

# STRATEGIC TAX PLANNING

(With special emphasis on Income Tax & Sales Tax Laws)

## INTRODUCTION TO STRATEGIC TAX PLANNING



Managers and entrepreneurs are considered well aware that tax planning is important, because taxes often are very big expenses and have priority demands on cash flow. They are also considered to be in the best position to identify tax opportunities and costs early on, and weigh tax savings against non-tax considerations (which typically and appropriately dominate most business decisions). Strategic Tax Planning is a new approach to enable and motivate managers and entrepreneurs to think about the big things in taxes in an organized fashion, and thus be more effective in enhancing the bottom line.

Most of us think about taxes when it is too late to really do something about them. After FBR's audit notice, for example, all that can be done is to pull together the documents they want to see, and pray that they do not find anything. If they do find something, there is an uphill battle to persuading the FBR that they are wrong.

This is quite logical, because in this age of globalization and change, companies face a bewildering array of uncertain, and ever changing tax rules. People not trained in taxation can never really understand all there is to know about it, and thus rely on experts for detailed knowledge.

The way to get managers and entrepreneurs to be able and willing to think about the big things in taxes, in an organized fashion, is through strategic tax planning. It enhances the quality of tax planning being done, and also allows business people to better use (or not waste time and money on) tax specialists because the big tax issues and cost-benefit trade-offs of the various ways of structuring a deal already will have been identified.

Put simply, tax planning's strategies (rather than detailed) orientation helps business decision makers use their knowledge of the company and the industry to better balance the costs and benefits of tax planning ideas. Furthermore, it is organized around business processes to further help managers identify tax planning techniques, as well as their tax and non-tax costs and benefits, and thus better plan the projects and activities which the managers generally perform.

Legal strategic tax planning helps business decision makers identify (and balance the costs and benefits of) tax savings ideas early on and throughout the development of a project, thus making the implementation of the ideas less intrusive and more effective.



## WORKSHOP OBJECTIVES

The workshop aims at to equip the participants with an organized and effective ways to integrate tax effects into business decisions for national and international transactions. The workshop is capped at 30 participants because we do not want you to get lost in the crowd and to ensure proper answer of your queries. The workshop will be led by consultants having extensive experience of taxation laws in Pakistan.

Additionally participants will:

- Understand the role of tax planning for companies
- Provide the basic techniques and structures of strategic tax planning and how they are applied
- Identify and analyze various tax issues in a range of within and cross border transactions
- Understand the role of both tax and non-tax factors that affect tax planning
- Review a methodology for strategic tax planning and develop their own tax planning approach
- Knowledge of tax systems and tax treaties of the countries involved

### WHO SHOULD ATTEND?

- Finance Directors
- Chief Financial Officers
- Financial Controllers
- Finance Managers
- Tax Managers
- Accountants
- Auditors
- Tax Consultants
- Business Advisors
- Other personnel dealing with tax matters of an organization

## WORKSHOP CONTENTS

Tax Planning Strategies provides clear and concise explanations of the planning opportunities that are available. The following main topics will be covered during the session by focusing on both Income Tax and Sales Tax Laws:

- What is Tax Planning
- Importance of Tax Planning
- Difference between normal and strategic tax planning
- Benefit of strategic tax planning
- Difference between tax saving and tax evasion
- Risk management strategies
- Tax opportunities for corporate & non-corporate sectors
- Tax Credits & exemptions available to corporate & non corporate sectors
- Efficient tax planning for employees benefits
- Tax cash flow budgeting
- Managing business losses
- Group taxation
- How taxes are deferred
- Avoid payment of extra taxes
- Transaction between associates
- Threats avoidance through effective tax planning
- Tax SWOT analysis
- Anti-avoidance provisions of Income Tax Law & tax treaties
- Techniques to handle departmental audits
- Handling notices and other legal proceedings in a professional manner
- Periodical reporting (MIS)



### FEE STRUCTURE

Up to Last date : 14,995/-

After last date : 15,495/-

Last date: May 04, 2012 (Lahore)



### PROGRAMME DETAIL

Time: 10:00 am to 05:00 pm

LAHORE:

May 08-09, 2012

Sunfort Hotel, Lahore

### WORKSHOP LEADER

#### Noman Iffikhar Khawaja

Mr. Noman is a renowned facilitator & Trainer in the field of Taxation with his success track spanning over two decades. More over, he also heads "Softax Consulting" a firm dedicated for the past 20 years to joining Tax Advisory & Compliance together with real life practical problems. He is also heading "Softax (Pvt.) Ltd." a web based Online Taxation Support Company" as CEO.



### WORKSHOP METHODOLOGY

The workshop will be conducted with PowerPoint presentations, discussions, case studies and sharing of practical situations. Recent tax developments, case laws and Public Rulings where applicable will also be discussed.

### REGISTRATION DETAIL

Please send the following information of the Participant through E-mail, Fax or Courier.

1. Name of Participant
2. Designation
3. Organization
4. Tele #
5. Cell #
6. E-mail
7. Payment details i.e cash/ PO/Cheque/DD  
(in favor of NIU Center for Business Learning)

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real time taxation support

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For Registration, please contact:

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