Pro-Seminars

SSC # 158 – WEALTH TRANSFER GOVERNANCE: MANAGING FAMILY CONFLICT, COMPLEX ESTATES, AND INTERGENERATIONAL RISK

This course is eligible for:

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

3.0 Life ONLY CE Credits for AB.

Target audience

This course is designed for experienced Canadian financial professionals who are already comfortable with core planning concepts but are encountering increasingly complex family and estate situations in practice.

- **Financial planners and advisors:** IIROC and MFDA/CIRO registrants, discretionary portfolio managers, and fee-for-service planners who provide holistic financial, retirement, and estate planning.
- **Insurance advisors and estate planners:** Life-licensed advisors, independent insurance brokers, and MGA-affiliated advisors who design insurance-based estate and wealth transfer strategies.
- **Private banking and family office professionals:** Relationship managers, trust officers, and high-net-worth (HNW) specialists working with affluent and ultra-affluent families.

Course overview

Canada is in the midst of the largest intergenerational wealth transfer in its history. Estimates suggest that baby boomers will pass roughly **$1 trillion** to Gen X and millennial beneficiaries over a relatively short window, reshaping balance sheets and family dynamics across the country.

At the same time:

- Many Canadians still lack robust estate plans, up-to-date wills, or clear powers of attorney.
- Family structures are more complex: blended families, late-life marriages, common-law relationships, step-children, and dependents with disabilities.
- Cross-border ties (U.S. citizenship, snowbirds, foreign property) and private corporations add legal and tax complexity.
- Advisors are increasingly drawn into disputes—formally or informally—around inheritances, POA decisions, and perceived “unfairness” in distributions.

This course reframes estate planning as **wealth transfer governance**: a structured approach to decision-making, communication, documentation, and conflict prevention that sits alongside tax and product strategy.

Advisors will learn to:

- Diagnose governance and family-system risks early.
- Facilitate structured conversations across generations.
- Integrate insurance, investment, and legal tools into a coherent governance framework.
- Protect themselves and their firms through documentation, disclosure, and clear role boundaries.

Learning objectives

By the end of the course, participants will be able to:

1. **Explain the Canadian intergenerational wealth transfer landscape** and articulate why governance and family dynamics are now core advisory competencies.

2. **Identify common governance failure points** in complex families (blended families, private corporations, cross-border ties, dependents with disabilities, and estranged heirs).

3. **Differentiate key provincial estate law and probate concepts** that materially affect planning (e.g., deemed disposition, probate fees, will formalities, and POA frameworks).

4. **Apply structured conflict-prevention frameworks** to real-world case studies, including advisor scripts for difficult conversations.

5. **Design integrated financial, retirement, insurance, and estate strategies** that support governance goals (fairness, control, protection, and clarity).

6. **Document advice and interactions in a compliance-robust manner**, including managing undue influence risk, capacity concerns, and POA disputes.

7. **Map CE and regulatory expectations** across Canadian provinces and territories for insurance and financial planning professionals and align practice with those expectations.