



Advanced Estate Planning (CLU 257) Suggested Study Schedule Winter 2024 Semester

This study schedule utilizes the following resources:

- **Advanced Estate Planning (CLU 257) Course Book**, Wendy Templeton, B.A., LL.B., TEP, CFP
- **Estate Planning with Life Insurance**, Glenn R. Stephens, LL.B., TEP, FEA
- **Wealth Planning Strategies for Canadians**, Christine Van Cauwenberghe, B.Comm. (Hons), LL.B., CFP, TEP
- **Case Studies 1 to 7**

Please note that completion of the **Ethics & Professional Standards Module** is part of the course requirement (20% of overall grade). It can be completed anytime during the semester but must be completed before writing the Final Course Exam.

Topic	Week #	Suggested Completion Date	Textbook & Readings	# of Pages	Assessment, Assignment or Case Study
The Estate Planning Process	1	1-Jan-24	Advanced Estate Planning (CLU 257) Course Book		Advanced Estate Planning (CLU 257) Course Book
			Unit One: The Estate Planning Process	24	Test Your Knowledge: Unit One
			Estate Planning with Life Insurance (Glenn R. Stephens)		Answer the Review Questions found on pages 1-27 and 1-28.
			Chapter 1: The Role of the Insurance Professional in the Estate Planning Process	11	Answers to the Review Questions are found beginning on page 1-29.
Personal Estate Planning	2	8-Jan-24	Advanced Estate Planning (CLU 257) Course Book		Advanced Estate Planning (CLU 257) Course Book
			Unit Two: Personal Estate Planning	26	Test Your Knowledge: Unit Two
			Estate Planning with Life Insurance (Glenn R. Stephens)		Answer the Review Questions found on pages 2-27 and 2-28.
			Chapter 7: What to Look for in Shareholders' Agreements and Wills	39	Answers to the Review Questions are found beginning on page 2-29.
	3	15-Jan-24	Chapter 9: Charitable Giving Strategies Using Life Insurance	25	
			Estate Planning with Life Insurance (Glenn R. Stephens)		Test Your Knowledge: Case Study #4: Tax Planning at Death
			Chapter 10: Life Insurance and Trusts	23	This case study draws from the following content:
			Chapter 11: Creditor Protection	13	Advanced Estate Planning (CLU 257) Course Book
			Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)		Unit Two: Personal Estate Planning
			Chapter 18: Powers of Attorney	20	Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)
Chapter 19: Estates	49	Chapter 21: Taxation at Death			
Chapter 20: Personal Representatives	8	Estate Planning with Life Insurance (Glenn R. Stephens)			
Chapter 21: Taxation at Death	23	Chapter 2: Taxation and Product Overview			
Estate Planning with Life Insurance (Glenn R. Stephens)					
Chapter 2 – Taxation and Product Overview	34				

	4	22-Jan-24	Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)		Test Your Knowledge: Case Study #3: Estate Planning with Trusts
			Chapter 22: Probate	31	This case study draws from the following content:
			Chapter 23: Trusts	19	Advanced Estate Planning (CLU 257) Course Book
			Chapter 24: Charitable Giving	15	Unit 2: Personal Estate Planning
					Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)
					Chapter 23: Trusts
					Estate Planning with Life Insurance (Glenn R. Stephens)
				Chapter 10: Life Insurance and Trusts	
Family Estate Planning	5	29-Jan-24	Advanced Estate Planning (CLU 257) Course Book		Advanced Estate Planning (CLU 257) Course Book
			Unit Three: Family Estate Planning	15	Test Your knowledge: Unit Three
			Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)		Answer the Review Questions found on pages 3-15 and 3-16.
			Chapter 2 – Single	15	Answers to the Review Questions are found beginning on page 3-17.
			Chapter 3 – Common-Law Couples	43	
			Chapter 4 – Engaged	10	
			Chapter 5 – Married	28	
	Chapter 6 – Separated	52			
	Chapter 7 – Divorced	8			
	6	5-Feb-24	Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)		Test Your Knowledge: Case Study #2: Family Estate Planning
			Chapter 8 – Blended Families	21	This case study draws from the following content:
			Chapter 9 – Widowed	9	Advanced Estate Planning (CLU 257) Course Book
			Chapter 10 – Children	48	Unit Three: Family Estate Planning
			Chapter 11 – Grandchildren	9	Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)
Chapter 12 – Disabled Persons			42	Chapter 5: Married, Chapter 7: Divorced, Chapter 8: Blended Families	
Chapter 13 – Elderly Parents	15	Chapter 10: Children, Chapter 13: Elderly Parents			
7	15-Feb-24	Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)			
		Chapter 14 – Seniors and Retirees	26	Assignment #1 due on: February 15, 2024	
		Chapter 15 – Vacation Properties	17		
Chapter 17 – Family Property	32				
8	22-Feb-24	Advanced Estate Planning (CLU 257) Course Book		Advanced Estate Planning (CLU 257) Course Book	
		Unit Four: Business Estate Planning	18	Test Your Knowledge: Unit Four	
		Estate Planning with Life Insurance (Glenn R. Stephens)		Answer the Review Questions found on page 4-16.	
		Chapter 2 – Taxation and Product Overview	34	Answers to the Review Questions are found beginning on page 4-17.	
		Chapter 3 – Life Insurance and the Need for Estate Liquidity	32	Test Your Knowledge: Case Study #7: Blended Families & Property Distribution	
		Chapter 11 – Creditor Protection	21	This case study draws from the following content:	
				Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)	
				Chapter 5: Married, Chapter 19: Estates	
		Chapter 20: Personal Representatives, Chapter 22: Probate			
		Estate Planning with Life Insurance (Glenn R. Stephens)			
		Chapter 3: Life Insurance and the Neet for Estate Liquidity			
		Chapter 11: Creditor Protection			

Business Estate Planning	9	29-Feb-24	Estate Planning with Life Insurance (Glenn R. Stephens)		Test Your Knowledge: Case Study #6: Business Succession Planning
			Chapter 4 – Introduction to Corporate Owned Life Insurance	37	This case study draws from the following content:
			Chapter 5 – Family Business Succession	33	Advanced Estate Planning (CLU 257) Course Book
			Chapter 6 – Using Life Insurance to Fund Buy/Sell Agreements	31	Unit 1: The Estate Planning Process
					Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)
					Chapter 8: Blended Families, Chapter 10: Children, Chapter 12: Disabled Persons
			Chapter 16 – Business Owners	34	Chapter 16: Business Owners, Chapter 17: Family Property, Chapter 19: Estates
					Chapter 20: Personal Representatives, Chapter 24: Charitable Giving
					Estate Planning with Life Insurance (Glenn R. Stephens)
					Chapter 3: Life Insurance & the Need for Estate Liquidity, Chapter 5: Family Business Succession
		Chapter 7: What to Look for in Shareholders' Agreements & Wills			
10	7-Mar-24	Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)		Test Your Knowledge: Case Study #5: Blended Families & Business Succession	
		Chapter 16 – Business Owners	34	This case study draws from the following content:	
				Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)	
				Chapter 3: Common-Law Couples, Chapter 5: Married, Chapter 6: Separated	
				Chapter 8: Blended Families, Chapter 10: Children, Chapter 12: Disabled Persons	
				Chapter 15: Vacation Properties, Chapter 16: Business Owners, Chapter 18: Powers of Attorney	
				Chapter 21: Taxation at Death, Chapter 22: Probate, Chapter 23: Trusts	
		Estate Planning with Life Insurance (Glenn R. Stephens)			
		Chapter 2: Taxation & Product Overview, Chapter 3: Life Insurance & the Need for Estate Liquidity			
		Chapter 5: Family Business Success, Chapter 10: Life Insurance & Trusts			
Estate Planning with Life Insurance	11	15-Mar-24	Advanced Estate Planning (CLU 257) Course Book		Advanced Estate Planning (CLU 257) Course Book
			Unit Five: Estate Planning with Life Insurance	8	Test Your Knowledge: Unit Five
			Estate Planning with Life Insurance (Christine Van Cauwenberghe)		Answer the Review Questions found on pages 5-9 and 5-10.
			Chapter 3 – Life Insurance and the Need for Estate Liquidity	32	Answers to the Review Questions are found beginning on page 5-11.
			Chapter 4 – Introduction to Corporate Owned Life Insurance	37	
		Wealth Planning Strategies for Canadians (Glenn R. Stephens)		Assignment #2 due on: March 15, 2024	
		Chapter 25 – Insurance	16		
Foreign Aspects of Canadian Estate Planning	12	22-Mar-24	Advanced Estate Planning (CLU 257) Course Book		Advanced Estate Planning (CLU 257) Course Book
			Unit Six: Foreign Aspects of Canadian Estate Planning	45	Test Your Knowledge: Unit Six
					Answer the Review Questions found on pages 6-46, 6-47, and 6-48.
					Answers to the Review Questions are found beginning on page 6-49
					Test Your Knowledge: Exam Prep Case Study #1: Cross Border (US) Estate Planning Considerations
					This case study draws from the following content:
					Advanced Estate Planning (CLU 257) Course Book
		Unit 6: Foreign Aspects of Canadian Estate Planning			
		Wealth Planning Strategies for Canadians (Christine Van Cauwenberghe)			
		Chapter 20: Personal Representatives			

Case Studies in Unit Seven	13	29-Mar-24	Advanced Estate Planning (CLU 257) Course Book	Test Your Knowledge: Case Studies in Unit Seven
			Unit Seven: Case Studies	Case Study 1: The Greenback's Estate Plan
				Case Study 2: The Greenback's Estate
				Case Study 3: Loonie & Jack: The Next Generation
				Case Study 4: Big Banana
Ethics & Professional Standards Module	14	7-May-24	This module can be completed anytime during the semester, but must be completed before writing the Final Course Exam.	Complete all Ethics & Professional Standards Module requirements by: May 7, 2024*
Exam Preparation	14	8-May-24	By this date, make sure you have:	
			Reviewed all your study notes, the case studies and solutions, and have re-read portions of the textbooks to address any knowledge areas that are not well understood.	Write the Advanced Estate Planning (CLU 257) Final Course Exam on: May 8, 2024

* Please note that completion of the **Ethics & Professional Standards Module** is part of the course requirement (20% of overall grade). It can be completed anytime during the semester but must be completed before writing the Final Course Exam.

IMPORTANT NOTES:

- > The key to succeeding on the **Advanced Estate Planning (CLU 257) Final Exam** is to read and understand the case studies provided and answer the questions. It is important to relate the solutions directly to the case study and to avoid answering with generic responses.
- > **Test Your Knowledge:** Review Questions and Case Studies are not mandatory. These assessments are not scored and therefore do not get added to your gradebook. The Case Study documents contain a case study, questions, and the solutions.
- > We suggest you read the case study in detail and make notes. Then, attempt the case study questions. It's okay to go back to the course content while writing the solution. Once you're satisfied with your response, compare it to the solutions provided.
- > **Estate Planning with Life Insurance:** Chapters 8 and 12 are not required readings and are not included in this study schedule. Chapter 8 covers "leveraging and accumulation strategies with life insurance", and chapter 12 covers "living benefits strategies", which are not part of Advanced Estate Planning (CLU 257) and will not be tested.
- > Some of the chapters from the required readings are referenced multiple times in the study schedule. For your reference, we have included all chapters from the required readings that are relevant to the case study(ies) selected for a particular week.

Graded assessments for Advanced Estate Planning (CLU 257):	
Assignment # 1	20%
Assignment # 2	20%
Ethics & Professional Standards Module	20%
Final Course Exam	40% (Candidates must pass the final exam to pass the course.)

Note: Course evaluation is based on completion of two written assignments, the Ethics & Professional Standards Module, and a course exam. Please note that on the course exam, you must score a minimum of 50% in order to pass the course. If you score less than 50% on the course exam, the final overall course grade will be based on the exam grade only. The assignments and the Ethics module will not be factored into the final overall course grade.