

ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)

ADVANCED MODULE

WEALTH TRANSFER OF REAL ESTATE FOR FINANCIAL SERVICES PROFESSIONALS



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 firstly learn the different types of real estate as well as their characteristics for succession planning. Participants will get a glimpse of the wide range of concerns surrounding the transfer of ownership of these real estate to the next generation.

Challenges such as portfolio and cashflow management, property management, valuation, depreciating values of leasehold properties, financial encumbrances, and the approach to mitigate these challenges will be discussed and facilitated through 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.

With case studies, the participants will be able to develop possible solutions for different needs of the clients, who holds various types of real estate.

Main Trainer:

Ku Swee Yong



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.

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.

Trainer:

Lee Chiwi



Lee Chiwi (TEP, ChT, AEPP®) is the Chief Executive Officer of PreceptsGroup International Pte Ltd and Chairman of Estate Planning Practitioners Limited (EPPL) for more than a decade. 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 was appointed Chief Executive of British and Malayan Trustees Limited, then a public listed trust company from 2006 to 2007.



COURSE COVERAGE:

Singapore Real Estate Introduction

- Various types of Real Estate and their succession characteristics
- Landed, GCB, Industrial, Shophouses, Commercial Real Estate

Singapore Real Estate System

- Leasehold and Depreciating of Property Leases
- Ownership Structures

Typical Needs and Challenges of Clients for Real Estate Succession

- Client Fact Finding Form
- Comparison between Wills and Trusts

Real Estate portfolio with mortgage financing

- Mitigating risks in the wealth transfer process

Case Studies of Common Real Estate Portfolios

- Analysis of Assets
- Discovery of Challenges
- Estate Equalization Principles using Insurance and Liquid Assets
- Developing solutions and proposals

Please note that this is an Advanced Module. Participants should be familiar with basic Estate Planning, Wills and Trust concepts and structures. Participants are **strongly encouraged to have completed at least one of the following** before attending this module:

- AEPP®
- Precepts Estate Planning, Wills and Trust 3 Days Course
- Similar courses

CPD Hours:

12 hours

Covered Persons who successfully complete this course can use it to count towards the fulfilment of the non-STP portion of the annual CACS CPD requirement.

Duration:

DAY 1

9 am – 5 pm

DAY 2

9 am – 4.30 pm

Register here



<https://www.preceptsgroup.com/course/>

COURSE FEE

\$1,100

Includes course manual

- IBF-FTS Approved Programme
- IBF Funding (commencing 01 Jan 2023)

Pre-requisites to qualify for IBF Funding:

- 1. Working in a Singapore-based financial Institution regulated by MAS**
- 2. Singapore Citizen / SPR**
- 3. Physically residing in Singapore**

**SG Citizens age 40 and above
70% IBF Funding**

**SG Citizens below age 40 & Permanent Residents
30% IBF Funding**

**Course Fee:
\$1,100**

**Course Fee:
\$1,100**

9% GST: \$99

9% GST: \$99

**70% Funding:
\$500 (cap)**

**30% Funding:
\$330**

Net Fee Payable:

\$699

Net Fee Payable:

\$869

This course is recognised under the Financial Training Scheme (FTS) and is eligible for FTS claims subject to all eligibility criteria being met.

Please note that in no way does this represent an endorsement of the quality of the training provider and course. Participants are advised to assess the suitability of the course and its relevance to his/her business activities or job roles.

The FTS is available to eligible entities based on the prevalent funding eligibility, quantum and caps. FTS provides up to 70% course fee subsidy support for direct training costs subject to a cap of S\$500 per candidate per course subject to all eligibility criteria being met.

Find out more on www.ibf.org.sg.