



ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)
ADVANCED MODULE -
MULTIGEN WEALTH LEGACY PLANNING
AND FAMILY OFFICES



Estate
Planning
Practitioners
Limited



PURPOSE AND RELEVANCE OF PROGRAMME

The wealth of Asian family businesses has arrived on the global arena, though later than their western counterparts. As many family businesses are still mostly in the reigns of the founder generation or in transition to the 2nd generation family members, succession planning is still somewhat on the back burner.

The above module is designed for advisers dealing with family business and legacy issues. AEPP® designees and other practitioners in estate planning or in the field of wealth management and succession planning for business family clients will gain a better and more in-depth insight and study in the family legacy process, and the multigenerational succession and relationship management aspects in wealth transfers.

The complexities of a VUCA (volatility, uncertainty, complexity and ambiguity) environment on family wealth will be discussed while addressing the factors related to successful and successive generational wealth transfers and structuring and restructurings, through transitions and across generations.

It is further designed to discuss the issues and challenges that can prospectively impact multi generational family enterprises from within as well as in the facing up to realistic challenges that confront legacy leaders and family stewards.

TARGET AREAS OF PROGRAMME



Family Business
Succession Planning



Wealth and Estate
Planning



Financial Planning for
High Net Worth
Individuals



Corporate and Trust
Administration and
Structures for Wealth
holding and Administration
including Family Offices

PRINCIPAL TRAINER



Florence Koh

Entrepreneur & 3rd Gen of Koh Family Trust

Florence is an esteemed entrepreneur and the 3rd generation principal of Koh Family Trust, which focuses on governance matters, restructuring, intra-familial relationship management, asset preservation and growth as well as effective transitions across generations.

She founded A. Shepard Steward & Koh Pte Ltd, a family advisory and management business that focuses on direct private investments, joint ventures and collaborations with family businesses and corporate partners.

She is a Principal in ICG, a global consultancy in unbundled internal consulting and corporate training solutions. She holds the post of Vice Chairman in Circle International Holdings Pte Ltd, a global edutech and education consultancy and learning management systems group.

CO-TRAINER & FACILITATOR



Lee Chiwi

CEO, PreceptsGroup International

Lee Chiwi is the Chief Executive Officer of PreceptsGroup International Pte Ltd and Chairman of Estate Planning Practitioners Limited (EPPL). 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, funds and private client work. He was appointed Chief Executive of British and Malayan Trustees Limited, then a public listed trust company from 2006 to 2007. In 2008, he joined the Rockwills Group in Singapore as Chief Executive to spearhead Rockwills' business in Estate Planning, Wills, and Trusts. In 2019, in a management buy-out of Rockwills Singapore, he became its substantial owner and the group was renamed as the PreceptsGroup.

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 "PreceptsGroup Succession and Trusts in Wealth Management", 4th Edition, 2021; 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 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 1.5-day course. Day One as a full day (8 hours). Day Two as a half-day workshop (4 hours) involving discussion and interaction. The trainers and facilitators are seniors and experienced qualified practitioners dealing with high net worth families and their businesses.

MODULE COURSE GOALS AND LEARNING OUTCOMES

Upon completion of this course, participants will be equipped with the essential skill sets to engage with wealthy family business owners in succession planning.

Participants will be in a position to:

- Discuss issues faced by the family members that impact succession planning
- Explore with the client critical issues such as leadership and stewardship planning
- Introduce to the client structures such as the family offices, wealth management and administration in wealth succession

CURRICULUM TOPICS

There are three sections on Day 1 and a workshop built on a case study for half a day on Day 2.

A

The Family Dynamics

Every family is unique with their own cultures and experiences. The client family dynamics issues impact multigenerational family decisions as they bring additional complexities and sensitivities. Advisers need client relationship skills to be competent to be involved with the personal and relationship issues of the family members as they arise.

- The Family Tree
- Exploring the family roots to understand the family beginnings, heritage and culture
- Identifying recognition and family psyche
- The Founder's legacy
- Strengths and weaknesses of the roots, branches and fruits
- Creating the multi generational tree
- Growing the family ecosystem

B

Leadership & Shepherdung

A leader in the family wears multi-faceted hats. Effective leadership balances the responsibilities of profitability with compassion and understanding versus pure executive - corporate initiatives. Many businesses are founded off with a one - leader model. As the business grows, should the primogeniture model continue or should the family enterprise build a team of leaders for succession? What is needed in the leadership of a family business for sustained decisiveness and long-term performance? How should the family design, structure and allocate all the leadership roles amongst the family members?

- The Family Servant
- The Servant Leader
- The 360 Leader
- The Legacy Leader

CURRICULUM TOPICS

Stewardship & The Family Offices

Family Offices started to emerge strongly in the US in the 1980s. In Asia, it started to surface in the 2000s, when many Asian families' wealth began to grow significantly. But for many newly formed Family Offices, they may be a fad among wealthy families with the focus on the need among wealthy families for professional help to manage their money and service other needs. However, for long term sustainability of the family wealth, the need for succeeding family members to understand and practice family stewardship becomes paramount.

Questions to uncover: Should the family form a single-family office? Or should the family instead engage a multi-family office platform? What are the kinds of services that are needed for the family?

- Family stewardship values and family dynamics across time
- Multigenerational and intergenerational relationship management
- Preservation and growth
- Accountability and open systems through technology in change management
- Creating and democratisation of a transparent platform for all beneficiaries

Half-day Workshop Case Study

In this session, a case study will be presented to the participants in small groups at the end of Day 1, for participants to do group discussions and presentations, applying the learning from Day 1. The facilitators will guide and evaluate the group presentations, giving suggested solutions.

The case will surround a wealthy entrepreneur individual with four children, some who have married, exploring the family business succession planning with the use of trusts and setting up his family office. The proposed solution is to recommend a holistic and coordinated approach to the management and administrative functions associated with the family's wealth.

COURSE FEE

\$1,500
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 July 2022 and 31 December 2022 (both dates inclusive)</p> <ul style="list-style-type: none"> • 90% Funding – Singapore Citizen 40 years old and above • 50% Funding – Singapore Citizen below 50 years old and Singapore PRs 	<p>Full course fee + 7% GST = \$1,605 SkillsFuture Credit claimable through SkillsFuture portal, up to available balance.</p>

	• IBF-FTS Approved Programme	• IBF Funding (Jul-Dec 2022)
Pre-requisites to qualify:	SG Citizens age 40 and above 90% IBF Funding	SG Citizens <u>below</u> age 40 & Permanent Residents 50% IBF Funding
1. Working in a Singapore-based financial Institution regulated by MAS	Course Fee: \$1500	Course Fee: \$1500
	7% GST: \$105	7% GST: \$105
2. Singapore Citizen / SPR	10% Nett Fee: \$150	50% Nett Fee: \$750
3. Full attendance in class and pass exam		
4. Physically residing in Singapore	Payable per pax: \$255.00	Payable per pax: \$855.00

IBF Programme Code: P210226AEP

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 50% 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 – 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.