



ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)

ADVANCED MODULE -

DIGITAL ESTATE AND SUCCESSION PLANNING

FOR WEALTH ADVISERS



Estate
Planning
Practitioners
Limited



PURPOSE OF PROGRAMME

If we only have money to pass down, we are very poor indeed. We live in an era of the greatest wealth transfer in history, yet ironically, it is also the era of the greatest family wealth attrition. A Wall Street report revealed that only 10% of wealth will reach the third generation. At the same time, inheritance feuds are on the rise, not only for the ultra-wealthy but many middle-class families. A veteran banker once observed, "I've never come across a family united by its wealth alone."

Besides bitter family feuds, other inheritance problems include Sudden Wealth Syndrome of the beneficiaries. Instead of instilling discipline, determination and delayed gratification for young heirs, a poorly planned inheritance may promote impulsiveness, impatience and instant gratification.

A 2017 RBC Wealth Report survey shows that Asians are much more conditional in their inheritance than their Western counterparts. As Singapore grows in stature as an international wealth management hub for the High Net Worth Individuals (HNWIs) and families, there is a need to raise the professional standards of financial and estate planning practitioners.

Many clients are now turning to traditional estate planning tools such as will, trust or holding companies to mitigate the above issues. But is that enough? Focusing on the wealth transfer is like sitting on one-legged stool. Research has increasingly shown that the secret behind successful family inheritance is the ability for a family to preserve and pass down its values.

This programme aims to introduce participants to a holistic approach towards legacy planning – defined as passing down both a family's values and valuables.

One of the objectives of a values-driven family trust is to transfer values from one generation to the next, alongside wealth transfer. In essence, we help clients connect their personal and family values with its wealth. A values-driven estate and succession planner adds significantly more value to its clients because he addresses the heart of the inheritance issues.

This programme will expose participants to the emotional and relational component of their HNW client's legacy planning, increase talking point and move from an asset-centric approach to values-centric approach. Participants can also learn collaboration techniques with another financial or estate planner to complement their own specialisation. Finally, participants will learn how to use a free planning software to model and simulate the cashflow and liquidity of a trust fund to ensure client's wishes can be adequately funded.

PROGRAMME STRUCTURE

This is structured to be undertaken as a 1.5 Day course (10 hours) involving discussion and interactive delivery with case studies. The programme examines various considerations for wealth transfer in the context typical of most Singaporean families. Both trainers and facilitators are senior and experienced qualified practitioners dealing with high-net-worth families. The trainer is passionate in the integration of Wealth & Estate Planning for more than a decade.

Conduct of Programme	IBF Competency Level
Classroom training	Level 2
Scheme	CPD Hours
FTS	10 hours

LEARNING OUTCOMES

Upon completion of this course, participants will be equipped with the essential skill sets to understand how a family's valuables and values can be comprehensively considered when planning their inter-generation wealth transfer. They will be able to engage with families to discuss, plan and set in motion the values-driven family trust.

Participants will be able to:

- Appreciate the wider context and components of family trust planning.
- Draw out the relational and psychological aspects of the settlor(s) in order to custom-build his estate plan;
- Discuss issues and impact faced by the settlors(s), personal representatives and beneficiaries;
- Establish a long-standing and trusted relationship with the settlor and his/her family.

KEY LEARNING OBJECTIVES

1



Understanding the inheritance problems commonly associated with poor planning.

2



Introducing the key principles of holistic estate planning. This includes the methodological approach of the FAMILY+ Trust.

3



Identifying and understanding the client's legacy and wealth personality.

4



Explaining and understanding the structure of Wills and trusts, especially the importance and use of Letters.

5



Engage in the process of building and reviewing the trust.

6



Understanding simple cashflow modelling software and its role in trust asset management.

7



Engaging the client – conversation piece and guiding the client step by step.

PROGRAMME TRAINER



Mr. Derek Liang

With more than a decade of estate and succession planning experience, Derek Liang has helped more than 100 clients set up their family trusts. He is a multi-year top Trust planner award winner with Precepts Trustee (previously known as Rockwills Trustee). He is a highly sought-after speaker with more than 50 speaking engagements both in Singapore and Malaysia and author of the book, Next Generation Legacy Builder <<下一代遗产缔造者>>, with more than 700 books sold locally and overseas.

Derek is also the director of Lighthouse Legacy Planners, who trains values-minded Estate and Succession Practitioners (ESPs) on the values-driven family trust approach since 2015. His area of focus includes multi-generation family trust, overseas clients wealth preservation, asset management and trust cashflow modelling and visualisation.

He has been an ESP since 2010, STEP Affiliate in 2013 and is an Associate Estate Planning Practitioner. He also holds the Advanced Certificate in Trust Services from Wealth Management Institute, NTU and the Certified Financial Planner.

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>Enhanced Funding Support 1 January 2022 and 30 June 2022 (both dates inclusive)</p> <ul style="list-style-type: none"> 90% Funding – Singapore Citizen 40 years old and above 80% Funding – Singapore Citizen below 40 years old and Singapore PRs 	<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>Pre-requisites to qualify:</p> <ol style="list-style-type: none"> Working in a Singapore-based financial Institution regulated by MAS Singapore Citizen / SPR Full attendance in class Physically residing in Singapore 	<p>SG Citizens age 40 and above 90% IBF Funding</p>	<p>SG Citizens below age 40 & Permanent Residents 80% IBF Funding</p>	
	<p>Course Fee: \$1100</p>		
	<p>7% GST: \$77</p>		
	<p>10% Nett Fee: \$110</p>	<p>20% Nett Fee: \$220</p>	
	<p>Payable per pax: \$187.00</p>	<p>Payable per pax: \$297.00</p>	

IBF Programme Code: P211130WLN

Terms & Conditions

- 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.
- 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.
- Full information and payment must be completed before your registration is complete.
- 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.
- 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.
- 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.
- 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.
- 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.
- The GST component is not covered by any funding.

PROGRAMME DETAILS



Time: 9am – 5pm (Day 1)
9am – 1pm (Day 2)



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 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.