



CLU[®] UPDATE 2024

Participant Guide

Advocis 

EMPOWERING
FINANCIAL SOLUTIONS

Aware | Informed | Engaged



Advocis Continuing Education

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Presenter Biographies



Jos Herman, CPA, CLU®, CFP®, TEP

Director of Financial Planning & Analysis, Resources & Solutions Professional Corporation

Jos began her financial services career in 1999 with an accounting focus, before transitioning to financial advisory and planning. Over the years her breadth of industry knowledge and wealth planning solutions has been a valuable asset to clients, CPAs, legal professionals, and advisors. At her boutique consulting firm, she provides private business and personal solutions with a focus on tax concepts, tax efficient investment, insurance strategies and asset protection. A highly regarded industry professional, Jos is often invited to address the complexities of asset protection, succession planning and philanthropy, and the tax efficiency gained in the insurance planning process. Jos is a member of Advocis and CALU.



Alaeddine Jabri , CLU®, QAFP™, CHS™

Managing Partner, Longevity Achieved

Alaeddine is a managing partner at Longevity Achieved, a Managing General Agency he created in 2007. As a full-service firm, they are committed to delivering excellence in financial services, tax and estate planning. With a goal to stand at the forefront of financial innovation, Alaeddine's expertise has consistently driven Longevity to be a thought leader in the industry. Recognized for his bold, forward-thinking approach, he frequently speaks at industry events and is often quoted in national publications. Alaeddine is a member of Advocis, Program Chair for the Toronto Chapter and a member of GAMA.



Sterling Rempel, CLU®, CIM®, TEP, MFA-PT™

Certified Financial Planner, Founder & President, Future Values Estate & Financial Planning

Sterling is the founder and principal advisor at Future Values Estate & Financial Planning, an independent financial planning firm. Since 1999, Sterling and his team have used a strategic, holistic approach to values-based wealth management. They are dedicated to helping clients organize their financial life, so that they can: live securely, invest responsibly, retire comfortably and give generously. As an entrepreneur and employer, Sterling understands the unique stresses faced by small business owners and self-employed professionals. He has been a member of Advocis for more than 30 years, a member of CALU for more than 20 years and has served on the CALU board.



Stefano Pannu, CLU®, CFP®, CIM®, FSCI®

Principal, Noble Pannu Wealth Management Ltd.

Stefano began his career in financial services more than a decade ago. As his expertise expanded he quickly developed a passion for holistic financial planning. Today he is a Principal at Noble Pannu Wealth Management. His clients appreciate his approachable nature and the breadth of his expertise across all six areas of financial planning. With each client's unique big picture in mind, Stefano creates detailed financial plans that give clients clarity and confidence. He thrives on helping them reach their ultimate financial goals and enjoy financial well-being. Stefano is a member of Advocis and CALU. He is an active volunteer with the Thompson Okanagan Chapter where he is currently serving as First Vice President.



Pete Gillespie, CLU®, MBA, MFA-PT™

President, Gillespie Wealth Management and Estate Planning Inc.

Pete has been helping individuals and organizations with risk management, wealth accumulation, and wealth distribution for over 30 years. While affiliated with Canada Life, he paired management roles with his personal service to clients. Now, as President of Gillespie Wealth Management he is starting a new chapter in his career that allows him to spend more time helping clients with complex estate planning issues. Over the years Pete's emphasis on upholding his clients' values while supporting their goals and legacies, has remained an enduring constant. A longtime member of Advocis and GAMA, Pete has served as the Canadian President of GAMA and has been a featured speaker at LAMP.



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Learning Objective, Moderator and Presenters



Advocis Education Disclaimer

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- Advocis does not endorse or promote the products or services referred to by the presenters.

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Target Audience

- CLU[®] and CFP[®] Professionals
- Financial advisors and all financial professionals who are faced with complex planning situations
- Members or non-members of Advocis, The Financial Advisors Association of Canada

Advocis

Designation Programs

Advocis offers education programs leading to:

- **Chartered Life Underwriter (CLU[®])*** – estate planning and wealth transfer
- **Certified Health Insurance Specialist (CHS[™])*** – living benefits expertise
- **Certified Financial Planner (CFP[®]) & Qualified Associate Financial Planner (QAFP[™])** – financial planning services
- **Professional Financial Advisor (PFA[™])*** – practice development, technical knowledge, compliance and ethics

* Granted by The Institute, which like Advocis is part of TFAAC (The Financial Advisor Association of Canada)

Advocis



Learning Objective

- To keep CFP[®] and CLU[®] designated advisors current on important technical concerns and client-facing issues impacting financial planning today.



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CLU[®] UPDATE 2024

PART I

Advocis >

EMPOWERING
FINANCIAL SOLUTIONS
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Moderator



**Jos Herman, CPA, CLU[®],
CFP[®], TEP**

Director of Financial Planning & Analysis, Resources
& Solutions Professional Corporation, Calgary, AB



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Presenters



**Alaeddine Jabri, CLU[®],
QAFP[™], CHS[™]**
Managing Partner, Longevity Achieved



**Sterling Rempel, CLU[®],
CFP[®], CIM[®], TEP, MFA-PT[™]**
Certified Financial Planner, Founder &
President, Future Values Estate &
Financial Planning



**Stefano Pannu, CLU[®],
CFP[®], CIM[®], FCSI[®]**
Principal, Noble Pannu Wealth
Management Ltd.



**Pete Gillespie, CLU[®],
MBA, MFA-PT[™]**
President, Gillespie Wealth
Management and Estate Planning Inc.



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Agenda – Part I



AI in Finance: Striking the Right Mix

Presenter: Alaeddine Jabri
Case Study Activity: The Overwhelmed Financial Planner



Building Tax Legislation Awareness

Presenter: Sterling Rempel
Case Study Activity: Adapting to Unexpected Changes



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Agenda – Part II



Balancing Priorities for Client-Centric Success

Presenter: Stefano Pannu
Case Study Activity: Next-Generation Wealth Management



Outliving the Money

Presenter: Pete Gillespie
Case Study Activity: Leaving a Lasting Legacy



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CE Credits

- Earn six (6) CE credits for full attendance of both Part I and Part II (CE credits not available for partial attendance)
- Earn up to an additional eight (8) CE credits for completion of the Advanced Learning Modules
- Questions? Contact ce@advocis.ca.



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Presentation 1: AI in Finance: Striking the Right Mix

AI in Finance: Striking the Right Mix



**Alaeddine Jabri, CLU[®],
QAFP[™], CHS[™]**
Managing Partner, Longevity Achieved
Toronto, ON


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1

AI in Finance: Striking the Right Mix

Learning Objective

- Exploring how artificial intelligence can enhance the financial advisory landscape, balancing its implementation for optimal client satisfaction and advisor efficiency.

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AI in Finance: Striking the Right Mix



**Alaeddine Jabri, CLU[®],
QAFP[™], CHS[™]**
Managing Partner, Longevity Achieved
Toronto, ON



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Introducing AI to Clients

At first meeting

- The AI note taker is present
- Will capture everything discussed
- A summary is provided to the clients



4

AI Concerns

Clients want to know

- How their data will be used
- Is it secure?



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AI Concerns

Clients want to know

- How their data will be used
- Is it secure?
- Who's really providing the advice?



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Building Trust

Reinforce value of credible advice

- Clients may give AI too much credit
- Help them focus on the “source” of information
- Where’s the AI being informed from?



Building Trust

Reinforce value of credible advice

- Clients may give AI too much credit
- Help them focus on the “source” of information
- Where’s the AI being informed from?

Have emotionally intelligent conversations



Creating AI Comfort

- Be upfront with clients
- Explain how AI is used
- Document where it’s used



AI Efficiencies

From minutes to instant

- Creation of meeting summary notes
- Searching for data





AI Ethics

Advisors

- Disclosure is key
- Be transparent
- Make sure the advice is still coming from the expert



Leveraging AI for Compliance

Comprehensive documentation

- Automated
- Integrated with CRM and calendar
- Locked



AI Financial Planning Efficiencies

For advisor's review and consideration

- Identification of basic, simple recommendations i.e., will, POAs, advance healthcare directive
- Identification of things to consider i.e., OAS claw back



Finding the right AI

- Decide what you need, what's most important





✓ Finding the right AI

- Decide what you need, what's most important
- Be diligent in search, vet as many as necessary



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✓ Finding the right AI

- Decide what you need, what's most important
- Be diligent in search, vet as many as necessary
- Test each one internally



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✓ Finding the right AI

- Decide what you need, what's most important
- Be diligent in search, vet as many as necessary
- Test each one internally
- Collaborate with staff to find best fit



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✓ Making the AI Decision

Be deliberate

- Why are you bringing in AI?
- How will it make a difference?



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Look at the Whole Client Journey

- Appointment – calendar technology



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Look at the Whole Client Journey

- Appointment – calendar technology
- Meeting – AI note taker



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Look at the Whole Client Journey

- Appointment – calendar technology
- Meeting – AI note taker
- After meeting – automated AI summary
- Financial planning – software analysis for Advisor review & recommendation



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Look at the Whole Client Journey

- Appointment – calendar technology
- Meeting – AI note taker
- After meeting – automated AI summary
- Financial planning – software analysis for Advisor review & recommendation
- Present recommendations using
 - AI generated slides



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Look at the Whole Client Journey

- Appointment – calendar technology
- Meeting – AI note taker
- After meeting – automated AI summary
- Financial planning – software analysis for Advisor review & recommendation
- Present recommendations using
 - AI generated slides
 - Documentation informed by AI simplified language, making complex concepts more understandable



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The AI Journey

Start Internally

- Review internal processes – use AI to improve efficiency
- Identify repetitive tasks – use AI to automate



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The AI Journey

Start Internally

- Review internal processes – use AI to improve efficiency
- Identify repetitive tasks – use AI to automate

Then bring it client-facing

- Identify how AI can create more time with clients



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Summary

AI in Finance: Striking the Right Mix

- Addressing client concerns
- Addressing ethical issues
- Creating practice efficiencies
- Improving documentation in all areas
- Using AI to free-up time for deeper client engagement
- Implementing AI into an advisory practice



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Case Study Activity: The Overwhelmed Financial Planner

Learning Objective

- Navigating the technological landscape for financial planning practices - conducting a comprehensive technology audit to determine what to retain, what to get rid of, and what new innovations deserve consideration.



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Case Study Activity: The Overwhelmed Financial Planner

Discussion format

- Read the case notes and questions on your own (5 mins)
- Identify a spokesperson and discuss your response to the questions (25 mins)
- Share with the full group (15 mins)



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Case Study Activity: The Overwhelmed Financial Planner

Learning Objective: Navigating the technological landscape for financial planning practices – conducting a comprehensive technology audit to determine what to retain, what to get rid of, and what new innovations deserve consideration.

A: The Facts

Introduction

The financial planning landscape has undergone a significant transformation in recent years, driven by the rapid advancement of technology. While these innovations offer numerous benefits, they also present challenges for practitioners trying to navigate the ever-expanding array of tools available. This case study explores the journey of Emily Anderson, a seasoned financial planner, as she grapples with the overwhelming influx of technology in her practice, and the strategic steps she takes to streamline her toolkit.

Background

Emily Anderson has been a financial planner for over 15 years, building a successful practice focused on delivering personalized and comprehensive financial advice to her clients. As the industry witnessed a surge in technological solutions during the pandemic, Emily found herself inundated with an array of software, apps, and tools promising efficiency, improved client communication, and enhanced portfolio management.

The Challenge

Faced with the challenge of managing an overwhelming number of tools, Emily began to feel the strain on her practice. The lack of integration among different systems, redundant data entry, and the time spent on learning and adapting to new platforms were taking a toll on her productivity and, consequently, on the quality of service she provided to her clients. Determined to regain control, Emily decided to embark on a systematic evaluation of the various technology she was using.



Assessment and Reflection

To begin the process, Emily took a step back to assess her current technology stack. She identified the key functions and processes critical to her practice and listed the corresponding tools she was using. This initial inventory helped her recognize redundancies and inefficiencies within her workflow. Emily's current tech stack

1. Signatures: DocuSign
2. Scheduling Meetings: Calendly
3. Sharing Content Electronically: Cloud-based storage, Mailchimp, VPN
4. Connecting: Teams and Zoom
5. Meeting Documentation: Zoom meeting summary tool
6. Social Media: Buffer (schedule posts across various platforms, create and schedule in advance, maintain a consistent and organized online presence)
7. Creating Content: Canva, Vimeo, ChatGPT
8. Client Information: Equisoft Connect
9. Financials: QuickBooks
10. Preparing Client Financial Plans: Equisoft Plan, CapIntel

Emily also sought feedback from her team, acknowledging that a collaborative approach was crucial. Through team discussions and surveys, she gained insights into the challenges her colleagues faced with the existing technology and their preferences for potential improvements.

Streamlining the Toolkit

With a clearer understanding of her practice's needs and the pain points associated with existing tools, Emily established decision criteria to guide her through the evaluation process. Armed with these criteria, Emily began the process of streamlining her toolkit. She identified redundant or underutilized tools and decided to phase them out, focusing on consolidation and integration. This move not only simplified her workflow but also led to cost savings, as she was able to eliminate subscriptions to overlapping services.

Integration and Automation

Recognizing the importance of seamless integration, Emily prioritized tools that could communicate with each other effectively. She invested time and resources in setting up integrations between her core systems, such as CRM, financial planning software, and portfolio management tools. Automation became a central theme in her technological strategy, helping to reduce manual tasks and minimize errors.



Adopting New Innovations

While streamlining her existing toolkit, Emily also remained open to exploring new innovations that could further enhance her practice. She attended industry conferences, engaged with technology experts, and sought feedback from her network to stay informed about emerging trends. This proactive approach allowed her to identify and adopt tools that offered unique advantages, such as advanced analytics, artificial intelligence-driven insights, and improved cybersecurity measures.



B: Case Study Questions

1. What are some key functions and processes that are critical to a financial planning practice such as Emily's?



2. What decision criteria should Emily consider in her evaluation of her technology tools?



3. In the case study, Emily prioritized integration and automation. How do these elements contribute to a more streamlined and efficient practice, and what challenges might arise in implementing these changes?



4. How can financial planners stay informed about emerging trends in the ever-changing landscape of financial technology?



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Presentation 2: Building Tax Legislation Awareness

Building Tax Legislation Awareness



**Sterling Rempel, CLU[®],
CFP[®], CIM[®], TEP, MFA-PTM**
Certified Financial Planner, Founder & President, Future
Values Estate & Financial Planning, Calgary, AB

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1

Building Tax Legislation Awareness

Learning Objective

- Understanding tax legislation and building smart and efficient strategies to empower financial solutions for individuals and business owners.

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2



Building Tax Legislation Awareness



**Sterling Rempel, CLU[®],
CFP[®], CIM[®], TEP, MFA-PTM**
Certified Financial Planner, Founder & President, Future
Values Estate & Financial Planning, Calgary, AB



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Tax Changes - Housing

First Home Savings Account (FHSA)

- First time buyer age 18 - 71
- Tax deductible deposit + Tax free growth

Note: Introduced in Budget 2022, became effective in 2023



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Tax Changes - Housing

First Home Savings Account (FHSA)

- First time buyer age 18 - 71
- Tax deductible deposit + Tax free growth
- \$8,000 annual contribution x 5 over lifetime = \$40,000 max

Note: Introduced in Budget 2022, became effective in 2023



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First Home Savings Account (FHSA)

Unused funds at time of home purchase

- Can be rolled into their RRSP
- No requirement to qualify for new contribution room

Note: Introduced in Budget 2022, became effective in 2023



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First Home Savings Account (FHSA)

- Annual contribution room starts from year the account is opened
- Best to open sooner even if no funds to contribute

Note: Introduced in Budget 2022, became effective in 2023



First Home Savings Account (FHSA)

- Parents & grandparents eligible to contribute
- No attribution to their taxable income

Note: Introduced in Budget 2022, became effective in 2023



Underused Housing Tax (UHT) Reporting

- Effective January 1, 2022
- UHT Return must be filed for 2022
- 1% tax on property value, if property deemed underutilized



Underused Housing Tax (UHT) Reporting

- Effective January 1, 2022
- UHT Return must be filed for 2022
- 1% tax on property value, if property deemed underutilized
- Deadline extended twice and may be extended again
- In 2023 reporting exemptions were expanded but did not carry back to 2022





Underused Housing Tax (UHT) Reporting

Be aware of properties held inside a

- Trust: family, alter ego or joint partner
- Business or corporation that holds residential real estate



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Underused Housing Tax (UHT) Reporting

Be aware of properties held inside a

- Trust: family, alter ego or joint partner
- Business or corporation that holds residential real estate

Penalties for not filing can be significant

- \$1,000 per individual
- \$2,000 per corporation



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Capital Gains Exemption

Principal residence restrictions

- Personal residence flipped within 365 days of initial purchase
- Assignment sales where opportunity is sold within 365 days of initial purchase

Unless personal circumstances, death, divorce, illness, employment, etc. necessitated the sale



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RESP Changes

- Withdrawals per semester
 - increased from \$5,000 to \$8,000
- Divorced parents
 - can now each have their own RESP



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/ RDSP Changes

The definition of eligible subscriber has been expanded to include the siblings of the disabled individual



/ RRSPs & RRIFs

Tax authorities are currently

- Scrutinizing larger balances
- Looking to ensure there are qualified investments inside the plan
- May issue an audit letter

Clients should

- Review their holdings especially if they're self-directed



/ Alternative Minimum Tax (AMT)

Proposed legislation to

- Reduce eligible exemptions or deductions
- Resulting in higher tax



/ Corporate Owned Life Insurance

Concern: Corporate beneficiaries different than corporate owner

Issue: Deemed shareholder benefit, devalues corporation

Ensure: Owner and beneficiary are the same





Corporate Owned Life Insurance

Concern: Multiple corporate beneficiaries

Issue: Adjusted Cost Basis calculated twice

Check with tax specialists



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Tax Avoidance Transactions

Mandatory reporting threshold lowered to just one of three hallmarks:

1. Contingency fee paid to promoter or advisor based on tax savings
2. Confidential protection, non-disclosure agreement signed
3. Taxpayer protection from failure to achieve tax result



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Mandatory Reporting

If any ONE of the hallmarks present, reporting is required by:

- Person who gets the tax benefit
- Advisor or promoter
- Anyone acting on a non-arm's length basis



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Intergenerational Succession

Preserving Lifetime Capital Gains when transferring to children

Effective November 2023

1. Immediate transition – completed within 3 years
2. Gradual transition – completed in 5 to 10 years



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Succession to Employees

Employee Share Ownership Trust (ESOT)

- *Proposed Incentive**: available 2024-2026

**as of January 2024 not yet legislated*



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Succession to Employees

Employee Share Ownership Trust (ESOT)

- *Proposed Incentive**: available 2024-2026

Business owner can

- Sell or transfer shares to employee share ownership trust
- Receive a \$10 million capital gains exemption on transfer of shares to employees

**as of January 2024 not yet legislated*



24

Succession to Employees

Employee Share Ownership Trust (ESOT)

- *Proposed Incentive**: available 2024-2026

Business owner can

- Sell or transfer shares to employee share ownership trust
- Receive a \$10 million capital gains exemption on transfer of shares to employees
- Move corporate funds via Shareholder Loan to ESOT to help employees finance purchases

**as of January 2024 not yet legislated*



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New Trust Reporting Rules

Trusts in place as of December 31, 2023

- Additional documentation required in 2024
- Includes disclosure of all parties to the trust:
 - Name
 - DOB
 - SIN
 - Address



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New Trust Reporting Rules

Trusts in place as of December 31, 2023

- Additional documentation required in 2024
- Includes disclosure of all parties to the trust: Name, DOB, SIN, Address

Now extends to Bare Trusts – one person holds something of value for another such as:

- In-trust investment accounts – parent for their child or grandchild
- Being on-title with an elderly parent to assist in probate planning
- Being on-title with a child as a condition of mortgage financing



27

New Trust Reporting Rules

Trusts in place as of December 31, 2023

- Additional documentation required in 2024
- Includes disclosure of all parties to the trust: Name, DOB, SIN, Address

Now extends to Bare Trusts – one person holds something of value for another such as:

- In-trust investment accounts – parent for their child or grandchild
- Being on-title with an elderly parent to assist in probate planning
- Being on-title with a child as a condition of mortgage financing

Exemptions:

- Trusts of less than 3 months, at end of reporting year
- Trusts with less than \$50,000 of value



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Summary

Building Tax Legislation Awareness

- First Time Home Savings Account
- Underused Housing Tax Reporting
- Capital Gains Exemption – principal residence restrictions
- Changes to registered plans: RESP, RDSP, RRSP, RRIF
- Alternative Minimum Tax – proposed changes



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Summary (continued)

- Corporate-owned Life Insurance – beneficiary review
- Tax Avoidance Transactions – reporting threshold changes
- Business Succession changes – intergenerational and employee purchase
- Mandatory Trust Reporting – expanded to bare trusts



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Case Study Activity: Adapting to Unexpected Changes

Learning Objective

- Developing a financial plan quickly when a business transition is needed due to health issues.



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Case Study Activity: Adapting to Unexpected Changes

Discussion format

- Read the case notes and questions on your own (5 mins)
- Identify a spokesperson and discuss your response to the questions (25 mins)
- Share with the full group (15 mins)



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Case Study Activity: Adapting to Unexpected Changes

Learning Objective: Developing a financial plan quickly when a business transition is needed due to health issues.

A: The Facts

The Client(s)

Name	Age	Marital Status	Employment Status	Health	Longevity Estimate
Diane	60	Married	Incorporated FA & President ABC Advisory Ltd	Good	Age 90
Jack	60	Married	Manager, Car Dealership	Good	Age 80
Ben	32	Common Law	Marketing Manager, Manufacturing Co.	Good	Age 90
James	30	Common Law	FA and employed by ABC Advisory Ltd.	Good	Age 90

Residence(s)

	Type	Location	Ownership	Market
House	Principal residence	ON	JTWROS	750,000.00

Diane has been an Independent Financial Advisor for almost 30 years and is President and majority shareholder of ABC Advisory Ltd. She had previously worked for a bank before going out on her own. She owns 100% of Class A shares.

Diane has been married to Jack for 35 years and they have two sons, Ben age 32 and James age 30. Jack is a manager at a local car dealership. James, like his mother, worked for a bank for 5 years after graduating with a degree in Finance. He joined his Mother's firm 2 years ago and is having good success and enjoys working with his Mom.



Ben is a marketing manager at a manufacturing company. He has no interest in his Mother's business. Jack and James both own 10 shares of Class B non-voting shares of the corp.

6 months ago Diane attended a seminar about Succession Planning for Advisors. The seminar focused on Succession Planning at retirement as well as at death or disability. Diane has already set up a retirement succession plan based on her retirement date 5 years from now. She also has a shareholder agreement/corporate will that would allow James the first option to purchase the corporations shares in the event of her death. She realizes that she hasn't addressed the issue of disability or critical illness in her plan and needs to meet with her lawyer to discuss this and formalize it.

She has corporately owned life insurance to fund the buy sell in the event of her death. She plans on doing an estate freeze at retirement and exchanging her common shares for preferred shares and redeem those over the first 5 years of her retirement. She feels this will allow James to not have to fund the buy sell upfront and put a financial burden on him or the business. It will also give her and Jack an additional stream of income in the first 5 years of retirement as they plan to travel a lot.

Diane also has personally owned Disability insurance that will pay her starting at 121 days to age 65 in the event she becomes disabled. She also has a small individual CI policy that would provide her with one year of after-tax income.

The firm has 2 full-time administration employees as well as James and Diane and currently leases an office space downtown.

Current Financial Situation

Diane and Jack own a house outside the city and currently have a small mortgage. They have saved for their retirement but most of their retirement will be funded by the sale of Diane's firm when she retires. Jack works for a local car dealership and plans to retire at the same time as Diane at age 65. Their current after-tax income is sufficient to fund their lifestyle as well as save a little each month for retirement.

They both have updated Wills and POAs naming each other as primary executors and POAs with the boys as secondary executors and POAs.



**Corp. Income
Statement**

Revenue	\$	Notes
All sources		
Gross Income	330,000.00	
Cost of Sales		
Gross Profit	330,000.00	

Expenses	\$	Notes
Operating Expenses		
Rent	36,000.00	
Office	6,000.00	
Salaries/Benefits	230,000.00	
Advertising	1,000.00	
Technology	12,000.00	
Automobiles	12,000.00	
Insurance	4,000.00	
Total	301,000.00	
Selling Expenses		
Commissions	0.00	
Travel	2,000.00	
Credit Card Fees	0.00	
Deliveries	2,000.00	
Total	4,000.00	
Administrative Expenses		
Licenses	1,000.00	
Professional Fees	1200.00	
Total	2,200.00	
TOTAL EXPENSES	307,200.00	

SURPLUS/SHORTAGE	22,800.00
-------------------------	------------------



Diane

Jack

Annual Income	\$	Notes	\$	Notes
All sources				
Salary	90000		95000	
Self-employment Income				
Pension(s)				
Canada/Quebec Pension Plan				
Old Age Security				
Government Benefit(s)				
Investment Income				
Other	10000	dividends from corp		
TOTAL INCOME	100000		95000	

Expenses	\$	Notes	\$	Notes
Source Deductions				
Income Taxes	17738		18420	
Company Benefits			867	LTD
CPP/OAS/EI	3963		4757	
Tax Installments				
Total				
Investments and Savings				
GIC				
Mutual Fund				
RRSP	385000		390000	
RESP				
TFSA	74000		71000	
Pension Plan				
Other				
Total				
Debt Payments				
Credit Cards	0	Generally pay off monthly	0	
Loans				
Lines of Credits				
Other				
Total				
Insurance				
Property Insurance	1000		1000	
Life Insurance Policy	3000		2500	



Health Insurance	1200	LTD Personal policy		
Car Insurance	3600		2500	
CI Insurance	2400		2700	
Total				
Home				
Rent/Mortgage	12000		12000	
Property Taxes	2300		2300	
Condo Fees				
Maintenance (cleaning & snow)				
Repairs / Renovations	1000		1000	
Other (major purchases)				
Total				
Utilities				
Electricity	1200		1200	
Water and Sewer	600		600	
Natural Gas or Oil	700		700	
Other				
Total				
Telecommunication				
Home Phone				
Cellphone	0	Company phone	800	
Television	400		400	
Internet	500		500	
Other				
Total				
Transportation				
Car Payments	0	company lease	6000	leased
Gasoline	0	company paid	2600	
Car Maintenance	0	company paid	600	
Parking				
Public Transportation				
Taxis				
Other				
Total				
Food & Beverage, Household				
Groceries	5000		5000	
Supplies	600		600	
Wine, Beer & Spirits	1800		1800	
Restaurants, cafes & bars	1800		1800	
Other	1200		1200	
Total				



Health Care (net of any applicable benefits)				
Prescriptions	0	Company group plan	0	group plan
Medical	0		0	
Dental	0		0	
Eyecare	0		0	
Fitness	600		600	
Wellness (Mind & Body)				
Vitamins/Supplements				
Other				
Total				
Dependent Costs (net of any applicable benefits)				
Child Support				
Child Day Care				
Tuition				
Extracurricular activities				
Subsidies				
Wearables				
Prescriptions				
Dental				
Eyecare/eyewear				
Children's Allowance(s)				
Other (ie. school supplies, gifts)				
Total				
Entertainment / Recreation				
Movies/Theatre/Concerts	250		250	
Vacation	5000		5000	
Clubs				
Books/Newspapers				
Other				
Total				
Personal Items				
Wearables (work)	3000		1000	
Wearables (other)				
Personal hygiene/makeup	500		500	
Haircare	1000		200	
Eyewear				
Other				
Total				
Miscellaneous				
Pets & Pet Care				



Gifts	1000		1000	
Charitable Donations	1000		1000	
Political Donations	500		500	
Other				
Total				
Other				
Money owed to others				
Overdraft				
Other				
Total				
TOTAL EXPENSES	74,851		81,894	

SURPLUS/SHORTAGE	25,149
-------------------------	---------------

13,106

The Problem

Earlier this week Diane suffered a stroke and has been hospitalized. She currently is unable speak and the timeline of her recovery is uncertain at this time. The family is devastated as well as Diane’s staff.

Although Diane has a plan for her retirement or in the event of her death she hadn’t yet met with her lawyer and formalized the part to deal with disability or critical illness. When James reviews his Mom’s succession plan he realizes there is no provision of what to do in the event of a severe disability or critical illness. James will need to step into his Mother’s role and run the firm until she is able to return to the office.

Without an emergency business continuity plan James needs to figure out how to run the business, cover operating expenses, pay their employees, communicate with their clients as well as provide service to all of their clients.

There is also the question of the firms bank accounts and who has access to them.

In addition to all this James is overwhelmed with the prospect of his Mother not being able to return and his ability to take over the firm and fund the purchase given his Mom’s current and possible permanent state.



B: Case Study Questions

1. What should be James and Jack's first priorities regarding Diane's business?



2. What strategy should James create to communicate with staff and clients initially? And again periodically in the future if necessary?



3. How could have Diane addressed this possibility of disability or critical illness in her emergency business continuity plan to ensure the business could continue to operate in her absence?



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Presentation 3: Balancing Priorities for Client-Centric Success

✓ Balancing Priorities for Client-Centric Success



**Stefano Pannu, CLU[®],
CFP[®], CIM[®], FCSI[®]**
Principal, Noble Pannu Wealth Management Ltd.
Kelowna, BC

Advocis 

1

✓ Balancing Priorities for Client-Centric Success

Learning Objective

- Unlocking strategies for balancing competing priorities to deliver exceptional client attention

Advocis 

2



Balancing Priorities for Client-Centric Success



**Stefano Pannu, CLU[®],
CFP[®], CIM[®], FCSI[®]**
Principal, Noble Pannu Wealth Management Ltd.
Kelowna, BC



3

Base Layer Technology

Advisor's Practice

- Website
- Social Media use



4

Base Layer Technology

Advisor's Practice

- Website
- Social Media use
- Data Storage – CRM system, paper to cloud-based



5

Next Layers of Technology

- Build on client's CRM system
- Build on client's cloud-based storage



6



Next Layers of Technology

- Build on client's CRM system
- Build on client's cloud-based storage
- Build on using different suites of tools
 - To collaborate within practice



Technology Integration

- Key CRM consideration
 - Will current client communication and documentation systems integrate seamlessly?



Technology Integration

- Key CRM consideration
 - Will current client communication and documentation systems integrate seamlessly?
- Key Financial Planning Software consideration
 - Will it create client engagement by providing direct access to their plan?



Data Analytics

- Implement systems to
 - Send information via mass mailings – newsletters
 - Measure how clients are engaging with the information





Managing Cybersecurity

Using services of a dedicated IT company

- Ensures all technology platforms are monitored in real time
- Identifies any cybersecurity incident
- Makes sure access to platforms is secure



Regulatory Framework

Strict technology requirements

- Type of technology permitted to integrate; cloud-based or server-based
- Servers required to be on Canadian soil
- Vetting technology companies for their security practices



Centralizing Client Information

Using proprietary financial organizer program

- Centralizes all client product information; investments and insurances
- Centralizes all client financial planning information; tax, estate, business etc.
- Provides encrypted secure access for client



Staff Efficiencies

Create structure

- Clarify process from advisor to all positions in the firm
- Ensure everyone is aware of all tasks, expectations and roles
- Foster interaction to hold everyone accountable





Advisor Development

Articling program for new advisors

- Provides tools, structure, education and experience
- Helps become an advisor or planner



15

Integrating Technology

Monitor progress transparently

- View status of each process
- Identify who's accountable for each task
- Clarify task dependencies



16

Client Interaction

Discovery process

- Questions focused on behavioural, psychological, emotional level
- Determine their history with finances
- Identify where they're at today and what their future hopes are



17

Suitability

Using the discovery process

- Establishing a financial plan
- Leads to determining relevance of implementation areas
- Supported by technology integration



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Building a Technology Framework

- Be prepared to do the due diligence
- Identify what you're trying to achieve



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Building a Technology Framework

- Be prepared to do the due diligence
- Identify what you're trying to achieve
 - Attend industry conferences – learn what's available from tech experts



20

Building a Technology Framework

- Be prepared to do the due diligence
- Identify what you're trying to achieve
 - Attend industry conferences – learn what's available from tech experts
 - Collaborate with other advisors – learn what might work for your firm



21

Building a Technology Framework

- Be prepared to do the due diligence
- Identify what you're trying to achieve
 - Attend industry conferences – learn what's available from tech experts
 - Collaborate with other advisors – learn what might work for your firm
 - Consume relevant information – podcasts, blogs, industry articles



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Building a Technology Framework

Be prepared to do the due diligence

- Identify what you're trying to achieve
- Attend industry conferences – learn what's available from tech experts
- Collaborate with other advisors – learn what might work for your firm
- Consume relevant information – podcasts, blogs, industry articles
- Collaborate with your own team



23

Summary

Balancing Priorities for Client-Centric Success

- Create layers of integrated technology to free up time for clients
- Pay attention to cybersecurity including regulatory requirements
- Focus on staff efficiencies through collaborative, transparent processes
- Utilize client time to build deeper engagement through more personal communication



24

Case Study Activity: Next-Generation Wealth Management

Learning Objective

- Developing a realistic financial plan for a young couple starting out in their careers who feel pessimistic about achieving their future dreams.



25

Case Study Activity: Next-Generation Wealth Management

Discussion format

- Read the case notes and questions on your own (5 mins)
- Identify a spokesperson and discuss your response to the questions (25 mins)
- Share with the full group (15 mins)



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Case Study Activity: Next-Generation Wealth Management

Learning Objective: Developing a realistic financial plan for a young couple starting out in their careers who feel pessimistic about achieving their future dreams.

A: The Facts

Alex and Jordan, both aged 28, are a recently married couple with dreams of building a comfortable and secure future together. Alex works as a software developer, while Jordan is a graphic designer. They are excited about their careers but feel overwhelmed by the financial challenges that come with starting out.

Alex and Jordan have been together for four years, and after tying the knot, they decided it was time to create a roadmap for their financial future. Both come from families where financial discussions were not a common practice, and they find themselves lacking the necessary knowledge to make informed decisions about their money.

Despite having stable jobs, Alex and Jordan are still burdened by residual student loans from their university days, credit card debt accumulated during their wedding, and the stress of rising living costs in the Toronto. They share a common dream of homeownership, starting a family, and eventually launching their own small business, but the weight of their financial obligations leaves them feeling pessimistic about achieving these goals.

They've attempted to save sporadically but have struggled to create a cohesive financial plan. Their attempts at budgeting often lead to frustration and feelings of restriction, as they don't fully understand where their money is going or how to prioritize their goals. The lack of financial literacy has made them skeptical about the possibility of achieving their dreams and has strained their relationship.

In their quest for guidance, Alex and Jordan initially approached a traditional bank for advice but found the experience impersonal and transactional. The financial advisor they consulted focused primarily on selling investment products without delving into their unique aspirations, leaving the couple feeling unheard and disconnected from the process.



Determined to find a more holistic approach, Alex and Jordan decide to seek the expertise of Samantha, a CFP and CLU, and known for her personalized and educational approach. Samantha recognizes the importance of engaging young clients through financial literacy and technology.

During their initial meeting, Samantha introduces Alex and Jordan to interactive budgeting tools and financial planning apps. She explains how these technologies can provide real-time insights into their spending habits, making budgeting more accessible and less daunting. Samantha encourages the couple to set achievable financial milestones and tracks their progress using user-friendly dashboards.

Understanding the couple's tech-savvy nature, Samantha incorporates virtual financial education sessions. She shares informative videos and webinars tailored to their specific needs, covering topics like debt management, saving for a home, and understanding investment basics. This approach not only enhances their financial literacy but also accommodates their busy schedules.

Over the next few months, Samantha utilizes online resources and interactive workshops to teach Alex and Jordan about the importance of emergency funds, the impact of interest rates on debt, and strategies for smart investment decisions. She recommends personalized financial blogs and podcasts that align with their interests, making the learning process enjoyable and relatable.

Samantha's integration of technology and financial literacy not only empowers Alex and Jordan but also strengthens their connection to the financial planning process. They begin to see finances as a tool for achieving their dreams rather than an obstacle. Regular virtual check-ins allow Samantha to address any concerns, celebrate achievements, and adjust the plan as needed.

As Alex and Jordan witness tangible progress, their pessimism transforms into optimism. The combination of personalized financial guidance, technology-driven tools, and accessible financial education not only helps them navigate current challenges but equips them with the skills to make informed financial decisions in the future.



Cash Flow Statement for Alex and Jordan – Monthly

Alex's Net Monthly Income	\$4,500
Jordan's Net Monthly Income	\$3,500
TOTAL HOUSEHOLD NET INCOME:	\$8,000
Rent	\$3,000
Groceries	\$600
Transportation	\$250
Entertainment/Leisure	\$200
Dining Out	\$400
Subscription Services	\$100
Miscellaneous	\$200
Student Loan Payments	\$500
Credit Card Payments	\$500
Emergency Fund Contribution	\$100
RRSP Contributions	\$1,000
TFSA Contributions	\$500
TOTAL HOUSEHOLD SPENDING:	\$7,350

Assets & Liabilities for Alex and Jordan - Combined

ASSETS:	LIABILITIES:
- Emergency: \$1,000	- Student Loans: \$60,000
- RRSPs: \$10,000	- Credit Cards: \$8,000
- TFSAs: \$3,000	



B: Case Study Questions

1. How can financial planners overcome consumer skepticism about the financial industry, especially among younger clients?



2. How would you approach building a trusted connection with clients like Alex and Jordan who may be hesitant or pessimistic about discussing their financial situation?



- Alex and Jordan are aspiring homeowners. What are some considerations that Samantha should bring to their attention regarding tax-efficient home savings accounts as well as eligibility considerations for a mortgage? Consider the following: RRSPs, FHSAs, TFSAs, debt ratios and income requirements.

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Presentation 4: Outliving the Money

Outliving the Money



**Pete Gillespie, CLU[®], MBA,
MFA-PTM**

President, Gillespie Wealth Management and
Estate Planning Inc., Toronto, ON



1

Outliving the Money

Learning Objective

- Helping clients have more control and confidence in their retirement and estate plans, through collaboration and engagement.



2



Outliving the Money



**Pete Gillespie, CLU[®], MBA,
MFA-PTM**

President, Gillespie Wealth Management and
Estate Planning Inc., Toronto, ON



3

Modern Retirement

- More options
- More possibilities
- More decisions



4

Helping Clients Prepare

Elements of a traditional retirement nest egg

- Amount of money
- Rate of return
- Time

Advisors can help clients leverage time by

- Starting retirement planning sooner



5

Helping Clients Prepare

Elements of a traditional retirement nest egg

- Amount of money
- Rate of return
- Time

Advisors can help clients leverage time by

- Starting retirement planning sooner
- Helping them see their retirement as part of their life plan



6



Helping Clients Prepare

Elements of a traditional retirement nest egg

- Amount of money
- Rate of return
- Time

Advisors can help clients leverage time by

- Starting retirement planning sooner
- Helping them see their retirement as part of their life plan
- Consistently having retirement conversations



7

Managing the Emotions

Helping clients understand

- What's most important and
- Why



8

Successful Retirement Conversations

- Clients have their subjectivity
- Advisors provide the objective plan
- Clients have flexibility, control, choice and can describe their plan in 30 words



9

Successful Retirement Conversations

- Clients have their subjectivity
- Advisors provide the objective plan
- Clients have flexibility, control, choice and can describe their plan in 30 words
- Consistently honour their values rather than goals; goals can change, values remain



10



One Page Plan

Outlines for the client

- Where they are now
- Their goals
- The action steps
- Their agreement



11

One Page Plan

Outlines for the client

- Where they are now
- Their goals
- The action steps
- Their agreement

Becomes their guide

- They understand it's dynamic – can be modified, changed
- They can refer to it, share it
- They have clarity on what they can do



12

Building Financial Literacy

- Share something so clearly, not just that it can be understood, but that it can't be misunderstood
- Consistently reiterate and paraphrase until it's effectively paraphrased back



13

Stress Testing the Plan

- Re-visit it regularly
- Discuss where it's at
- Create comfort with fluctuations
- Discuss options for changes



14



Business Owners

Retirement Planning

- What's most important and
- Why
- How do we transition from the business



15

Summary

Outliving the Money

- How more of everything today can overwhelm clients in their retirement planning decisions
- How advisors can help clients
 - Become clear on what they want to do and why
 - Start their retirement planning process early
 - Understand their retirement plan so well they can talk about it
 - Be more comfortable considering different options, when things don't go according to plan



16

Case Study Activity: Leaving a Lasting Legacy

Learning Objective

- Developing a deeper understanding of the client and their wishes to optimize retirement income, mitigate risk, create an enduring legacy, and strategically reduce tax liability.



17

Case Study Activity: Leaving a Lasting Legacy

Discussion format

- Read the case notes and questions on your own (5 mins)
- Identify a spokesperson and discuss your response to the questions (25 mins)
- Share with the full group (15 mins)



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Case Study Activity: Leaving a Lasting Legacy

Learning Objective: Developing a deeper understanding of the client and their wishes to optimize retirement income, mitigate risk, create an enduring legacy, and strategically reduce tax liability.

A: The Facts

Ron retired at age 63 from his career as an engineer and consultant in the health care industry. But he still felt like he had a lot to contribute. He had been working on a contract basis and the last one he was working on wasn't renewed. He took his time looking for more work but found that even getting far along in the interview process, the job always went to someone else. After a while he realized that he likely wouldn't find meaningful longer-term employment, and maybe it was time to focus on other things.

In high school, Ron was a good artist and he started getting into it again in his late 50s, doing mostly acrylic painting and some pencil sketches. People started asking him to paint things for them, like storefronts, cityscapes, people and their pets. Once he had more time to focus on his artwork, the requests increased. Now most of the work he does is commissioned, and he has his own website and holds exhibitions once a year.

His "retirement" also includes doing handyman work in his condo and working as a photography assistant. While these jobs don't pay as well as his career did, he really loves the work, and they keep him busy. He stays active in his community, volunteering for different organizations, including on the board of his condo.

Ron has been maximizing his RRSPs over the years and contributing to his TFSA and CPP. Although he lives in an expensive city, his lifestyle is not extravagant. The hardest part of his life now is accepting that his engineering career is no longer part of his day-to-day identity. He has different networks of people in his life. He sometimes feels a twinge of wistfulness for his career days, solving problems and attending meetings and conferences, but it passes quickly. Some of his biggest decisions today include which paintbrushes to buy. Ron is also concerned that he will be okay financially. He is single, healthy, with a long life expectancy. His parents lived into their 90s. But he doesn't have anyone to rely on. He would like to stay in his condo as long as possible. He also wants to continue his support of the various charitable organizations that he has always supported.



Name	Age	Marital Status	Employment Status	Health	Longevity Estimate
Ron	64	Single	Retired engineer, part-time artist	Very good	Age 90+

Residence(s)

	Type	Location	Market Value
Condo	Principal residence	ON	750,000.00

Ron has saved \$500,000 in his RRSPs over the years and \$75,000 in his TFSA.

Ron

Annual Income	\$	Notes
All sources		
Salary		
Self-employment Income	\$70,000	
Pension(s)		
Canada/Quebec Pension Plan		
Old Age Security		
Government Benefit(s)		
Investment Income		
Other		
TOTAL INCOME	\$70,000	

Annual Expenses	\$	Notes
Source Deductions		
Income Taxes	\$6,960	
Company Benefits		
CPP/OAS/EI	\$4,020	
Tax Installments		
Debt Payments		
Credit Cards	0	
Loans	0	
Lines of Credits	0	
Other		
Total		
Insurance		
Property Insurance	\$1,000	



Life Insurance Policy	\$2,000	
Health Insurance	\$2,400	LTD personal policy
Car Insurance	\$3,600	
CI Insurance	\$2,400	
Total		
Home		
Rent/Mortgage		
Property Taxes	\$3,600	
Condo Fees	\$4,800	
Maintenance (cleaning & snow)		
Repairs / Renovations		
Other (major purchases)		
Total		
Utilities		
Electricity	\$1,200	
Water and Sewer	\$600	
Natural Gas or Oil	\$600	
Other		
Total		
Telecommunication		
Home Phone		
Cellphone	\$1,200	
Television	\$600	
Internet	\$600	
Other		
Total		
Transportation		
Car Payments	0	
Gasoline	\$1,000	
Car Maintenance	\$1,000	
Parking		
Public Transportation	\$155	
Taxis		
Other		
Total		
Food & Beverage, Household		
Groceries	\$4,800	
Supplies	\$600	
Wine, Beer & Spirits	\$1,800	
Restaurants, cafes & bars	\$1,800	



Other (website, painting supp., etc)	\$2,400	
Total		
Health Care (net of any applicable benefits)		
Prescriptions	0	
Medical	0	
Dental	\$250	
Eyecare	0	
Fitness	\$600	
Wellness (Mind & Body)		
Vitamins/Supplements		
Other		
Total		
Entertainment / Recreation		
Movies/Theatre/Concerts	\$250	
Vacation	\$3,000	
Clubs		
Books/Newspapers		
Other		
Total		
Personal Items		
Wearables (work)		
Wearables (other)		
Personal hygiene	\$500	
Haircare	\$600	
Eyewear		
Other		
Total		
Miscellaneous		
Pets & Pet Care		
Gifts	\$1,000	
Charitable Donations	\$2,400	
Political Donations	\$600	
Other		
Total		
Investments		
RRSP	\$5,000	
TFSA	\$2,400	
Other		
Total		
TOTAL EXPENSES	\$65,755	



SURPLUS/SHORTAGE	\$4,245
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ASSETS	\$	Notes
Cash		
Chequing Account	\$5,000	
Savings Account		
Cash On Hand		
Total		
Non-Registered Investments		
GIC (Guaranteed Investment Certificate)		
Mutual Fund		
Total		
Registered Investments		
RRSP (Registered Retirement Savings Plan)	\$500,000	
RRIF (Registered Retirement Income Fund)		
RESP (Registered Education Savings Plan)		
Total		
TFSA (Tax Free Savings Account)		
TFSA (Tax Free Savings Account)	\$75,000	
Total		
Locked-In Investments		
LIRA (Locked-In Retirement Account)		
LRIF (Locked-In Retirement Income Fund)		
Pension Plan		
Total		
Cash Value of Life Insurance		
Life Insurance Policy	\$50,000	
Life Insurance Policy		
Total		
Property		
Home	\$750,000	
Cottage		
Car(s)	\$20,000	
Boat(s)		
Other		
Total		
Other Assets		
Art	\$40,000	



Jewellery		
Collectables		
Total		
TOTAL ASSETS	\$1,440,000	

LIABILITIES	\$	Notes
Credit Card		
MasterCard		
VISA		
Retail Credit Cards		
Total		
Line of Credit		
Line of Credit		
Other		
Total		
Loans		
Personal Loans		
Student Loans		
Car Loans		
Total		
Mortgage		
Primary home		
Other properties		
Total		
Other		
Money owed to others		
Overdraft		
Other		
Total		
TOTAL LIABILITES	\$0	

NET WORTH	\$1,440,000	
------------------	--------------------	--



3. What suggestions do you have for Ron's long-term care needs?

4. Help Ron develop a plan to leave a legacy to his favourite charities.



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Advanced Learning Modules

Format

A selection of readings aligned with the Seminar focus. All materials are made available online for download. An online quiz is provided to confirm the learning for all four sections or modules. All four sections or modules are included in the quiz, which must be completed to receive CE.

1. AI in Finance: Striking the Right Mix

Learning Objective: Navigating the technological landscape for financial planning practices – understanding generative and responsible artificial intelligence in the Canadian financial industry.

Reading List:

- Title: A Canadian Perspective on Responsible AI
Source: Office of the Superintendent of Financial Institutions
- Title: The state of AI in 2023: Generative AI's breakout year
Source: McKinsey

2. Building Tax Legislation Awareness

Learning Objective: Building tax legislation awareness, capital gains and charitable donations, the silent targets of the AMT reforms, and how inflation is increasing the tax burden.

Reading List:

- Title: Double the Pain: How Inflation Increases Tax Burdens
Authors: William B.P. Robson and Alexandre Laurin
Source: C.D. Howe Institute
- Title: Capital Gains and Charitable Donations: The Silent Targets of Federal AMT Reforms
Authors: Alexandre Laurin and Nicholas Dahir
Source: C.D. Howe Institute



3. Balancing Priorities for Client-Centric Success

Learning Objective: Understanding the values and priorities of the next generation of clients.

Reading List:

Title: Values & Priorities of Millennials in Canada

Source: FP Canada Research Foundation and The Decision Lab

Title: 2024 global insurance outlook

Source: Deloitte Center for Financial Services

4. Outliving the Money

Learning Objective: Developing a deeper understanding of the client and their wishes to optimize retirement income security and retirement drawdown choices.

Title: Strengthening Retirement Income Security: Fairer Tax Rules and More Options Needed

Authors: Alexandre Laurin and George Turpie

Source: C.D. Howe Institute

Title: Retirement Drawdown Choices: RRIF, TFSA and Non-Registered Accounts

Source: FP Canada Research Foundation

CE Credit: 8 (upon successful completion of all four modules and the final quiz)

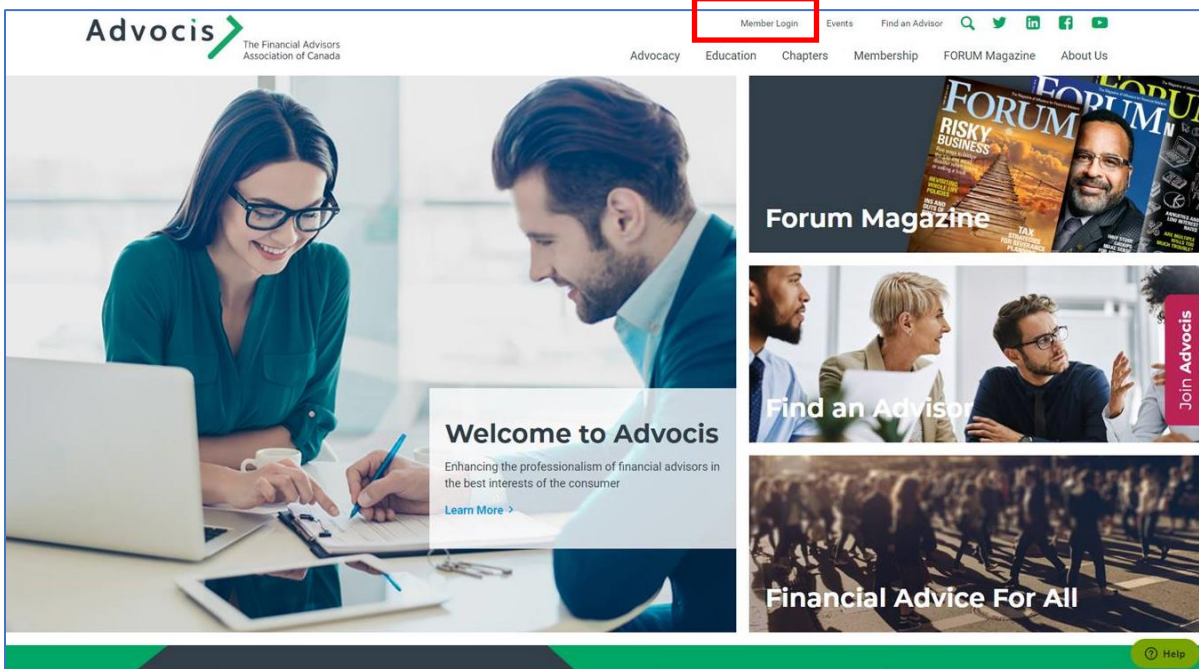


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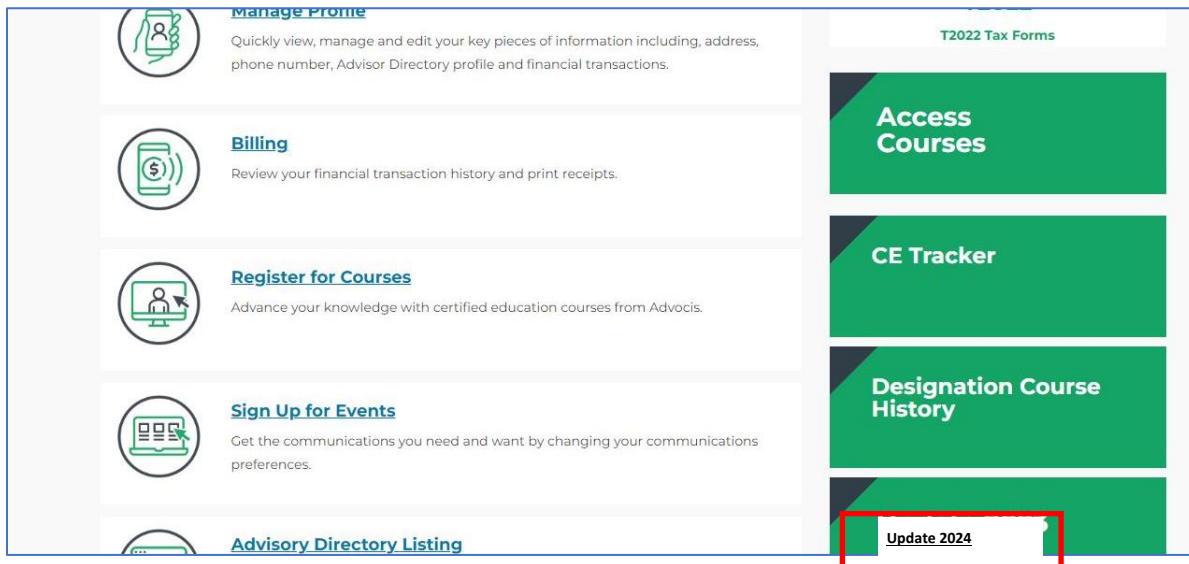
How to Access Advanced Learning Modules

Login to advocis.ca using your Advocis ID and password and click on Update 2024 in the Continuing Education section of your Dashboard.

Step 1: Login



Step 2: Click on Update 2024





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Resources Available Online

Individuals registered for the CLU Update 2024 seminar can access the following resources that supplement the CLU Update 2024 seminar presentations (available via the CLU Update 2024 Advanced Learning Modules):

- Insurance 2030 - The impact of AI on the future of insurance, McKinsey & Company, March 2021
- What's new in Tax Planning for 2024, The Institute Comment, December 2023
- [Business Succession – tax rules to consider for family business transfers](#), Chartered Professional Accountants Canada
- [Mandatory disclosure rules – Guidance](#), Canada Revenue Agency
- Retirement goal planning
 - One-page template from Mind Switch, Retire and Aspire Action Guide

Upon completion of the seminar, individuals will also be able to access the following:

- Solutions to the Case Study Activities
- Advocis CE Certificate



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Notes

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