



ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)

# ADVANCED MODULE - WEALTH TRANSFER OF REAL ESTATE FOR FINANCIAL SERVICES PROFESSIONALS



Estate  
Planning  
Practitioners  
Limited



## PURPOSE OF PROGRAMME

With growing numbers of ageing and the retired having residential properties as their main store of wealth, it is important for financial advisors to understand their clients' wealth transfer needs surrounding real estate. Moreover, clients may own multiple properties, including commercial and industrial properties, in Singapore and abroad.

This course is designed for financial advisors and private wealth managers to get a glimpse of the wide range of concerns surrounding the transfer of ownership to the next generation. Challenges such as portfolio and cashflow management, property management, valuation, depreciating values of leasehold properties, financial encumbrances, etc, and the approach to mitigate these challenges will be discussed and facilitated through 5 case studies. The cases will cover how demographic trends and depreciation of public and private housing affects the typical retired households in Singapore, to the opposite extreme of the needs of clients in dealing with the legacy and preservation of valuable real estate.

After going through this program, the advisors will be better equipped to guide their clients regarding wealth transfer to their loved ones in the form of Real Estate. It will allow the advisors to consider broader issues when assisting their clients to write up their wills and allocating assets to beneficiaries.

With Real Estate investments, wealth planners would have to be cognizant and conversant with real estate specific issues relating to asset transfer, tax, stamp duties, mortgages and loans, etc. The coursework will provide participants with a framework and a checklist to advise clients in relation to the wealth transfer of Real Estate. Potential solutions for clients creating their Wills may include structures such as Testamentary Trusts, Living Trusts, Standby Trusts and other wealth succession structures.

Through the case studies and potential solutions presented in this course, participants will get to expand their toolkits to engage clients in deeper discussions during the wealth transfer planning process.

## PROGRAMME TRAINER



### Ku Swee Yong

CEO, International Property Advisor Pte Ltd

Swee Yong is the CEO and the Key Executive Officer of International Property Advisor Pte Ltd. From Nov 2013 to Nov 2016, he was concurrently the CEO of Century 21 Singapore. Prior to running his own practice, he was a Director in the Real Estate Centre of Expertise at Société Générale Private Banking, responsible for advising clients on real estate investments, the Director of Marketing and Business Development at Savills Singapore and the General Manager at Far East Organization's Indonesia office.

He holds an MBA in Marketing from University of Hull, UK, and completed his BSc in the Imperial College, University of London, UK and the Institut Louis Pasteur, Université de Strasbourg, France.

Swee Yong's opinion is regularly featured in the Straits Times, Business Times, 新明日报, 联合早报, Channel NewsAsia, TODAY, etc. He has written 6 books on the property market: Real Estate Riches, Building Your Real Estate Riches, Real Estate Realities, Weathering a Property Downturn, Preparing for a Property Upturn and The Future of Real Estate.

He is one of very few property agents who has been appointed as adjunct faculty at the Lee Kong Chian School of Business in the Singapore Management University (for both Master and Bachelor courses), at the Department of Real Estate in the National University of Singapore and at the School of Design and Environment in Ngee Ann Polytechnic.

## CO-TRAINER AND FACILITATOR



### Lee Chiwi

CEO, PreceptsGroup International

Lee Chiwi is Chief Executive Officer, PreceptsGroup International Pte Ltd. He was called to the Bar of & Wales as a Barrister-at-Law in 1986 and admitted as an Advocate & Solicitor of Singapore in 1988. He worked in various law firms in Singapore for some 16 years focused in the areas of corporate, fund

industry and private client work. He was appointed Chief Executive of British and Malayan Trustees Limited, a public listed trust company from 2006 to 2007.

In 2008, he joined Rockwills in Singapore as Chief Executive to spearhead Rockwills' business in Estate Planning, Wills, and Trusts. He is a TEP member of the Society of Trust and Estate Practitioners and was Chairman of the Singapore STEP Branch (2014/15). He was also designated ChT (Chartered Trustee) by the Singapore Trustees Association in 2015, a title borne only by senior trust practitioners in Singapore. Chiwi is the author of various books including "The Rockwills Guide to Succession and Trusts in Wealth Management", 3rd Edition, 2017 and "Drafting of Trusts and Will Trusts", with James Kessler Q.C., 2nd edition, 2015. He has been invited to speak at many forums, including organizers such as STEP, FPAS, CFA Society Singapore, the IBF and also given training on trust structures to tax officers at the Inland Revenue. He has also been adjunct faculty with the Singapore Management University, lecturing in the MSc Program in Wealth Management, (Estate Planning and Tax).

## PROGRAMME STRUCTURE

This is structured to be undertaken as a 2-Day course (12 Hours) involving a discussion and interactive delivery with case studies. The program examines various considerations for wealth transfer in the context typical of most Singaporean families where a large proportion of wealth is concentrated on real estate. The trainers are senior and qualified practitioners who are experienced and passionate in Real Estate and Estate Planning.

**Conduct of Programme**

Classroom training

**IBF Competency Level**

Level 2

**Scheme**

FTS

**CPD Hours**

12 hours

## LEARNING OUTCOMES

Upon completion of this course Wealth Transfer with Real Estate, participants will be equipped with the necessary skills to understand how a family's real estate holdings and financial assets may be comprehensively considered when planning their inter-generation wealth transfer.

Participants will be able to:

Understand Singapore's demographics data and the growing numbers of ageing and retired middle-class families which have HDB flats and condominiums as their main store of wealth.

- Understand the wealth transfer considerations relating to clients' real estate holdings including HDB flats, private residences and investment properties such as offices, factories, retail and properties overseas.
- Understand the context of the clients' financial position (to enjoy their retirement), depreciation of property leases, outstanding mortgages, ownership structures, etc.
- Discuss issues to be considered around the transfer of real estate portfolio and financial wealth when writing up a will and allocating the assets to beneficiaries.
- Explore potential solutions that may be offered to clients during the wealth transfer planning process.

## KEY LEARNING OBJECTIVES

-  Learning more about home ownership, restrictions and stamp duties
-  Exploring various options for retirement and wealth transfer
-  Understanding leasehold properties and value depreciation
-  Real estate assessment – taking stock of client's portfolio
-  Real estate portfolio with mortgage financing – mitigating risks in the wealth transfer process
-  Wiping out mortgage liabilities with Universal Life plans

## COURSE FEE

\$1,100  
Includes course manual and  
assessment fee

Institute of Banking & Finance Funding	Skills Future
<b>Pre-requisites</b> <ul style="list-style-type: none"> <li>• Singaporean/Singapore PR</li> <li>• Working in a Financial Institution</li> </ul> <b>Enhanced Support</b> <ul style="list-style-type: none"> <li>• 90% +5% Funding</li> </ul>	Up to the credits in your SkillsFuture

IBF Funding			Skills Future
<b>Course Fee</b>		<b>\$1,100</b>	SkillsFuture credit claimable through SkillsFuture portal.
Enhanced Funding by IBF	95% Course Fee	(\$1,045)	
<b>Nett Fee</b>	5%	<b>\$55</b>	
7% GST of Course Fee	7% of Course Fee	\$77	
<b>Total Outlay</b>		<b>\$132</b>	

**IBF Programme Code: P201111KYG**

### Terms & Conditions

1. IBF Enhanced Funding Support of 95% is only for Singaporeans & PRs from approved Financial Institutions.
2. Full information and payment must be completed before your registration is complete.
3. Declaration of information must be true and accurate. If there was any information that was found to be untrue which led to an unsuccessful IBF Funding claim, we reserve the right to claim the full course fees less any fees paid by the participant.
4. The IBF Enhanced Funding Support is subject to full attendance. We reserve the right to claim the disbursed course fee subsidy if there is non-attendance.
5. If the participant has started on the course and did not complete the course for whatsoever reasons, the participant shall be liable for the full course fee.
6. We allow one deferment of the course for valid reason (e.g. on medical ground with medical certificate). If the course is not attended by the next available course date, it will be deemed as cancelled by the participant and cancellation fee stated below will apply for any refund.
7. A standard fee of \$53.50 + 4% of any refund amount will be charged to recover merchant fees for credit card transactions if there is any cancellation.
8. The GST component is not covered by any funding.

## PROGRAMME DETAILS



**Venue:** Via Zoom



**Payment:** Bank Transfer, Cheque, Credit Card, PayNow.

1. For Bank Transfer, kindly transfer to CIMB Bank 2000414299.
2. For Cheque, payable to “Precepts Academy Pte Ltd”.
3. For Credit Card, we will send a payment link to your email address.
4. For PayNow, kindly transfer to UEN No.199704239Z “Precepts Legacy Pte Ltd”.

Registration closes 1 week before the start of the class respectively. You may register for the course at <https://preceptsgroup.com/aepp/> or contact us at 6221 8633, [academy@preceptsgroup.com](mailto:academy@preceptsgroup.com) for further information.

Apply for IBF Funding

Apply for SkillsFuture

### PARTICIPANT'S DETAILS

Full name: <i>(as per NRIC)</i>	
Surname:	
NRIC Number:	
Nationality: Singaporean/PR	
Email address:	
Contact Number:	
Mailing Address:	
Postal Code:	
Job Title:	
Company:	

^ Upon filling in your particulars to this form, you hereby acknowledge that you have read, and agree to the terms and conditions to this course registration.