

# - Call for Speakers -

## Communications Taxation '12

May 16-18, 2012 ♦ Orlando, Florida

**Venue: The Peabody Orlando Hotel**  
**9801 International Drive Orlando, FL 32819**

**Send your speaking request to Matthew Lucas at [mlucas@telestrategies.com](mailto:mlucas@telestrategies.com),  
by February 10, 2012**

Since the show's inception in 1999, TeleStrategies' Communications Taxation conference has become the "go to" event for service provider tax professionals to learn about - and keep up to date on - changing taxation policy, communications services and the tax implications thereof. The event attracts between 200-250 attendees, the majority of whom are service providers.

### **Speaking opportunities**

We welcome speakers from all areas of the industry – carriers both large and small; of all service backgrounds (wireline, mobile, cable, content, entertainment, applications); all business types (retail, wholesale, enterprise, pre-paid); and the vendors who support the market to participate as presenters, panelists or "break-out" roundtable facilitators.

### **Deadline**

If you would like to participate as a speaker or panelist, please email your request to Matthew Lucas ([mlucas@telestrategies.com](mailto:mlucas@telestrategies.com)) no later than February 10<sup>th</sup>.

***Don't wait until the deadline to submit your ideas or topics.*** In fact, the earlier I know of your intent to participate, the easier it is for me to organize the program, resolve conflicts, hone topics/panels and make sure you are on the agenda!

### **Submission format**

1. Email to: Matthew Lucas ([mlucas@telestrategies.com](mailto:mlucas@telestrategies.com))
2. Session Title: 5-10 words, keep it catchy and representative of the session content
3. Session Description: 5-8 sentences are perfect. Feel free to err on the verbose side (as I can always trim that back), or just list the bullet points of what you want to cover and I can work with you on the description.
4. Session Speakers: List the names, titles, company for each speaker (may not be applicable to the round-tables) – or put TBD if your speakers are not confirmed
5. Contact information: Send me the email and phone number of whom I should follow up with.

You may submit more than one talk.

*For a better understanding of the session format, see the sessions listed on last year's agenda at <http://www.telestrategies.com/tax>*

## **Costs**

All speakers/panelists/roundtable facilitators receive a complimentary pass to the complete conference program.

## **Session format options**

The program is organized into three session formats:

1. Conference speaking slot: Typically is a 35-45 minute slot, and would provide robust, formal powerpoint presentation regarding on a specific tax topic (no high-level proposals, please). Typically there might be 2 speakers (more is fine) that would provide education as well as a “hands on” perspectives of a given topic. We prefer to have at least one service provider participate to help connect the material to the audience, but that is not required.
2. Panel: Typically a 45 min -1 hour slot, professionally moderated, panel presentation that brings together 3-5 viewpoints on a particular tax topic. There may or may not be powerpoint slides – as this format is intended to be topically driven, engaging the audience/panelists in an informal/discussion-based presentation.
3. Round-tables: Proven to be one of the conference's most popular formats, a typical round-table is 30-45 minutes in which a smaller group of folks meet to discuss a particular topic of interest. There is no formal presentation or moderator. Instead, a facilitator is used to initiate and guide a “free flowing – exchange your ideas and experiences” discussion among industry peers. This is the ideal way to network, discuss, exchange, engage and learn from your peers – as well as walk away with new contacts that you can keep in touch with throughout the year.

## **How to participate:**

### ***Interested in facilitating a round-table?***

No prior experience is needed! All you need is an interest in a topic area. Just be prepared to bring your experiences, ideas and questions – then drive the discussion. There is no limit to the number of these breakouts – so get involved!

### ***Interested in organizing a panel?***

Panels can be a great way to provide a set of perspectives on a given topic. If you are interested in organizing a panel, drop me a note with the topic and speaker list (even if they aren't confirmed). Or, if you would like to participate as a panelist – just let me know what topic interests you, and I will work to identify other experts in the area who might be interested as well.

### ***Interested in a conference session?***

See the topics below, and send me a formal description. Note that there are very few general conference sessions, and the companies that support the program through their sponsorship/exhibiting will receive top consideration. Please make sure you contact Jeanette Townsend by the proposal deadline so that we can take it into consideration during the selection process. For complete details on sponsoring/exhibiting, call or contact Jeanette Townsend at 703-622-3524 or by e-mail at [jtownsend@telestrategies.com](mailto:jtownsend@telestrategies.com).

## **Topic ideas**

The list below is intended to give you an idea of some of the topics we typically to address at the conference. They are by no means comprehensive. We welcome you suggestions for others. In fact, the most interesting talks are the ones that cover the emerging, niche areas of the profession.

- Taxing emerging services – cloud computing/hosting, 3<sup>rd</sup> party applications, media/entertainment, subsidized/bundled transport, mobile payments, emerging partnerships/revenue share
- Audit defense / penalty abatement strategies
- Transaction tax issues: (FKA FAS 5), regulatory decisions, updates, what is on horizon - video, hosting, cloud, content and emerging telecom services
- Key federal legislation updates and key case law updates
- State tax initiatives, reform and bellwethers
- Tax accounting updates
- Income tax updates/strategies – reducing effective tax rates and protecting against future liabilities
- Tax ethics considerations – both legal and accounting ethics rules
- Sales and use tax, property tax, bundles, depreciation updates
- Sales tax exemptions for services
- Fed and State USF surcharge and payment issues in connection with bundles, new products, safe harbor, and other regulatory surcharges.
- Prepaid taxation
- Bundling tax issues
- Transfer pricing, IFRS, ASC 740, new fixed asset rules, property tax issues
- Billing system implementation/integration with tax calculation engines
- Wholesale tax issues
- Situs Issues in local taxation and alternative approaches
- Disclosure considerations

Proposals should be submitted by **February 10**. Again, please ***don't wait*** until then to express your interest in speaking, and/or to discuss the topic you would like to present on. That way, I can get a placeholder in for you.

Please direct any questions you might have to Matthew Lucas at 703-622-3522 or [mlucas@telestrategies.com](mailto:mlucas@telestrategies.com)

### **Sponsorship Opportunities**

For exhibit or sponsorship information, contact Jeanette Townsend, TeleStrategies' director of sales at 703-622-3524, or by e-mail at [jtownsend@telestrategies.com](mailto:jtownsend@telestrategies.com).