



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 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 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	IBF Competency Level
In person training or online via zoom	Level 2
Scheme	CPD Hours
FTS	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

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 = \$1,188 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
1. Working in a Singapore-based financial Institution regulated by MAS	Course Fee: \$1100	Course Fee: \$1100
2. Singapore Citizen / SPR	8% GST: \$88	8% GST: \$88
3. Full attendance in class and pass exam	70% Funding: \$500 (cap)	30% Funding: \$330
4. Physically residing in Singapore	Net Fee Payable: \$688	Net Fee Payable: \$858

Course Reference Code: TGS-2022602419

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 – 4.30pm (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.

THE PRECEPTS JOURNEY

Primary

Knowledge

Associate Estate Planning Practitioner Certification Programme

Estate Planning, Wills & Trusts for Financial Services Professionals

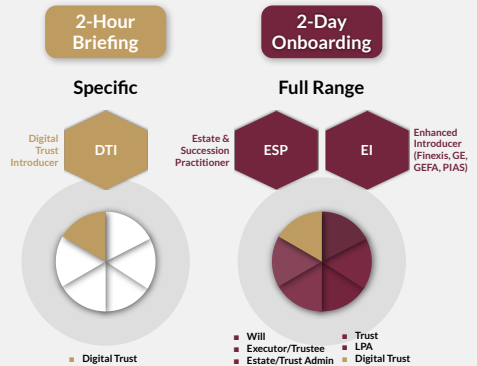


Secondary

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	-