



ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)
ADVANCED MODULE -
CHARITABLE AND PHILANTHROPIC
PLANNING FOR WEALTH ADVISERS



PURPOSE OF PROGRAMME

Charitable giving and Philanthropy are increasingly part of the legacy landscape when clients do their estate and succession planning. Based on a report by Statista, the millionaire and ultra high net worth individuals (UHNWI) in Singapore was approximately 244,000 and 3,700 in year 2020. These are expected to grow to approximately 388,000 and 4,890 respectively in year 2025. This projected growth in the millionaire population indicates the trend of rising household wealth in Singapore, which grew by over 146% since the year 2000. In the past, philanthropy was individual and family sourced, but nowadays institutional and corporate charity has become increasingly common. Millennials who are no longer content with simply donating money to support general causes are also redefining charitable giving and philanthropy in Singapore. In recent years, many people have started not only giving attention to more diverse aspects- economic, environmental, social and cultural rights but also to get involved in such projects. According to the Commissioner of Charities (COC) Annual Report for 2020, the charity sector received \$3.25 billion in annual donations. As of 31 Dec 2020, there are 2,321 registered charities in Singapore. 646 were Institute of Public Character (IPCs) and 202 large charities with annual receipts above \$10million.

Charitable and Philanthropic giving are being considered as they increase the credibility and image of the clients and their organizations, thus making it more beneficial for fundraising initiatives and brand image. In addition, trustees and foundations can only give funding to recognized charities. Clients can also enjoy automatic tax exemption. For properties owned by Charitable organizations which are used exclusively for charitable purposes, property tax may be exempted in full or partially upon application and review by the Comptroller of Property Tax. Financial practitioners who are serving or intend to service clients in their charitable and philanthropic cause, need to be equipped to understand their values, desires and expectations. More importantly you need to be aware of what solutions you can offer to them.

This course will explore the landscape of charitable and philanthropic giving and the approaches in giving. The focus is on the clients thinking about how they want to be remembered; what causes, people and organisations who are important to them; what assets they want to protect and share; taking stock of their achievements, involving their family in the discussion and planning as well as to determine the structure of their contribution. The trainers will explain the different ways of giving and illustrate existing philanthropic causes that depicts the various approaches. Identifying client's needs and interests set the stepping stone to expand the discussion. Specific questions will be

explored to uncover client's underlying needs and discover the potential organisations that will meet the client's objectives. Putting the plan into action will require strategic planning. The trainers will illustrate this in the various case studies discussions to enable participants to apply the concept discussed and put it into practice.

Governed by the Charities Act of Singapore, the course will explore the charitable landscape in Singapore for participants to acquire a deeper understanding of the regulatory framework governing charitable organisation. The trainers will explain the types of charitable bodies in Singapore and how these are managed via the governing instruments, governing board members as well as the management and governance of the various types of charitable bodies. Donors are granted tax deduction at stipulated prevailing rates for qualifying donations. In addition, there are various tax considerations that will be explored including identifying tax issues, tax benefits, tax treatment and tax exemptions. More importantly, the participants will be equipped with what to consider and how to broach the topic of Charitable and Philanthropic giving with their clients.

This programme combines a mix of knowledge yet practical training highlighting the latest trend, challenges and regulation in charitable and philanthropy values. The trainers will illustrate and engage participants in in-depth discussion on case studies to allow participants to apply the concepts learnt.

PROGRAMME STRUCTURE

This is structured to enhance your knowledge in Charitable and Philanthropic planning as it is becoming an integral part of the wealth and legacy management sector where clients are increasingly choosing to give gifts of cash, stocks, real estate and other assets to charitable bodies. You will be able to guide your clients in relation to their charitable and philanthropic intentions and get a comprehensive overview of the philanthropic sector. The trainers are experienced and brings with them great breadth and depth of knowledge and practical experience in philanthropic work.

Conduct of Programme

In person training or online via zoom

IBF Competency Level

Level 2

Scheme

FTS

CPD Hours

12 hours

KEY LEARNING OBJECTIVES

01 Philanthropic landscape and approaches to giving

02 Identifying clients' needs and interests

03 Develop a resource tool kit

04 Create a legacy giving strategy

05 Rationales in charitable and philanthropic giving

06 Regulatory framework for Charities

07 Management and governance of Charities

08 Taxation aspects of giving

LEARNING OUTCOMES

Charitable giving and Philanthropy are becoming an increasingly important landscape for financial advisors, bankers and wealth managers who often have clients who choose to give gifts of cash, personal property, stocks, real estate and other assets to charitable bodies.

This module is designed to equip participants on how they can advise their clients in relation to their charitable and philanthropic intentions by providing participants with an overview of the philanthropic sector.

Participants will be able to understand:

- Singapore's philanthropic landscape and the different approaches to giving
- How to create a legacy giving strategy tailor-made for clients
- The structures of the different types of charitable vehicles available
- Governance and regulation of charities
- Tax issues

At the end of the module, participants will be equipped with the skills to further develop their capabilities and confidence as estate planning practitioners.

Who should attend: Financial intermediaries, Bankers and Financial advisors.

YOUR PROGRAMME TRAINER



Mr. Lee Chiwi

CEO,
PreceptsGroup International Pte Ltd

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).

CO-TRAINER AND FACILITATOR



Jane Binks

Senior Director,
Yale-NUS College, Singapore

Jane Binks has over 20 years' experience in strategic planning, project management and capacity building. She is a dynamic and transformational leader with a proven record in building partnerships with multiple stakeholders to effect change and create impact. As an experienced strategist with a passion for learning, systems thinking, organisational vision mapping, and synthesizing inputs/ resources, she has been driving actions to attain future state or goals for organisations. In her current role, she has developed and began to implement Yale-NUS College's 10-year fundraising strategic plan. During her stint with the National Museum of Singapore, she aligned and directed the fundraising activities of four of Singapore's national museums.

With a deep knowledge of the charity sector and donor landscape, Jane has been a trainer, panellist, and moderator for numerous organisations. She was a panel speaker addressing a group of 160 Financial Services practitioners in the *Estate Planning & Wealth Succession Asia Forum* where she delved into the philanthropy trends and developments in Singapore and globally. She holds a Master's in Management, Economics and Politics, from the University of St. Andrews, and a Bachelors in English Literature from the University of California, Santa Cruz.

CO-TRAINER AND FACILITATOR



Yvonne Tan

Group Legal Counsel,
PreceptsGroup International Pte Ltd

Yvonne Tan is the Group Legal Counsel with PreceptsGroup International Pte Ltd. She holds a Bachelor of Laws (LLB) Hons from the National University of Singapore and was admitted to the Singapore Bar in 1985. Yvonne has 37 years of experience in legal counsel and corporate compliance training and has conducted corporate training over the last 10 years in the areas of competition law compliance, anti-corruption compliance training and data privacy and protection. She has 10 years of work in management and governance of charity/IPC as part of the governing board in Charitable organization. She has served extensively in community services. Up till 2021, Yvonne served as a Board Member of the Kampong Kapur Community Services (KKCS), a social service organisation which is a member of the National Council of Social Services and an Institution of a Public Character. She also served as a member of the Singapore Law Reform Committee until 2021 and is an accredited mediator of Singapore Mediation Centre.

Prior to joining PreceptsGroup, Yvonne practised law with Bih Li & Lee LLP and Shook Lin & Bok LLP. She was a Legal Counsel with ExxonMobil Asia Pacific Pte Ltd, where she handled diverse legal matters in areas of corporate restructuring including Exxon-Mobil merger, purchase and sale of assets, engineering and construction projects, joint venture agreements, and other commercial contracts, claims and disputes resolutions. She had principal law responsibility for ExxonMobil's downstream Indonesia and Korea for several years. Her other prior experience includes banking and commercial litigation, family and matrimonial issue advisory and disputes.

On the academic side, Yvonne lectured the Law of Contracts module for the Singapore Institute of Chartered Secretaries and Administrators in the earlier years of her career. She has conducted corporate training over the last 10 years in the areas of competition law compliance, anti-corruption compliance training and data privacy and protection.

COURSE FEE

\$1,200
Includes course manual

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>FTS Funding Quantum Commencing 01 Jan 2023</p> <ul style="list-style-type: none"> • Singapore Citizen 40 years old and above - 70% Funding (capped at \$500) • Singapore Citizen less than 40 years old and Singapore PRs - 30% Funding (capped at \$500) 	<p>Full course fee + 8% GST = \$1,296 SkillsFuture Credit claimable through SkillsFuture portal, up to available balance.</p>

	• IBF-FTS Approved Programme	• IBF Funding (commencing 01 Jan 2023)
Pre-requisites to qualify:	SG Citizens age 40 and above 70% IBF Funding	SG Citizens <u>below</u> age 40 & Permanent Residents 30% IBF Funding
<ol style="list-style-type: none"> 1. Working in a Singapore-based financial Institution regulated by MAS 2. Singapore Citizen / SPR 3. Full attendance in class and pass exam 4. Physically residing in Singapore 	Course Fee: \$1200	Course Fee: \$1200
	8% GST: \$96	8% GST: \$96
	70% Funding: \$500 (cap)	30% Funding: \$360
	Net Fee Payable: \$796	Net Fee Payable: \$936

Course Reference Code: TGS-2022602312

Period	Commencing Between 01 Jul 2022 - 31 Dec 2022 (Both dates inclusive)		Commencing 01 Jan 2023	
Training courses	Completed no later than 31 Mar 2023			
Eligible Individuals	Singapore Citizens aged below 40 years and PRs	Singapore Citizens aged 40 years and above	Singapore Citizens aged below 40 years and PRs	Singapore Citizens aged 40 years and above
Funding Amount For Direct Training Costs	50% capped at \$2,000 per participant per course	90% capped at \$2,000 per participant per course	30% capped at \$500 per participant per course	70% capped at \$500 per participant per course

PROGRAMME DETAILS



Time: 9am – 5pm (Day 1)
9am – 4pm (Day 2)



Venue: In person training or online via zoom



Register:

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

Registration closes 1 week before the start of the class.



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"
5. Pay with PACE by making 3 interest-free instalment payments, we will send a payment link to your email address.



Contact: We are contactable at 6221 8633 or academy@preceptsgroup.com

Terms & Conditions

1. IBF Funding Support of 70% is for Singapore Citizens 40 years old and above, physically residing in Singapore and from a Singapore-based financial institution regulated by MAS
2. IBF Funding Support of 30% is for Singapore Citizens below 40 years old and Singapore Permanent Residents, physically residing in Singapore and from a Singapore-based financial institution regulated by MAS
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. An administrative fee of \$54 will be charged for any cancellation. An additional 5% 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.

ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)

ADVANCED MODULE - CHARITABLE AND PHILANTHROPIC PLANNING FOR WEALTH ADVISERS

THE PRECEPTS JOURNEY

Primary

Knowledge

Associate Estate Planning Practitioner Certification Programme

Estate Planning, Wills & Trusts for Financial Services Professionals

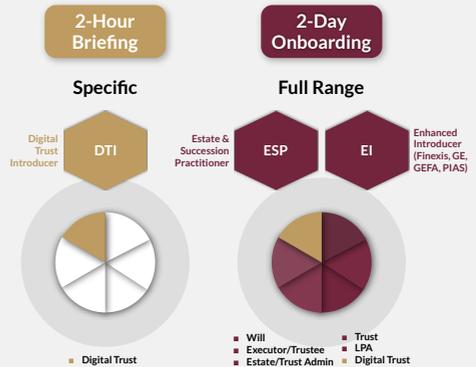


Secondary

Knowledge

Practitioner

AEPP® Advanced



Route		
Purpose	<ul style="list-style-type: none"> • Certification • Knowledge • AEPP® designation 	<ul style="list-style-type: none"> • Certification • Knowledge
Objective	Introduction to various Estate Planning topics	Deep-dive into the solutions provided by Wills & Trusts
Course Fees	Course Fee: \$1,296 + Designation Fee: \$270	Course Fee: \$1,080
SkillsFuture	Up to available credits, cap \$1,000	Up to available credits, cap \$1,000
IBF-FTS Funding	IBF 30% or 70% (cap at \$500) (commencing 01 Jan 2023)	
Fees payable after IBF-FTS Funding	IBF 30% : \$1,206* net fee IBF 70% : \$1,066* net fee	IBF 30% : \$780* net fee IBF 70% : \$580* net fee
Estate Planning needs	Referral	Referral, unless proceeding to Part 2: Onboarding Precepts
Exam	1.5-hour exam, MCQ & short answer questions	-