



DR MARK PIZZACALLA

Professional Speaker Kit

mark.pizzacalla@bdo.com.au

Direct: +61 3 9603 1727

Mobile: +61 413 048 440

Whether you are looking for a keynote address at a national conference, an onsite technical workshop, or a strategy briefing for senior leaders, Dr Mark Pizzacalla has the experience to ensure your event is a success.

Mark specialises in providing top-level industry and technical insights to equip teams with the latest tax and accounting strategies to succeed.

One of Mark's strengths is his ability to provide digestible content across a range of audiences, from technical professionals to everyday business owners and operators.

Mark uses relatable and personal experiences to engage with his audience, transforming technical content into approachable, informative and interesting key take-away messages.

- ✓ **Conference Keynotes**
- ✓ **Technical Training Workshops**
- ✓ **Executive Briefings**
- ✓ **Launch Events**
- ✓ **Research Presentations**





mark.pizzacalla@bdo.com.au
 Direct: +61 3 9603 1727
 Mobile: +61 413 048 440

BDO
 Level 14, 140 William St
 Melbourne VIC 3000

Tel: +61 3 9603 1700
 Fax: +61 3 9603 3870
 www.bdo.com.au



MARK PIZZACALLA PhD

Partner

Tax & Private Clients

Mark is Partner-in-Charge of the Private Clients practice in Melbourne and is integrally involved in the firm's Tax and Advisory practice.

Mark is recognised as a technically astute and perceptive practitioner, who delivers tailored, practical outcomes to his clients. He works closely with his clients to quickly gain a thorough understanding of their complete tax position, and provides solutions that are technically sound, practical and commercial.

Mark's business experience, including acting as Managing Partner of his predecessor firm, gives him a strong appreciation of both the strategic and operational issues facing his clients, and provides relevance to the technical tax advice he delivers.

Mark is an accomplished speaker, and a regular expert commentator and presenter on tax issues. Mark has contributed significant tax commentary through media and publications including Lateline Business, the *Australian Financial Review*, *The Tax Institute Journal* and the *Australian Tax Forum*.

Mark has completed his PhD in relation to the taxation of SMEs in Australia and is one of the few tax practitioners whose work has been cited in Australia's Parliament.

Mark has been appointed by the Federal Government to the Board of Taxation – a non-statutory Board charged with contributing a business and broader community perspective in improving the design of taxation laws and their operation.

Mark is a member of The Tax Institute's Victorian Technical Committee, and was previously the former Chair of The Tax Institute's National SME Sub-Committee, and a former Victorian State Councillor.

Services

- Taxation audits, rulings & litigation
- Business advisory
- Structuring for acquisitions & disposals
- Corporate tax governance and risk management
- Inbound & outbound investments
- Succession planning

Sectors

- Manufacturing, wholesale & distribution
- Privately held groups
- Professional services
- Real estate & construction
- Retail
- Technology, media & telecommunications
- Tourism, hospitality & leisure

Qualifications

- PhD, Monash University
- Master of Taxation, University of Melbourne
- Bachelor of Business (Distinction), Royal Melbourne Institute of Technology

Affiliations

- Fellow, Chartered Accountants Australia and New Zealand
- Chartered Tax Adviser, The Tax Institute
- Fellow, Taxation Law and Policy Research Institute, Monash University

External appointments

- Board of Taxation



CLICK TO BOOK MARK
 FOR YOUR NEXT EVENT

TOPICS

Throughout this prospectus, you will see a preview of topics on which Mark has previously provided expert commentary. A few key presentations are listed below as a thought-starter of what might suit your conference attendees. In addition, Mark can tailor his presentation to present on a topic of your choice or, alternatively, host your event.



Business drawings – how much money can I take?

In this presentation, Mark explains the ATO's new approach in determining how much money you can draw from your business without attracting ATO scrutiny, and whilst paying the least amount of tax.

This session is especially relevant for the following industry sectors: professional services firms, accounting, architectural, engineering, financial services, legal and medical professions.



Can I really claim that?

In this entertaining session, Mark delivers an insightful presentation going through the weird, wonderful and sometimes outrageous tax deductions that taxpayers have claimed successfully. Mark also explains tax deductions that you are entitled to legally claim without substantiation. This session is not to be missed.



How should Australians be taxed?

In Australia, small businesses have been generally subject to the same tax rules as larger enterprises. However, since the 1980s, Australia has gradually shifted its approach and has adopted increasing numbers of tax concessions for small businesses. In the meantime, the Government's tax take from individuals and companies is no different today than when it was 50 years ago! In this session, Mark explains in plain english what actions need to be taken to fix Australia's tax system.



What does success look like?

In this presentation, Mark discusses what it takes to be successful and what things you need to put in place now to arrive at your next destination. In the process, Mark takes us through his personal journey from being a first year cadet at a Big 4 firm, to achieving partnership status, completing his Doctorate, and being asked to be a member of the Board of Taxation – a Government Cabinet appointed position.

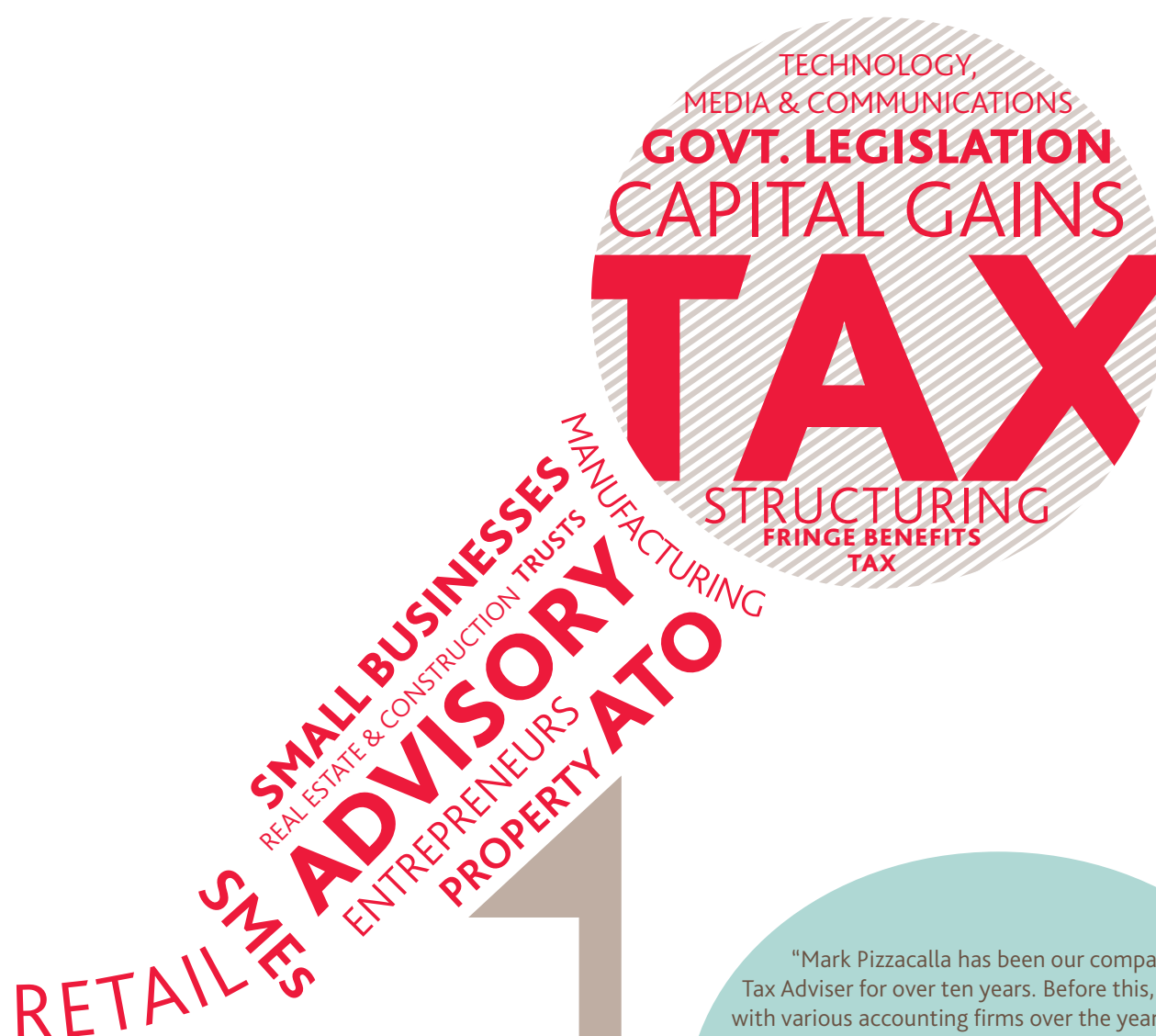
This session is filled with real life examples and raw experiences where Mark leaves no stone unturned, explaining the highs and lows of his business and personal life. This session is perfect for all levels of practitioners and entrepreneurs alike.



Tailored topic of your choice

Feel free to ask Mark to present on a topic of your choice or, alternatively, to host your event.

EXPERTISE



"Mark Pizzacalla has been our company's Tax Adviser for over ten years. Before this, I worked with various accounting firms over the years, none of whom were able to grasp or cater for my needs at the level that Mark does. I have consistently found Mark's approach to be focused and flexible. He has a very clear understanding of our particular business objectives and overall structure. It is for these reasons and more that Mark is an invaluable adviser for me and my business."

**MARGARET PORRITT,
FOUNDER & SOLE DIRECTOR
FEATHERS BOUTIQUE**



CONFERENCES



BDO Professional Practice Network – Business and taxation forum

Sponsored by Bank of Melbourne and Xero, 25-26 September 2015

Re:think – property & tax

BDO "Business of Property" Luncheon, 23 June 2015

Australia's SME tax system: is it working?

Small Enterprise Association of Australia and New Zealand Conference, Wellington, New Zealand, 2 September 2009

Making the most of your deductions

The Tax Institute's Breakfast Club Series, Hawthorn, 30 April 2009

Small business CGT concessions and related trust issues

The Tax Institute's 14th National Tax Intensive Retreat, Victor Harbor, 23 November 2006

SME restructuring – consolidations, demergers and other tax measures are not just for the 'big end' of town!

The Tax Institute's 20th National Convention, Perth, 17 March 2005

Self-managed super fund investment rules

"Tax 2003 - a challenging vintage," The Tax Institute's 17th National Convention, Adelaide, 27 to 29 March 2003

Small business CGT concessions – case studies

The Tax Institute's Tasmanian State Convention, Swansea, 18 October 2002



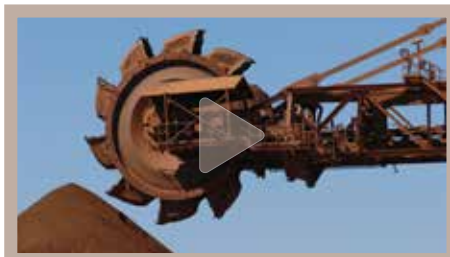
MEDIA APPEARANCES & QUOTES

CLICK TITLES TO WATCH VIDEOS & VIEW ONLINE ARTICLES



Phillip Lasker,
**'Canberra prepares
for tax forum'**

ABC Lateline and ABC News, 3 October 2011



Jane Cowan,
**'Tax uncertainty spreads
beyond miners'**

ABC Lateline, 30 June 2010



Andrew Robertson,
**'Small businesses overwhelmed
by tax return demands'**

ABC Lateline, 17 June 2010



Tax Wrap Podcast Episode 49

Taxpayers Australia, 22 October 2015

THE AGE

Roger Balch, 'Tax minimisation strategies'

www.theage.com.au, 6 July 2010

THE AUSTRALIAN FINANCIAL REVIEW

**Deb Cleveland, 'Divorce to get more
taxing'**

The Australian Financial Review, 21 October 2014

**Marianna Papadakis, 'Tax ruling forces
rethink on divorce settlements'**

The Australian Financial Review, 5 August 2014

**Nassim Khadem, 'ATO cracks down on
income splitting'**

The Australian Financial Review, 26 November 2013

**Katie Walsh, 'Tax ruling will mire
multinationals'**

The Australian Financial Review, 28 October 2010

**Mark Fenton-Jones, 'Cashed up
and on the prowl'**

The Australian Financial Review, 24 September 2010

**Michaela Whitbourn, 'ATO's data
matching homes in on trusts'**

The Australian Financial Review, 29 July 2010

**John Kehoe, 'Capital gains set
a tax reform trap'**

The Australian Financial Review, 12 January 2010

**John Kehoe, 'ATO ramps up audits
of wealthy'**

The Australian Financial Review, 2 October 2009

BUSINESS REVIEW WEEKLY

**Mercedes Ruehl, 'Important things you
should know for the coming tax year'**

BRW, June 17 2013

**Agnes King, 'Head down to duck
boss's axe'**

BRW, June 29 2012

**Judith Tydd, 'Expat homeowners
naive to property tax'**

BRW, November 4 2010

**Agnes King, 'PwC out to win
entrepreneurs'**

BRW, September 2-8, 2010

ARTICLES

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CHECK, MATE

BRW, January 21-27
2010, 49



EARNOUTS: A RETURN TO COMMON SENSE

BRW, July 1 – July 7 2010, 45



WHEN TO SET UP A TRUST

BRW, June 10 –
June 16 2010, 53

"I have worked with Mark Pizzacalla for over ten years since the initial start-up and listing of the M2 Group business. We've worked closely together from the start and, importantly, always with a high degree of mutual respect. I found Mark to be a technically astute and perceptive tax adviser, capable of delivering tailored and practical outcomes for the business within my time frame."

**DARRYL INNS,
CHIEF FINANCIAL OFFICER
M2 GROUP**



PUBLICATIONS

MONASH UNIVERSITY	Developing a Better Regime for the Preferential Taxation of Small Business PhD thesis – October 2014
THOMSON REUTERS	Problems and priorities – Australia's SME taxation system requires further change (2009) (3) Thomson Reuters Weekly Tax Bulletin 92
THOMSON REUTERS	New temporary investment allowance – issues to consider (2009) (16) Thomson Reuters Weekly Tax Bulletin
THOMSON REUTERS	Year End Tax Planning 2009 Co-written with: Terry Hayes, Kirk Wilson, Stuart Jones and Eugene Ng, (2009) (24) Thomson Reuters Weekly Tax Bulletin 965
THOMSON REUTERS	Global SME tax conundrum (2008) (06) Thomson Reuters Weekly Tax Bulletin 135
THOMSON REUTERS	Year End Tax Planning 2008 Co-written with: Terry Hayes, Kirk Wilson, Stuart Jones and Eugene Ng, (2008) (24) Thomson Reuters Weekly Tax Bulletin
THOMSON REUTERS	Australia's SME tax identity crisis: Part 1 (2007) (15) Thomson Reuters Weekly Tax Bulletin 612
THOMSON REUTERS	Australia's SME tax identity crisis: Part 2 – identification of SMEs (2007) (16) Thomson Reuters Weekly Tax Bulletin 646
THOMSON REUTERS	Australia's SME tax identity crisis: Part 3 – time for a change in government approach (2007) (17) Thomson Reuters Weekly Tax Bulletin 685
THOMSON REUTERS	Australia's SME tax identity crisis (2007) 22(1) Australian Tax Forum 19
THOMSON REUTERS	Division 7A: Now at your discretion? (2007) (35) Thomson Reuters Weekly Tax Bulletin 1528
THE TAX INSTITUTE	Tax issues affecting trusts. The seven deadly sins – Part III – Common traps that can be avoided with proper planning (2006) 40(7) Taxation in Australia 362
THOMSON REUTERS	CGT concession enables property transfers into superannuation (2005) (3) Thomson Reuters Superannuation Bulletin 94
THOMSON REUTERS IN TAX	High cost of selling your business if you're in the wrong structure (2005) (May 2005) Intax Magazine 19
THOMSON REUTERS	Tax relief at a cost for SMEs (2005) (34) Thomson Reuters Weekly Tax Bulletin 1385
THE TAX INSTITUTE	Tax issues affecting trusts. The seven deadly sins – Pt I – Some of the more common traps with trusts (2005) 40(5) Taxation in Australia 235
THE TAX INSTITUTE	Tax issues affecting trusts. The seven deadly sins – Part II (2005) 40(6) Taxation in Australia 307
LEXIS NEXIS	Salary sacrificing technology (2005) 1(1) Australian Workplace Taxes 2
CCH	Tax consolidations: not a small (or medium-sized) matter (2003) (28) CCH Tax Week 485-487

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IN THE BDO NETWORK**

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- Risk Advisory
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CONFERENCE TOOLKIT



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CONTACT

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JULIA DONOVAN

National Brand & Design Executive
National Clients & Markets
Direct: +61 7 3237 5669
julia.donovan@bdo.com.au

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