Pro-Seminars

SSC # 136 – PLANNING FOR CLIENTS WITH AGING PARENTS: FINANCIAL, LEGAL & EMOTIONAL DIMENSIONS

This course is eligible for:

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

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

4.5 Life & 2 A&S ONLY CE Credits for AB.

Target Audience

This course is designed for:

- Financial advisors
- Insurance advisors
- CIRO registrants
- CFP®, QAFP™, CLU®, CHS, EPC professionals
- Bank-based advisors
- Wealth managers
- Estate and retirement planners
- Professionals serving clients aged 40–75

The course assumes intermediate knowledge of financial planning, retirement income design, and estate fundamentals.

Course Purpose

The purpose of this course is to equip advisors with the skills and confidence to:

- Identify risks and planning gaps early
- Integrate parental support into the client's financial and retirement plan
- Navigate legal and capacity issues with professionalism
- Support clients through long-term care decisions
- Facilitate family communication and reduce conflict
- Apply compliance and vulnerable-client protocols
- Protect both the client and the aging parent

This course prepares advisors to deliver high-value, multi-generational planning in a rapidly changing demographic environment.

Learning Objectives

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

Financial & Retirement Planning

- Assess the financial impact of parental support
- Model care-cost trajectories
- Integrate parental needs into retirement income planning
- Apply tax-efficient funding strategies

Legal & Capacity Awareness

- Identify missing or outdated legal documents
- Recognize early signs of cognitive decline
- Understand provincial substitute-decision-making frameworks

Long-Term Care, CI & Health-Care Navigation

- Understand provincial LTC systems
- Evaluate home-care vs assisted-living vs LTC
- Support clients through care-planning decisions

Estate Planning & Intergenerational Wealth

- Identify estate-liquidity gaps and offer insurance solutions
- Address cottage and property succession
- Facilitate family discussions around inheritance

Behavioural & Emotional Coaching

- Recognize emotional barriers to decision-making
- Manage guilt, fear, and overwhelm
- Navigate sibling conflict with neutrality

Compliance & Documentation

- Apply vulnerable-client protocols
- Document suitability and capacity concerns
- Maintain audit-ready files