SSC # 124 – SUDDEN WEALTH: INHERITANCES, SETTLEMENTS & WINDFALLS

This course is eligible for:

2.0 Life & A&S CE Credits for BC, SK, MB & ON.

2.0 Life ONLY CE Credits for AB.

Target Audience

This course is designed for:

- Licensed Canadian financial advisors
- Insurance advisors and planners
- Financial planners (CFP®, QAFP™, Pl. Fin.)
- Estate and insurance specialists
- Advisors working with families, retirees, and high-net-worth clients

Course Purpose

The purpose of this course is to equip advisors with:

- A deep understanding of the psychology of sudden wealth
- A structured, step-by-step advisory framework
- Tools to protect clients from impulsive or harmful decisions
- Compliance-aligned documentation and suitability practices
- Insurance and estate planning strategies tailored to windfall scenarios
- Case studies from across Canada
- Advisor scripts and communication techniques

Learning Objectives

By the end of this course, advisors will be able to:

1. Identify behavioural and emotional patterns common in sudden-wealth clients
2. Apply a structured advisory framework to stabilize, assess, and plan
3. Recognize red flags for exploitation, coercion, or vulnerability
4. Conduct suitability and KYC refreshes aligned with regulatory expectations
5. Provide insurance recommendations appropriate for new wealth levels
6. Integrate estate planning updates, tax considerations, and liquidity strategies

7. Document decisions and rationale to meet provincial regulatory standards
8. Support clients through emotional, family, and financial complexity