q & As (A5) |                        |             |                   |
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| QUESTIONS & ANSWERS ON BUSINESS RESCUE & V<br>2 & 6 from Integrated and Consolidated Companies Act 2<br>Corporations Act 1984 and Selected Case Law |                     |                        |             |                   |
| PLAIN COVER   | Minimum 1           | R 519.00               |             |                   |
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| VALUATIONS HANDBOOK: BUSINESS, COMPANY & C  | COMMERCIAL PROPE    | RTY VALUATIONS - 810   | PAGES (B5   | )                 |
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# COMBOS ORDER FORM (BOOKS ON PREVIOUS PAGE) FOR PROFESSIONALS, DIRECTORS, MEMBERS OF CCs, LECTURERS & STUDENTS

| DESCRIPTION  | ORDER  | UNIT PRICE<br>(incl. VAT)  | QTY          | TOTALS                    |
|--|--|--|--------------|---------------------------|
| COMBO #1: NOTES ON SA COMPANIES ACT (3rd Edit  | tion) + Qs & As ON 1   | HE SA COMPANIES ACT  | (3rd Edition | ) in English or Afrikaans |
| COMBO #1 - PLAIN COVER   | Minimum 1  | R 1,395.00   |              |                           |
| COMBO #1 - PLAIN COVER   | Minimum 5  | R 1,325.00   |              |                           |
| COMBO #1 - YOUR COVER  | Minimum 10   | R 1,255.00   |              |                           |
| COMBO #1 - YOUR COVER  | Minimum 20   | R 1,195.00   |              |                           |
| COMBO #2: NOTES ON SA COMPANIES ACT (3rd Edit<br>COMPANIES ACT & AUDITING PROFESSION ACT   | tion) + QUESTIONS  | & ANSWERS FOR AUDIT  | ORS & ACCO   | UNTANTS ON THE NEW        |
| PLAIN COVER  | Minimum 1  | R 1,295.00   |              |                           |
| PLAIN COVER  | Minimum 5  | R 1,235.00   |              |                           |
| YOUR COVER   | Minimum 10   | R 1,165.00   |              |                           |
| YOUR COVER   | Minimum 20   | R 1,115.00   |              |                           |
| COMBO #3: QUESTIONS & ANSWERS ON SA COMPAI<br>AUDITORS & ACCOUNTANTS ON THE NEW COMPANI  |  |  | ns + QUESTI  | ONS & ANSWERS FOR         |
| PLAIN COVER  | Minimum 1  | R 1,095.00   |              |                           |
| PLAIN COVER  | Minimum 5  | R 1,065.00   |              |                           |
| YOUR COVER   | Minimum 10   | R 1,035.00   |              |                           |
| YOUR COVER   | Minimum 20   | R 995.00   |              |                           |
| COMBO #4: QUESTIONS & ANSWERS FOR AUDITOR:   |  |  | S ACT & AUD  | ITING PROFESSION ACT      |
| + VALUATIONS HANDBOOK  |  |  |              |                           |
| PLAIN COVER  | Minimum 1  | R 1,175.00   |              |                           |
| PLAIN COVER  | Minimum 5  | R 1,115.00   |              |                           |
| YOUR COVER   | Minimum 10   | R 1,065.00   |              |                           |
| YOUR COVER   | Minimum 20   | R 1,015.00   |              |                           |
| COMBO #5: QUESTIONS & ANSWERS ON BUSINESS  | RESCUE AND WIND  | INC-IID OF CCe T UIIESI  | TIONS & ANS  | WERS FOR CLOSE            |
| CORPORATIONS ON THE NEW COMPANIES ACT & CL   |  |  |              |                           |
| CORPORATIONS ON THE NEW COMPANIES ACT & CL<br>PLAIN COVER  |  |  |              |                           |
|  | OSE CORPORATION  | S ACT  |              |                           |
| PLAIN COVER  | OSE CORPORATION  | R 895.00   |              |                           |
| PLAIN COVER YOUR COVER   | Minimum 1 Minimum 5  | R 895.00<br>R 875.00   |              |                           |
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## MP4 VIDEOS, WEBINAR RE-WATCH & PRESENTATION NOTES COMBOS ON NEXT PAGE

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#### • PRESENTATION NOTES\*: Soft/Electronic Copy (PDF) sent by Email

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#### **NEW YEAR SPECIAL OFFER:**

Presentations Notes = R604 incl VAT each (per set) except King IV™ Made Easy (Advanced Notes) = R806 incl VAT

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- \* CAVEAT: PDF Notes emailed once available on presentation of training topic (see training calendar on last page for dates)
- MP4 VIDEO RECORDING DOWNLOAD:

R 1438 incl VAT (except King IV™ Made Easy (3 hour): R 2013 incl VAT)

WEBINAR [Re-Watch Website Link] view for Unlimited Time:
 R 1438 incl VAT (except King IV™ Made Easy (3 hour): R 2013 incl VAT)

 WEBINAR [Re-Watch Website Link] view for 15 Days Only: R 684.25 incl VAT (except King IV™ Made Easy (3 hour): R 863 incl VAT)

## SERIES 1: BUSINESS LEGISLATION, COMPLIANCE AND CORPORATE GOVERNANCE

- King IV<sup>™</sup> Made Easy and Corporate Governance including King IV<sup>™</sup> Practice Notes Update (3 hour)
- 2. Types of Companies including NPCs, NGOs and PBOs
- 3. Companies Act Fundamentals and the MOI and PI Score
- 4. Companies Act Update and the MOI and PI Score
- Directors and Prescribed Officers' Duties and Liabilities (Roles and Responsibilities)
- Director Appointment, Election, Records, Removal, Resignation and Remuneration
- Shareholder Governance: Shareholders Rights, Roles, Resolutions, Remedies and Minority Shareholder Protection and Shareholders Agreement
- 8. Corporate Tests: 11 Corporate Tests of the New Companies Act and Failure Prediction
- Director's Toolkit, Skills Audit and Board Performance Evaluation
- Close Corporations and the New Companies Act and Amended CC Act Applications
- 11. Business Rescue and Turnarounds of Companies and Ccs
- 12. How to Draft a Business Rescue Plan
- 13. Fundamental Transactions Part 1: Disposals, Mergers and Schemes of Arrangements
- 14. Fundamental Transactions Part 2: Mandatory Offers, Compulsory Acquisitions, Squeeze-Outs, Comparable and Partial Offers, Restrictions and Prohibitions
- 15. 3 in 1: CPA, POPI and PAIA Made Easy
- 16. B-BBEE Made Easy
- 17. Labour Law Update
- 18. Amended IRBA Code Unpacked
- 19. Professional Practice Management Best Practices including Ethical Standards (IESBA Code)
- 20. Trust Governance and Trust Administration

## SERIES 2: FINANCIAL MANAGEMENT AND PERFORMANCE MANAGEMENT

- 21. How to Read Financial Statements: Finance for Non-Financial and Financial Professionals
- 22. Finance Fundamentals: Financial Statement Analysis, Financial Ratio Analysis and Financial Literacy Test
- 23. Debt versus Equity Decision: Financing Structure, Capital Budgeting and Financial Risk
- 24. How to Reduce Bad Debts: Working Capital Management

and Accounts Receivable Management

- 25. Business Health Check and Financial Health Check
- 26. Performance Management and the Balanced Scorecard
- 27. Strategic Planning and the Winning Business Model
- 28. Business Continuity Planning, Succession Planning and Estate Planning

#### **SERIES 3: VALUATIONS**

- Business Valuations: Challenges and Strategic Considerations
- 30. Business Valuation Methods: Primary and Secondary Valuation Methods and Reasonability Tests
- 31. Business Valuations: Risk Analysis and Cost of Risk and the Discount and Capitalisation Rates
- 32. Business Valuations and Tax Implications
- 33. Valuation of Franchises, Brands and other Intangibles
- 34. Business Valuation Cases Part 1: Sole Proprietor & Partnership, SBC, Family-Owned, Farming Operation, Fishing Operation, Insurance Brokerage
- Business Valuation Cases Part 2: ICT , Hospitality, Professional Practice, Construction, Distribution, Marketing and Advertising
- How to Critically Analyse a Valuation Report including Valuation Red Flags, Errors, Mistakes and Omissions
- 37. Business Valuations: Step-by-Step Process and the Owner-Managed Business
- 38. Commercial Property Valuations
- How to Value a Software Company including Software Intellectual Property, Enterprise Value and Equity Value
- 40. How to Value a Trust including SARS Valuation Rules for Trusts

#### **SERIES 4: ASSURANCE, AUDIT AND ACQUISITIONS**

- 41. Audit versus Independent Review of Companies and Close Corporations and the Owner-Managed Entity
- 42. Risk Management including Internal Audit and Internal Controls
- 43. Strategic and Enterprise Risk Management, Fraud Detection and the Risk Management Plan
- 44. Buying and Selling a Business, Acquisition / Investment Decision Options and Integrated Due Diligence
- 45. Franchising Made Easy

### Please CIRCLE your choice of the Title Number(s) from above list (1 to 45)

#### • PRESENTATION NOTES\*: Soft/Electronic Copy (PDF) sent by Email

Delegate Notes from the Webinar Presentation sent as a Download (PDF). Hard copy can be sent on request subject to additional courier fee.

| TITLE  | NEW YEAR<br>SPECIAL     | POST 30<br>APRIL 2018    | TOTAL |
|--|-------------------------|--------------------------|-------|
| • 2 in 1 COMBO: Choose any 2 of the above (excl. King IV™ Made Easy) | <b>R 883</b> SAVE R 323 | R 928 SAVE R 384         |       |
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| TOTAL DUE (incl VAT) State the Title and Corresponding Number        | R                       |                          |       |

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PRICE COLUMN A: **MP4 Video Downloads** (including VAT)

PRICE COLUMN B: Webinar [Re-Watch Website Link] view for Unlimited Time (including VAT) PRICE COLUMN C: Webinar [Re-Watch Website Link] view for 15 Days Only (including VAT)

| TITLE   | A       | В       | С      | TOTAL |
|---|---------|---------|--------|-------|
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| King IV <sup>™</sup> Made Easy + any other Mp4 (excl. King IV <sup>™</sup> Made Easy) | R 3163  | R 3163  | R 1347 |       |
| • 3 in 1 COMBO: Choose any 3 of the above (excl. King IV <sup>™</sup> Made Easy)      | R 3738  | R 3738  | R 1846 |       |
| • 5 in 1 COMBO: Choose any 5 of the above (excl. King IV <sup>™</sup> Made Easy)      | R 6547  | R 6547  | R 2926 |       |
| VALUE PACK 7: Choose any 7 of the above (excl. King IV™ Made Easy)                    | R 9180  | R 9180  | R 4088 |       |
| VALUE PACK 10: Choose any 10 of the above (excl. King IV™ Made Easy)                  | R 12375 | R 12375 | R 5325 |       |
| TOTAL DUE (incl VAT) State the Title and Corresponding Number                         | R       |         |        |       |

\* CAVEAT: PDF Notes emailed once available on presentation of training topic (see training calendar on last page for dates)

## **IMAGES OF BOOKS**



# GENESIS WEBINAR TRAINING 2018 PROGRAMME

| DATE 8  | k TIME (ZA) | WEBINAR TITLE  | DAY  |
|---------|-------------|--|------|
| FEBRUAI | RY 2018     |  |      |
| 09 Feb. | 09:00-12:00 | King IV <sup>™</sup> Made Easy and Corporate Governance including King IV <sup>™</sup> Practice Notes Update                                 | Fri. |
| 16 Feb. | 08:30-10:30 | Directors and Prescribed Officers Duties and Liabilities (Roles and Responsibilities)  | Fri. |
| 16 Feb. | 11:30-13:30 | Director Appointment, Election, Records, Removal, Resignation and Remuneration   | Fri. |
| MARCH 2 | 2018        |  |      |
| 08 Mar. | 08:30-10:30 | Debt versus Equity Decision: Financing Structure, Capital Budgeting and Financial Risk   | Thur |
| 08 Mar. | 11:30-13:30 | How to Reduce Bad Debts: Working Capital Management and Accounts Receivable Management   | Thur |
| 15 Mar. | 08:30-10:30 | Business Valuation Methods including Cost of Capital versus Cost of Equity and Discount Rate versus Capitalisation Rate                      | Thur |
| 15 Mar. | 11:30-13:30 | Valuation of Franchises, Brands and other Intangibles  | Thur |
| APRIL 2 | 018         |  |      |
| 12 Apr. | 08:30-10:30 | How to Read Financial Statements: Finance for Non-Financial and Financial Professionals  | Thur |
| 12 Apr. | 11:30-13:30 | Finance Fundamentals: Financial Statement Analysis, Financial Ratio Analysis and Financial Literacy Test                                     | Thur |
| 19 Apr. | 08:30-10:30 | Companies Act Fundamentals and the MOI and PI Score  | Thur |
| 19 Apr. | 11:30-13:30 | Types of Companies: Profit versus Non-Profit Companies including NPCs, NPOs, NGOs and PBOs   | Thur |
| MAY 201 | .8          |  |      |
| 11 May  | 08:30-10:30 | Business Valuations and Tax Implications   | Fri. |
| 11 May  | 11:30-13:30 | Commercial Property Valuations: Step by Step Process   | Fri. |
| 18 May  | 08:30-10:30 | Business Valuation Cases Part 1: Sole Proprietor & Partnership, SBC, Family-Owned, Farming Operation, Fishing Operation, Insurance Brokerage | Fri. |
| 18 May  | 11:30-13:30 | Business Valuation Cases Part 2: ICT, Hospitality, Professional Practice, Construction, Distribution, Marketing and Advertising              | Fri. |
| JUNE 20 | 18          |  |      |
| 15 June | 08:30-10:30 | Shareholder Governance: Shareholders Rights, Roles, Resolutions, Remedies and Minority Shareholder Protection and Shareholders Agreement     | Fri. |
| 15 June | 11:30-13:30 | Corporate Tests: 11 Corporate Tests of the New Companies Act and Failure Prediction  | Fri. |
| 22 June | 08:30-10:30 | Strategic & Enterprise Risk Management, Fraud Detection, Risk Committee, Internal Controls, Internal Audit & the Risk Management Plan        | Fri. |
| 22 June | 11:30-13:30 | Buying and Selling a Business, Acquisition / Investment Decision Options and Integrated Due Diligence  | Fri. |
| JULY 20 | 18          |  |      |
| 13 July | 08:30-10:30 | Business Rescue and Turnarounds of Companies and Ccs   | Fri. |
| 13 July | 11:30-13:30 | Business Continuity Planning, Succession Planning and Estate Planning  | Fri. |
| 20 July | 08:30-10:30 | Close Corporations and the New Companies Act and Amended CC Act Applications   | Fri. |
| 20 July | 11:30-13:30 | Audit versus Independent Review for Companies and CCs and the Owner-Managed Entity   | Fri. |
| AUGUST  | 2018        |  |      |
| 17 Aug. | 08:30-10:30 | Business Health Check, Financial Health Check and Financial Literacy   | Fri. |
| 17 Aug. | 11:30-13:30 | Director's Toolkit, Skills Audit and Board Performance Evaluation  | Fri. |
| 24 Aug. | 08:30-10:30 | Professional Practice Management Best Practices including Ethical Standards (IESBA Code) and Money Laundering                                | Fri. |
| 24 Aug. | 11:30-13:30 | Fundamental Transactions Part 1: Disposals, Mergers and Schemes of Arrangements  | Fri. |
| SEPTEMI | BER 2018    |  |      |
| 14 Sep. | 08:30-10:30 | 3-in-1: CPA, POPI and PAIA Made Easy   | Fri. |
| 14 Sep. | 11:30-13:30 | A B C of VAT Part 1: New VAT Rules and VAT Compliance (Administration)   | Fri. |
| 21 Sep. | 08:30-10:30 | Labour Law Update: What it means for your practice and your clients  | Fri. |
| 21 Sep. | 11:30-13:30 | A B C of VAT Part 2: New VAT 201 Return and VAT Application Cases  | Fri. |
| ОСТОВЕ  | R 2018      |  |      |
| 12 Oct. | 08:30-10:30 | Trust Governance and Administration: Can you trust a Trust? Have you got what it takes to be a Trustee?                                      | Fri. |
| 12 Oct. | 11:30-13:30 | Commercial Property Valuations: Step by Step Process for Commercial and Investment Properties  | Fri. |
| 19 Oct. | 08:30-10:30 | Business Valuations: Step by Step Process and the Owner-Managed Business   | Fri. |
| 19 Oct. | 11:30-13:30 | How to Critically Analyse a Valuation Report including Valuation Red flags: Errors, Mistakes and Omissions                                   | Fri. |
| NOVEMB  | ER 2018     |  |      |
| 09 Nov. | 08:30-10:30 | How to Read Financial Statements: Finance for Non-Financial and Financial Professionals  | Fri. |
| 09 Nov. | 11:30-13:30 | Finance Fundamentals: Financial Statement Analysis, Financial Ratio Analysis and Financial Literacy Test                                     | Fri. |
| 16 Nov. | 08:30-10:30 | B-BBEE Made Easy   | Fri. |
| 16 Nov. | 11:30-13:30 | Franchising Made Easy: Step-by-Step to Successful Franchising for Franchisor and Franchisee  | Fri. |
| 23 Nov. | 08:30-10:30 | How to Value a Trust including SARS Valuation Rules for Trusts   | Fri. |
| 23 Nov. | 11:30-13:30 | How to Value a Software Company including Software Intellectual Property, Enterprise Value and Equity Value                                  | Fri. |



