

## ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)

### ADVANCED MODULE

# UNLOCKING ADVISORY POTENTIAL IN FAMILY OFFICES & FAMILY WEALTH MANAGEMENT

The number of Family Offices in Singapore has grown exponentially. Estate Planning Practitioners, Estate Planners and Financial Services Practitioners need to understand how to assist High Net Worth Individuals (HNWI) to preserve their wealth and help the family to perpetuate their wealth through proper structuring of the wealth succession.

Family Office (FO) and Private Trust Company (PTC) are the two fundamental wealth succession instruments that is important in this process. The PTC allows the family to avoid the challenges where the company shares are split into many small fractions in the future, potentially causing a loss of control of the business. The PTC also allows the family to hold other non-core family assets, such as real estate, within the same holding entity.

Family Offices are used to hold the liquid assets that have been generated through the family business to be managed and grow professionally. They can also serve as a concierge platform to meet the needs of the whole extended family.

This course shall illustrate the essentials of FO and PTC, the differences between different trust instruments for wealth succession and how to provide the right guidance to the HNWI on the suitability of each entity. The trainer will also illustrate how these entities can work together.



### Trainer:

**Ethan Lim**



Ethan Lim brings with him 20 years of experience in both corporate banking as well as private banking. He was part of the inaugural cohort of Certified Family Office Advisors who graduated from the Wealth Management Institute of Singapore.

He has spent the majority of his finance career as a trusted advisor to ultra-high-net-worth individuals in Southeast Asia. Ethan is currently the CEO of a Single Family Office that enjoys the MAS 13U tax exemption incentive.

As the CEO, he plans and executes investment strategies to better manage wealth, tighten succession planning to ensure wealth preservation for generations as well as work on strengthening family governance to protect the family's values.

Before setting up the SFO, he was with Credit Suisse Private Bank for seven years as a client relationship manager. In his earlier career years, he also worked in ABN AMRO Private Bank and United Overseas Bank.

Ethan graduated with a Bachelor's degree in Banking and Finance (Honours) from Nanyang Technological University of Singapore.

## COURSE COVERAGE:

### Why HNW Clients Set Up Family Offices

- Gain a clear understanding of Singapore's family office landscape.
- Speak confidently with affluent clients about their structures and needs.
- Identify their real concerns so you can position yourself as their long-term, trusted advisor.

### How a Private Trust Company Strengthens the Family Office

- Understand the difference between a traditional trust and a Private Trust Company.
- Learn why PTCs are increasingly attractive to wealthy families.
- Discover how a Family Office integrates with a PTC to protect assets and succession.

### Your Role in the Family Office Ecosystem

- Lead deeper, more strategic family conversations with confidence.
- Unlock new income streams beyond traditional products.
- Become the family's go-to advisor for long-term planning and legacy work.

### First Appointment Framework & Case Studies

- Use our checklists and roadmaps to immediately impress clients.
- Learn how to uncover pain points that naturally lead to FO and PTC opportunities.
- Leave clients feeling, "We want you to guide our family."

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:**

**6 hours**

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

**Duration:**

**DAY 1**

**9 am – 5 pm**

**Register here**



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

## COURSE FEE

**\$872**  
(Inclusive of GST)

**Who should attend:**

Financial Planner, Bancassurance Specialist, Agency Manager, Agency Director, Relationship Manager - Retail Banking, Personal Banking Manager, Family Office advisor, Relationship Manager - Private Banking

**IBF-FTS Approved Programme**

**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: \$800**

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**9% GST: \$72**

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**70% Funding: \$500**

**30% Funding: \$240**

**Net Fee Payable:**

**\$372**

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**\$632**

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](http://www.ibf.org.sg).