



**ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)**

# **ADVANCED MODULE - BUY-SELL ARRANGEMENTS FOR NON-FAMILY BUSINESSES**



Estate  
Planning  
Practitioners  
Limited



## PURPOSE AND RELEVANCE OF PROGRAMME

When a business owner builds a successful business with his partners over the years, a proposition is often neglected and left exposed - Business Succession Planning.

You may start the conversation with the business owner by asking "What if something happens to you, will your spouse and children be able to take over your role in the business?"

Each business owner may give you different answers. One of them may say he plans to sell it to his partners when he dies. The other partner may say, he will pass it to his wife and children and let them decide. Another partner may not have thought about it.

When an unfortunate event happens to a partner, it can have a detrimental impact to not just the remaining partners, but also to the beneficiaries who is now suddenly poised to take over the role.

When the business partners are not family members, it will be sensible to prepare a Buy-Sell Trust. The Buy-Sell Trust is an arrangement between the partners to sell their business interest at the agreed price to each other in the event of death or disability or illness or even retirement. When such a plan is in place, the loved ones will not have to go through the stress of negotiating to sell the business interest or the stress of handling business matters that they are unfamiliar with. When there is a Buy-Sell Trust, instead of having to deal with all the business issues, the loved ones will receive the proceeds from the sale of the business interest.

With a Buy-Sell Trust, the business partners will not have the unpleasant experience having to deal with family members who may disrupt the operations of the business because they are not familiar with it. The sale and purchase between the business partners will be smooth especially with the appointment of a Trust company to facilitate and coordinate transactions, together with the smooth transfer of the business interest to the remaining partners.

## YOUR PROGRAMME TRAINERS



### Azhar Iskandar Bin Hew

Azhar Iskandar Hew is the Group Chief Executive Officer of the Rockwills Group in Malaysia. He is also the Chief Executive Officer of Rockwills Trustee Berhad and Director of Rockwills Advisory Services Sdn Bhd. He holds the Bachelor of Laws (Honours) degree from the University of London. Prior to his current position, he served as the Deputy CEO of Rockwills Trustee Berhad. During his time at Rockwills Trustee Berhad, he has spearheaded the creation of various innovative trust products and services including BVPT, UDeclare, UPrepare, OPC Trust and Pet Trust, which sets the company apart from its competitors.

Azhar is a member of the Society of Trust and Estate Practitioners (STEP) and is an Associate Financial Planner (AFP<sup>CM</sup>) holder. He has more than 22 years of experience in the estate planning industry as a will and trust practitioner and speaker. Over the years he has trained more than 15,000 people primarily from leading financial institutions and life insurance companies as well as financial planners in Malaysia, Hong Kong and Singapore.



### Alan Wong

AFP<sup>CM</sup>, AEPP®  
W3 Consultancy Pte Ltd

Alan Wong is an Associate Financial Planner (AFP<sup>CM</sup>) accredited with the Financial Planning Association of Singapore (FPAS) and an Associate Estate Planning Practitioner (AEPP®). He is the Principal Consultant of w3 Consultancy Pte Ltd which provides training and consultancy services in the specialized field of Business Protection Planning. He has trained numerous financial consultants from insurers as well as IFAs. A financial consultant himself with more than 15 years of experience, he focuses his practice on planning for Business Owners using estate planning. He is highly effective in penetrating this market and often able to win over clients from banks and other intermediaries who serve the ultra HNW individuals and business owners.

## TARGET AREAS OF TRAINING



Estate Planning for Business Owners



Buy-Sell Arrangement as Succession Plan



Trust Structures for Effective Arrangements



Types of Funding for Buy-Sell Arrangements

- How does death, disability, incapacities, retirement and illness affect the ability of the business to continue and generate income?
- Should it be a buy-sell plan or a succession plan?
- Market size for the buy-sell trust and how to approach the target market
- Choosing buy-sell trust as the solution
- Areas covered in the buy-sell trust
- Documents for a buy-sell trust
- Explanation of the documents involved – buy-sell agreement, cross option agreement, life insurance, lasting power of attorney and trust deed
- Review period of the buy-sell trust
- Advantages of having a buy-sell trust
- Case studies

## PROGRAMME STRUCTURE

This is structured to be undertaken as a 1-Day course (7 hours) involving a discussion and interactive delivery with case studies. All trainers and facilitators are senior and experienced qualified practitioners dealing with high net worth families in their businesses and possess experience in Estate Planning and Trust services.

### Conduct of Programme

Classroom training

### IBF Competency Level

Level 2

### Scheme

FTS

### CPD Hours

7 hours

## MODULE COURSE GOALS

Upon completion of this course, participants will be equipped with the essential skill sets to engage with non-family business owners to discuss, plan and set in motion the buy-sell arrangement.

Participants will be able to:

- Introduce to the business owners the concept, purpose, reasons, and structure of a buy-sell plan
- Discuss issues and impact faced by the family, business partners and the business itself when a partner dies or becomes permanently disabled or become mentally incapacitated
- Explore with the critical issues relating to buy-sell arrangements and how it can be resolved

## LEARNING OUTCOMES



### Understand types of funding that can be used

Life insurance are commonly used as the preferred funding for Buy-Sell Trust but if the business partner cannot be insured?

- What are the other funding options that can be used?
- When should the business interests be transferred to the remaining business partners?
- Will there be any interest charged on instalments and late payment?



### Instil mindset on preparedness: Better early than never

It is important for business partners to plan early so that the partners can be involved in meaningful discussions to finalise the Buy-Sell Trust that incorporate the wishes of all business partners.

## COURSE FEE

\$1,100

Includes course manual and assessment fee

Precepts courses are approved under IBF- FTS. Participants can **ONLY** claim **ONE** funding under **EITHER** IBF-FTS **OR** use your SkillsFuture credit to offset the course fee.

Institute of Banking & Finance Funding	SkillsFuture Credit
<p><b>Enhanced Funding Support</b> 1 January 2022 and 30 June 2022 (both dates inclusive)</p> <ul style="list-style-type: none"> <li>• 90% Funding – Singapore Citizen 40 years old and above</li> <li>• 80% Funding – Singapore Citizen below 40 years old and Singapore PRs</li> </ul>	<p>Full course fee + 7% GST= \$1,177 SkillsFuture Credit claimable through SkillsFuture portal, up to available balance.</p>

IBF Funding (Jan-Jun 2022)	IBF Funding (Jan-Jun 2022)		
<p><b>Pre-requisites to qualify:</b></p> <ol style="list-style-type: none"> <li>1. Working in a Singapore-based financial Institution regulated by MAS</li> <li>2. Singapore Citizen / SPR</li> <li>3. Full attendance in class</li> <li>4. Physically residing in Singapore</li> </ol>	<p><b>SG Citizens age 40 and above 90% IBF Funding</b></p>	<p><b>SG Citizens below age 40 &amp; Permanent Residents 80% IBF Funding</b></p>	
	<p>Course Fee: \$1100</p>		
	<p>7% GST: \$77</p>		
	<p>10% Nett Fee: \$110</p>	<p>20% Nett Fee: \$220</p>	
	<p><b>Payable per pax:</b> <b>\$187.00</b></p>	<p><b>Payable per pax:</b> <b>\$297.00</b></p>	

**IBF Programme Code: P200123KGI**

### Terms & Conditions

1. IBF Funding Support of 90% is only for Singapore Citizens 40 years old (born in year 1982, regardless of which month) and above from Singapore-based financial Institutions regulated by MAS and physically residing in Singapore.
2. IBF Funding Support of 80% is only for Singapore Citizens below 40 years old and Singapore Permanent Residents from Singapore-based financial Institutions regulated by MAS and physically residing in Singapore.
3. Full information and payment must be completed before your registration is complete.
4. 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.
5. 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.
6. 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.
7. 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.
8. A standard fee of \$53.50 will be charged for any cancellation. An additional 4% of the refunded amount will be levied for credit card transactions to cover merchant fees.
9. The GST component is not covered by any funding.

## PROGRAMME DETAILS



**Time:** 9am – 6pm



**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: 200917180Z "Precepts Academy Pte Ltd"

Registration closes 1 week before the start of the class respectively.

You may register for the course at <https://www.preceptsgroup.com/education/>  
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:	

<sup>^</sup> 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.