Pro-Seminars

SSC # 135 – THE INSURANCE DRIVEN ESTATE STRATEGY: COORDINATING LIFE, CI, DI, AND ANNUITIES FOR TAX EFFICIENT WEALTH TRANSFER

This course is eligible for:

4.5 Life & A&S CE Credits if you have 1 license for both in BC, SK, MB & ON.

1.0 A&S CE Credits if your license is for A&S ONLY in BC, SK, MB & ON.

4.5 Life & 1 A&S ONLY CE Credits for AB.

Target Audience

- Licensed Canadian life insurance advisors seeking to integrate insurance solutions into estate, tax, and legacy planning
- Financial planners (CFP, QAFP, PI. Fin.) who advise clients on retirement, wealth transfer, and multi-generational planning
- Estate-planning professionals, including CLU-designated advisors and practitioners working with complex family or business-owner estates
- Wealth managers and private-client advisors serving high-net-worth and ultra-high-net-worth households
- Group benefits and living-benefits specialists who need to understand how CI, DI, and other protections support estate and legacy outcomes
- Advisors working with business owners, incorporated professionals, and clients with corporate structures requiring tax-efficient succession planning
- Bank-based financial advisors and investment representatives who must recognize when insurance-based estate strategies are appropriate
- Elder-planning and retirement-income specialists supporting clients facing rising tax burdens, longevity risks, and liquidity constraints
- Advisors seeking to strengthen their ability to diagnose estate-planning gaps and present integrated, insurance-supported solutions to clients and families

Course Purpose

The purpose of this course is to equip advisors with a comprehensive, integrated understanding of how life insurance, living benefits, and annuity products can be strategically deployed to solve the most persistent estate-planning challenges: insufficient liquidity at death, escalating tax liabilities, intergenerational wealth erosion, and the need for predictable, tax-efficient cash flow. The course aims to elevate the advisor's ability to diagnose estate-planning gaps, design coordinated insurance-based solutions and communicate these strategies effectively to clients and their families.

It also reinforces the advisor's professional responsibility to apply due diligence, maintain compliance, and ensure suitability when recommending insurance products within an estate-planning context.

Learning Objectives

1. **Explain the core estate-planning challenges faced by Canadian families**, including liquidity shortfalls, tax exposure at death, and intergenerational wealth erosion.

2. **Describe the role of life insurance, living benefits, and annuities** in creating liquidity, reducing tax burdens, and supporting legacy objectives within an integrated estate plan.

3. **Analyze the tax treatment of insurance products**, including the capital dividend account, policy gains, ACB calculations, annuity taxation, and the implications for estate planning.

4. **Identify estate-planning gaps and diagnose client needs** by evaluating financial, tax, retirement, and family-dynamics factors that influence planning outcomes.

5. **Design coordinated insurance-based strategies** that integrate life insurance, critical illness, disability income protection, and annuities into a unified estate-planning framework.

6. **Apply provincial and federal regulatory requirements**, including suitability, disclosure, documentation, and vulnerable-client protocols, when recommending insurance solutions.

7. **Interpret complex case studies** to compare solution pathways, justify product recommendations, and demonstrate compliant, client-focused reasoning.

8. **Communicate estate-planning concepts effectively to clients and families**, including liquidity needs, tax implications, and the long-term value of insurance-integrated strategies.

9. **Evaluate the behavioural and emotional factors** that influence client decision-making in estate and legacy planning and incorporate these insights into advisor recommendations.

10. **Construct a fully integrated insurance-supported estate plan** that provides timely liquidity, minimizes tax, protects family wealth, and supports multi-generational legacy goals.