



Join our **EPAdvantage Estate Planning Program** and diversify your practice revenue with estate planning accreditation

About the Course

The experienced team at Townsends Lawyers take you on a deep dive into estate planning via online, scenario-based modules designed to address the most common estate plans and the needs of the majority of clients.

The focus is on practical application, and teaches you how to consider the complexities of modern family structures and the dynamics of family relationships.

By the end of the course you will have strengthened your working knowledge to confidently engage with clients who come to you for their estate planning requirements.

Key Benefits

- Appreciate strategies for use by a range of clients with different circumstances
- Understand what you need from your client for the solicitor to create an estate plan, and why those details are important
- Better explain estate planning processes and strategies with your client
- Confidently liaise with other professionals providing estate planning services
- Embed estate planning into your practice as a substantial fee-earning division
- Develop an understanding of how to get maximum benefit for your client from the SUPERCentral online testamentary process and support programs
- Earn a Certificate of Completion and become a certified estate planning professional in the EPAdvantage Estate Planning Program

Who Should Attend

There has never been a better time to integrate estate planning into your service offering as Australia commences the greatest period of inter-generational wealth transfer in history.

This course is for Advisers wishing to gain a depth of detail about the various estate planning options and looking for opportunities to grow their fee base.

The course will equip you with essential working knowledge and skills to meet the needs of most clients who come to you for estate planning assistance.

Program Content

The program comprises 10 modules:

- Modules 1-9 review common client scenarios and discuss estate planning options. There is particular emphasis on addressing typical questions differing client circumstances generate
- Module 10 covers the market potential, how to harness that potential and seamlessly grow your estate planning practice.

Each modules incorporates:

- A review of the facts
- A review of the issues those facts generate including discussion on the legal aspects
- Discussion on alternative plans to meet client needs
- An outline of the things the planner will need to know about the client
- Documents that will be prepared from the plan

What Participants Say

"It has been a sensational course."

"This is an excellent course which covers most issues with explanations. Very thorough and informative... it reinforced and greatly added to my knowledge of options and built my confidence when discussing estate planning with clients."

"The way the 9 modules are named & categorised to specific situations ... had me mentally categorising my clients. I can see how I could raise the estate planning issues with each client type by following the key points from the workbooks."

"The application of concepts to practical examples is a really strong feature of the delivery style."

"The course was really informative, full of great ideas and the pace was really interesting and enjoyable. I will certainly recommend to those who are interested in estate planning."

CPD Points / Certification

The **EPAdvantage Estate Planning Program** has received accreditation from the Financial Planning Association of Australia (FPA) for 18 hours of CPD.



Accountants and other professionals will also be able to self-assess to the extent of 18 hours/points of CPD. At the successful completion of the course you will become a certified estate planning professional in the EPAdvantage Estate Planning Program.

Course Cost

Individual:	\$770
Office:	\$1,320 (2-5 attendees) (Pricing inclusive of GST)

If your firm is a SUPERCentral Member or you are already an EPAdvantage Member special pricing applies.

Program Overview

Module 1: TYPICAL WAGE-EARNING FAMILY

Both parents are wage earners with children in or approaching adulthood. The children have issues that their parents would like to help them with and the wife is worried about the children's inheritance if her husband remarries. Then there's the question of what to do about Grandpa.

Some of the issues that will be discussed include:

- Protecting the children's inheritance from surviving spouse's later spouse
- mutual Wills
- protecting son's inheritance from his partner
- protecting daughter's inheritance from her wild ways
- protecting the inheritance of a special needs child for future use – special disability trusts
- the choice of executors
- testamentary guardians and how they work
- testamentary discretionary trusts
- how to care for the aged parent
- what to do with superannuation death benefit

Module 2: SMALL BUSINESS OR FARMING FAMILY

This family has always run their own small business and it has done very well. Over the years they've acquired several legal structures and mum and dad actually own very little due to everything being held in their company, trust and SMSF. Their wish is for the business to go to the daughter who has worked tirelessly for many years to build the business up.

Some of the issues that will be addressed include:

- how to deal with the family company
- how to deal with the family trust
- how to deal with the family business or farm
- how to pass the business or farm to only one of the children
- how to equalise the inheritances of the other children
- the role and challenges of life insurance both now and later
- distinct issues relevant to farming families

Module 3: FARMING FAMILY EXPANDED

Mum and dad have owned and worked their farm at Springfield Downs their whole lives. Their children have different ideas about how they want (or don't want) to be involved with the farm, and what they think their entitlements are.

We explore four different scenarios that are common to farming families with children, and consider issues such as:

- common goals for both succession planning and estate planning
- the need to develop a family plan

- kid(s) wanting to stay on the farm vs those wanting to leave
- compensating the off-farm children
- how to fund the parents retirement
- issues relating to joint ownership of a working farm
- possible claims by unhappy kids
- claims against the estate (or even earlier)

Module 4: THE ACCUMULATING FAMILY

These forty-somethings with young children approaching the terrible teens are flat out making use of low interest rates and on their way to their first million. The father is a tradie and the mother is a teacher and between them they earn enough to handle the mortgage payments on their home plus two investment properties - one of them being via their SMSF. Perish the thought... what would happen if either gets sick or dies?

Some of the issues that will be addressed include:

- dealing with a highly geared estate
- keeping the estate away from creditors and predators
- keeping inheritance out of the children's matrimonial pool
- ensuring the government pays for the children's education
- the role and challenges of life insurance
- dealing with the super fund's limited recourse borrowing.

Module 5: THE BLENDED FAMILY

Mum and dad each have a child from their first marriage as well as a child from their current marriage. Mum is particularly keen to ensure that if anything happens to her, that her children will be looked after, but lately dad and her daughter have been quarrelling a lot.

Some of the issues that will be addressed include:

- the 'your kids are not my kids' strategy and alternatives
- life estates vs testamentary discretionary trusts
- choice of executor, trustee, appointor, etc
- ways to make the estate plan tamper proof
- issues with super and how to deal with them.

Module 6: THE SMSF FAMILY

After many changes to super, mum and dad have moved their wealth into superannuation and now have retirement incomes from and also accumulation interests in their own SMSF. Each has made their pensions reversionary to the other. After that the children can have whatever is left over. It's a pit the kids are in different places (relationship wise and superannuation wise).

Some of the issues that will be addressed include:

- the wonderful world of the binding death benefit nomination
- binding death benefit nomination (BDBN) vs SMSF Will
- the traps in setting up and maintaining a BDBD
- blended family issues

Module 7: THE SINGLE PERSON

Maggie isn't married but has been in the workplace for a while and has her own apartment. She used to live with a guy but that's over now. She wants her sister's son to benefit from her estate. She doesn't get along with her mum. She's told her sister and is not sure she even needs a will. After all, apart from a small equity in her apartment she doesn't have much ... does she?

Some of the issues that will be addressed include:

- when does a person need a will?
- what would happen if they were intestate?
- who can claim on an intestate estate?
- the "I don't have anything" mistake
- can mum make a claim on her estate?
- what about her ex-boyfriend?
- what about her nephew?
- who will get the super?
- the effect of a later marriage

Module 8: THE LONELY WIDOW

Mum and dad did pretty well over their working lives and built-up substantial assets in their own names, in the family trust and in their SMSF. Dad died a few years back and mum misses him deeply. To ease her loneliness, she re-kindled her old friendships with girlfriends and even some old male friends. She started to get very close to a particular male friend. They had three children. The youngest was very needy as a child and more than a little spoiled. She convinced mum to give her sole power of attorney and to make her sole enduring guardian.

Some of the issues that will be discussed include:

- how to adjust and preserve an estate planning strategy for changing circumstances
- issues surrounding control of the trust and SMSF
- how to protect against later family relationships - use of binding financial arrangements
- inter-family conflicts of interests and how to deal with them
- how to protect against elder abuse

Module 9: THE HIGH NET-WORTH FAMILY

Mum and dad are business owners with a personal net worth over \$150 million. They have three children in early adulthood and very complex business and investment affairs including companies, unit trusts, discretionary trusts and self-managed superannuation holding expensive real estate, shares in public listed and private companies and structures that own major portions of joint venture deals. There's also a fair amount of debt. Two of the children don't have much to do with the business and have no interest in taking it over. Where to start.

Some of the issues that will be discussed include:

- business succession issues with the ongoing management of the business and family wealth
- structuring the will so as to preserve the family wealth for future generations
- issues and strategies for helping out the children
- options for philanthropic giving
- passing control of family structures
- what to do with super when they are both gone
- protecting the children from 'gold diggers'

Module 10: CONVERTING KNOWLEDGE INTO ADVANTAGE

Bringing it all together:

- The market
- The opportunity
- Harnessing the potential
- Seamlessly embedding estate planning into your practice.

For more information on our EPL Advantage Estate Planning Program please call SUPERCentral on 02 8296 6266 or email info@supercentral.com.au.