



CE ACCREDITATION DECISION REPORT

Education Provider: _____

Decision: **3.50 CE Credit(s)**

Accreditation Code: _____

Valid until: **October 24, 2018**

Summary of Findings: The Continuing Education program has been reviewed and approved against The Institute's *Practice Guidelines for Financial Advisors and Planners*. The following practice competencies & behaviours have been confirmed:

1. Practice Competencies Practice Discipline - Job Duty - Job Task

F - Estate Planning

1. Gathering Facts

F.1.1 Review the legal agreements and documents that impact estate planning, including type of ownership, beneficiary designations, wills, trusts, enduring powers of attorney and personal directive or documents related to personal care

F.1.4 Gather all relevant information regarding the client's current family, including "extended" family members that are financially dependent upon the client

F.1.6 Obtain information relating to the business interests of the client

2. Identifying Objectives

F.2.1 Identify the client's general attitudes towards estate planning

F.2.3 Consider objectives for business owners

F.2.5 Consider other estate planning objectives

3.1 Designing the Plan - Identifying potential opportunities and constraints

F.3.1.15 Address the needs of the spouse and other family members within the context of business succession planning

F.3.1.17 Determine how to address business succession within the family

2. Knowledge

Taxation

D.1 Income Tax Administration

D.4 Adjusted Cost Base

D.14.1.3.1 Property transferred at Fair Market Value (FMV)

D.26.4 Dividends

D.38.3 Capital dividend account (CDA)

Law

H.4.2 Business Interests

H.4.2.2 Keeping the business in the family

H.4.2.2.2 Business Continuation

H.14 Charitable giving

3. Ability Areas

Ability to Communicate

A.1 explain financial terms and investment concepts in plain language

A.4 present information and ideas verbally

A.8 explain rationale for various options

A.9 explain the impact of options on clients' financial objectives

A.10 communicate the need for specific strategies and solutions

A.11 address relevant concerns

Ability to Analyse

C.1 analyse information for issues, obstacles and relevance

C.7 assess client's personal, family and financial situation

C.8 assess benefits and limitations of current and potential plans

Ability to Plan

D.3 identify appropriate options for plans

D.5 apply technical knowledge to client specific data to formulate possible solutions

4. Practice Behaviours Attribute - Behaviour

Practice Management

B.4 Provide clients with all the information and disclosure requirements to make an informed decision

B.7 Use a well-defined client engagement process

B.8 Educate clients using examples and illustrations showing the importance of particular financial strategies

B.9 Provide objective explanations that the client needs to understand in evaluating the product or services that she/he is proposing or that she/he provides to the client

B.11 Provide logical rationale for courses of action

B.14 Consider the relative costs and benefits of potential actions

B.17 Describe services to the target clients

B.19 Set realistic expectations for all aspects of the financial plan and planning process

Comments

Documented attendance for the duration of the session requirements qualifies for 3.5 CE credit(s). In the opinion of The Institute, the content of this session aligns with the FPSC's CE requirements for the category of 'Financial Planning', however, it remains the responsibility of the CFP Professional to confirm this.

Important notes: Advisors are responsible for ensuring that CE credits are applicable to the individual regulatory, licensing, designation, and professional membership bodies under which they are governed. Should the CE applicability of this Institute-accredited course be questioned in an audit situation, please contact us at accreditation@iafe.ca for assistance.

Stephen Boyd Manager, Accreditation and Audit