



SSC # 138 – PLANNING FOR THE SOLO SENIOR: CLIENTS AGING WITHOUT CHILDREN OR FAMILY SUPPORT

This course is eligible for:

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

4.0 Life ONLY CE Credits for AB.

Target Audience

This course is designed for:

- Life-licensed insurance advisors
- A&S and accident & sickness advisors
- Investment advisors and portfolio managers
- Financial planners (CFP®, QAFP™, PFP®, RRC®, EPC®)
- IIROC/CIRO-licensed advisors
- MFDA legacy advisors
- Estate planners, trust officers, and paraplanners
- Bank-branch advisors and financial coaches
- Professionals working with aging clients, seniors, and vulnerable adults

Course Purpose

Canada is entering a demographic era unlike anything seen before. A growing proportion of older adults are aging **without children, without a spouse, and without a reliable support network**. These individuals—often referred to as **solo seniors, elder orphans, or unpartnered older adults**—face unique financial, legal, emotional, and caregiving challenges.

This course equips advisors to:

- Understand the demographic forces behind the rise of solo seniors
- Identify the financial vulnerabilities unique to aging alone
- Build comprehensive financial, retirement, and estate plans for clients without family support
- Recommend appropriate insurance solutions
- Navigate legal structures such as POAs, mandates, and representation agreements
- Recognize behavioural and emotional risks
- Apply compliance and vulnerable-client protocols
- Coordinate cross-professional planning
- Support clients through the realities of aging without a safety net

Solo seniors represent one of the **fastest-growing, most underserved, and most vulnerable** client segments in Canada. Advisors who understand their needs will be positioned as essential professionals in the coming decade.

Learning Objectives

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

Financial & Retirement Planning

- Identify the financial risks unique to solo seniors
- Build cash-flow and retirement-income plans that account for longevity, inflation, and health-care costs
- Optimize CPP, OAS, GIS, and provincial benefits for clients aging alone
- Evaluate housing options and their financial implications

Estate & Legal Planning

- Understand the estate-planning challenges faced by clients without natural heirs
- Explain the role of wills, POAs, mandates (Quebec), and representation agreements (BC)
- Identify options for executors when no family is available
- Recognize provincial differences in substitute decision-making

Insurance Planning

- Recommend appropriate life, LTC, CI, DI, and annuity solutions
- Understand underwriting considerations for older adults
- Integrate insurance into estate and retirement planning for solo seniors

Behavioural & Emotional Dimensions

- Recognize the psychological challenges of aging alone
- Apply communication strategies tailored to vulnerable or isolated clients
- Identify signs of cognitive decline and decision fatigue

Compliance & Due Diligence

- Apply vulnerable-client protocols
- Document suitability and decision-making capacity
- Avoid undue influence and conflicts of interest
- Understand CE accreditation expectations across Canadian provinces

Case-Based Application

- Apply planning frameworks to real-world scenarios across Canada
- Recommend product solutions based on provincial realities
- Integrate financial, legal, and emotional considerations into holistic plans