



SSC # 148 – THE ADVISOR’S BLIND SPOT AUDIT: THE 12 HIDDEN RISKS THAT DESTROY FINANCIAL PLANS — AND HOW TO PREVENT THEM

This course is eligible for:

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

1.5 Life ONLY CE Credits for AB.

Target Audience

This course is designed for **Canadian financial professionals** who provide advice, planning, or risk-management guidance to individuals, families, and business owners. It is appropriate for both new and experienced practitioners who want to elevate their annual review process, strengthen compliance defensibility, and deliver deeper, multi-domain value to clients.

The primary audience includes:

- Life-licensed insurance advisors
- Financial planners (CFP®, QAFP™, PFP®, RRC®, EPC)
- Investment advisors and wealth managers
- Insurance and mutual fund agents
- Bank-based financial advisors
- Estate and retirement planners
- Corporate and business-owner specialists
- Advisors serving aging clients, vulnerable clients, and multi-generational families
- Professionals seeking a structured, repeatable, risk-focused review process

Course Purpose

The purpose of this course is to equip advisors with a **structured, repeatable, multi-domain risk-audit process** that enhances client protection, strengthens compliance, and elevates the advisor’s professional identity.

The course aims to:

- Help advisors identify the 12 hidden risks that most commonly undermine financial plans
- Provide a diagnostic framework for annual reviews and onboarding
- Strengthen advisor confidence in discussing complex, sensitive, or high-stakes topics
- Improve documentation quality and regulatory defensibility
- Enhance client trust, loyalty, and multi-generational engagement
- Reduce advisor stress by providing structure, clarity, and control

- Position the advisor as a proactive leader who protects clients from avoidable crises

Learning Objectives

Upon completion of this course, advisors will be able to:

1. Identify and assess the 12 major blind spots

Recognize the tax, estate, insurance, retirement, behavioural, corporate, family, compliance, and economic risks that commonly derail financial plans.

2. Conduct a structured 12-point risk audit

Apply the Blind Spot Audit during annual reviews, onboarding, and major client transitions.

3. Prioritize the most urgent client risks

Use a risk-prioritization matrix to determine which issues require immediate action and which can be monitored over time.

4. Strengthen documentation and compliance defensibility

Document rationale, suitability, risk disclosure, and client decisions in a manner aligned with regulatory expectations.

5. Communicate effectively about sensitive or complex issues

Use scripts and conversation frameworks to discuss cognitive decline, family conflict, outdated wills, underfunded insurance, tax timing, and behavioural risk.

6. Integrate multi-domain thinking into client reviews

Understand how tax, estate, insurance, retirement, corporate, and behavioural factors interact and influence one another.

7. Protect vulnerable and aging clients

Recognize signs of cognitive decline, financial exploitation, and decision-making impairment, and know when to involve family or legal professionals.

8. Conduct family meetings with confidence

Use agendas, guidelines, and conflict-prevention strategies to facilitate multi-generational planning discussions.

9. Apply stress-testing techniques for the post-normal economy

Evaluate client resilience under inflation shocks, interest-rate spikes, market volatility, and policy changes.

10. Position the Blind Spot Audit as a signature process

Differentiate their practice, enhance client loyalty, and strengthen long-term relationships through a consistent, professional review framework.