

Module 4:

JOURNEY FOR LEGACY WORKSHOP (2-Day Workshop, 9.00am – 6.30pm)

Aim:

This 2-day Journey of LEGACY workshop gives a holistic overview of a comprehensive Legacy Planning and Inheritance Giving Framework to model your Wealth Solutions for your clients.

Every framework is intelligently designed into a simple “Journey Style” illustration such that even your non- Financial clients will understand and they also act as a solution reference guide for financial professionals to refer to for all wealth planning cases.

In this workshop, we will also explore the 7-Step Wealth Planning Process (PRACTICE Management), integrate these Planning Frameworks into the process and how all these can lead to greater productivity and purpose in your business (PURPOSE Management). There will be an introduction into the effective strategic management of your business environment to poise your business for strategic growth (GROWTH Management).

Purpose and benefits:

Participants will to piece together the many different Legacy Planning and Inheritance Giving needs of clients including:

- Brief Introduction to YOUR KASHGROWTH Framework
- Brief Introduction to Wealth Planning Framework - Journey of WEALTH
- The various ways to give your wealth
- Assignment, Partners' / Shareholders' Agreement, Living Trusts, Life Insurance Trusts
- Exploring Mental Capacity Act, LPA, AMD, HOTA, Palliative Care and other government schemes
- Intestate Succession Act
- Net Worth vs Net Estate
- Wills, Testamentary Trusts, Life Insurance Nominations
- CPF Monies and its Distribution
- Different Players, Different Roles using Different Instruments
- Special Needs Considerations using simple yet power planning frameworks.

This module is part of the 7-Module Certified KASHGrowth Professional (CKP) series. Completion of the CKP Series will strengthen your Identity as a Professional, positively Impact your clients' finances, enhance the knowledge you Impart to your clients and advisers, increase your Influence in their lives and Inspire them to achieve even more. Participants can expect to enhance their Professionalism, enlarge their Productivity and expand their Profitability.

Learning Outcomes

By the end of the workshop, participants will be able to

- Understand the Leadership and Competency Framework – YOUR KASHGrowth
- Understand and Apply the Journey for LEGACY Framework
- Understand and Apply the various ways to give during the client's lifetime
- Understand the various End-of-Life's considerations for clients
- Understand the various options to distribute though client's estate
- Understand the different roles performed using different instruments
- Understand the different planning considerations for Inter-Generational Planning
- Understand the different financial instruments to integrate into Legacy Planning
- Understand the different hidden concerns by clients
- Understand the different pitfalls in Legacy Planning and the possible interventions
- Briefly describe the Journey to RETIRE framework,
- Briefly describe the Journey for LEGACY framework, in a business meeting environment with your clients as part of the wealth planning process in advising clients.



Participants will also be able to

- Understand CLIENT Management to effectively perform Client Attraction & Client Retention
- Recognise the PRACTICE Management framework to better organise your professional practice
- Recognise the PURPOSE Management Framework to increase your productivity and better align your business purposes to your life purposes.
- Recognise the GROWTH Management Framework to better identify the various factors that can poise your business for strategic growth.

Target Audience

- Wealth Managers, Financial Advisers, Insurance Advisers
- Estate Planners, Will-Writers
- Bankers, Relationship Managers
- Financial Intermediaries aspiring to enter the estate planning market will be more equipped and more confident.
- Senior Financial advisers will now have a comprehensive framework that consolidates all of their previous learning into an easy-to-remember and easy-to-present “Journey Style” presentation.
- Managers and mentors can deepen their learning and adopt a more holistic approach to coaching their advisers.

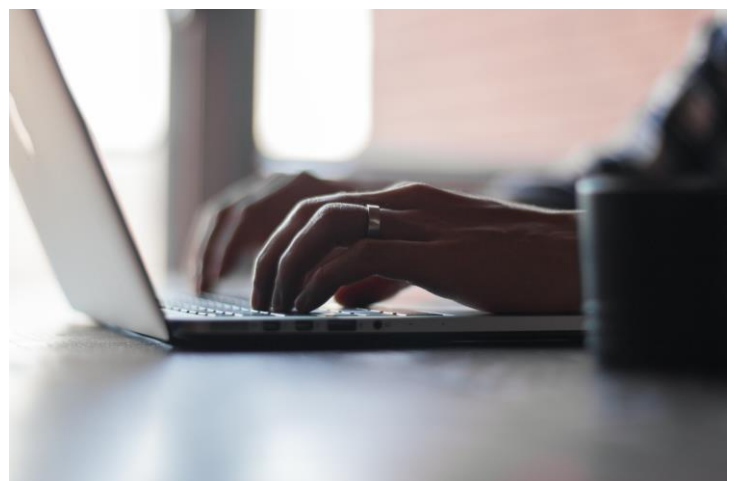
Name of Organisation/ Course Owner

Finerty Academy Pte Ltd. All materials, trademarks, slides, presentations, ideas, concepts, etc are owned by Finerty Academy Pte Ltd and Chua Kim Peng. All rights reserved.

Teaching Styles

The program will be conducted through case studies, role plays, short lecturing, group discussions and sharing, personal reflections and peer learning.

This program is designed using adult learning concepts. Gayne’s and/or KOLB’s design theories are applied together with sound design principles, effective retention strategies so that different types of learners (Visual/Audio/Tactile/Kinaesthetic learners) can achieve the learning outcomes and subsequently transfer and apply their learnings in their workplace.



The Outline of the 2-Day Workshop

Lesson Plan - DAY 1

Lesson 1: Introduction to Wealth Planning Frameworks

- Introduction and Objectives setting
- Intro to proprietary Competency Framework YOUR KASHGrowth
- The Complete Wealth Distribution Framework – Journey for LEGACY
- Why Legacy Planning?
- The Market for Wealth Distribution
- The Players in Estate Planning
- The Business Potential in Legacy Planning

Lesson 2: Lifetime Gifting

- Wealth Lifetime Gifts
- Assignments
- Partners' / Shareholder's Agreements
- Living Trusts
- Statutory Trusts
- Life Insurance Trusts

Lesson 3: Issues during end stage of life (Part 1)

- Mental Capacity Act
- Lasting Power of Attorney
- Advanced Medical Directives

Lesson 4: Issues during end stage of life (Part 2)

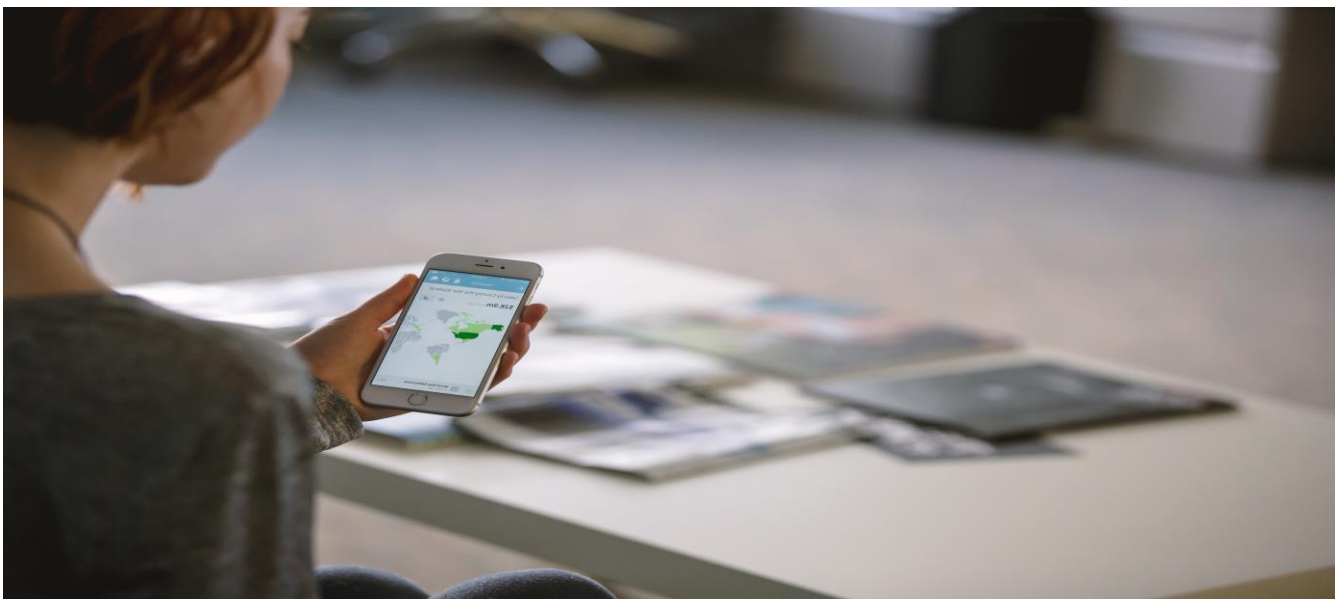
- Human Organ Transplant Act
- Palliative Care
- Other Government Schemes

Lesson 5: Action Upon Death (Part 1)

- Net Estate vs Net Worth
- The need for Estate Liquidity
- Different Modes of Distributions
- Intestate Succession Act

Lesson 6: Action Upon Death (Part 2)

- Wills
- Trust at Death – Testamentary Trusts
- Non-Probate Assets
- Joint Assets
- Life Insurance Trusts
- Life Insurance Nominations
- CPF Monies



Lesson Plan - DAY 2

Lesson 7: Arrangements after Death (Part 1)

- Different Instruments
- Different Players
- Role and Types of Trustees

Lesson 8: Arrangements after Death (Part 2)

- Beneficiaries
- Guardianship
- Special Needs Planning
- Charitable Giving

Lesson 9: On-Going Arrangements

- Different Instruments
- Different Players
- Role and Types of Trustees

Lesson 10: Your Clients' Personal Objectives

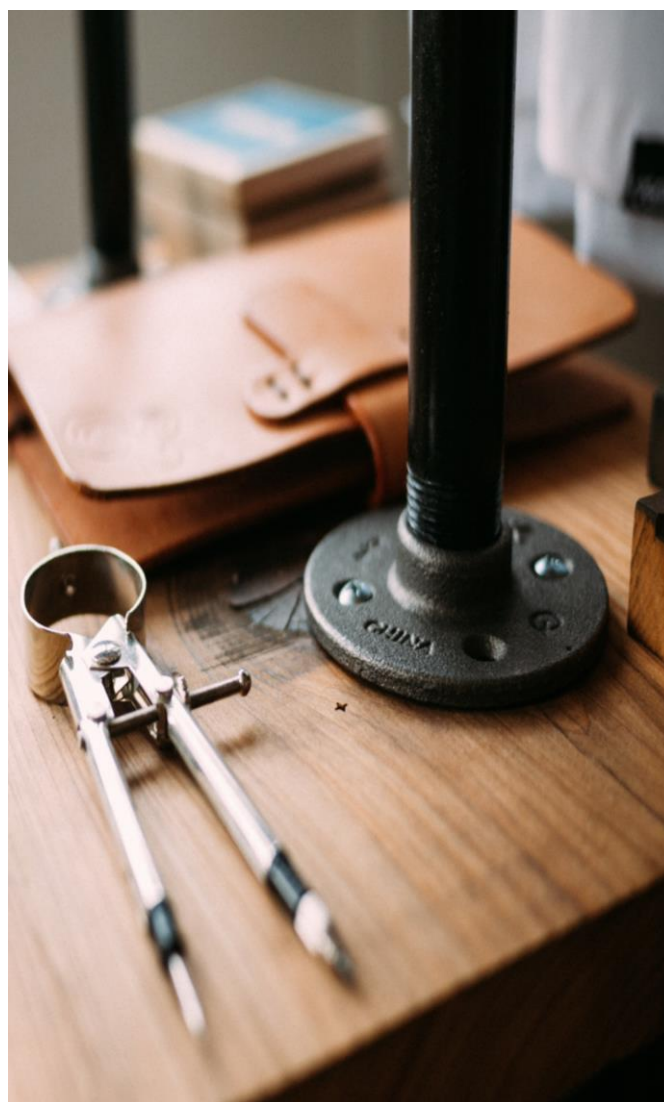
- Soft Facts to note by Financial Advisers
- Keys to Opening and Closing
- Hidden concerns of clients
- Important Questions to ask clients
- Potential Pitfalls in Legacy Planning
- Possible Intervention

Lesson 11: Case Studies

- Case Study 1 – Single Successful Professional
- Case Study 2 – Just Married
- Case Study 3 – Mid-Career Couple Married with Kids

Lesson 12: Case Studies

- Case Study 4 – Business Owners Valuation of a Business
- Case Study 5 – HNWI
- Case Study 6 – Very / Ultra HNWI



Contact Us

Tel: +65 9090 7093
Email: contact@finerty.com.sg

10 Anson Road #27-15
International Plaza
Singapore 079903

Finerty Academy Pte Ltd
www.finerty.com



- Where financial liberty begins -