SSC # 176 – THE SHADOW RISKS OF FAMILY-OWNED CORPORATIONS

This course is eligible for:

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

3.0 Life ONLY CE Credits for AB.

Target Audience

This course is designed for:

- **Financial advisors** working with incorporated professionals, small business owners, and family-owned corporations.
- **Insurance advisors** providing risk-management solutions to private corporations.
- **Financial planners** integrating corporate structures into retirement, estate, and succession planning.
- **Wealth advisors** supporting multi-generational family enterprises.
- **Compliance officers** overseeing corporate-owned insurance and shareholder-related risk mitigation.

Course Overview

Family-owned corporations are the backbone of Canada's entrepreneurial economy. Yet beneath their success lie **shadow risks**—hidden vulnerabilities that often remain unaddressed until a crisis occurs. These risks arise from informal governance, undocumented agreements, improper insurance ownership, key-person dependency, and tax-sensitive corporate structures.

This course explores the **financial, insurance, legal, tax, and succession risks** that threaten small corporations and incorporated professionals. Advisors will learn how to identify, quantify, and mitigate these risks using compliant, well-documented strategies.

Course Purpose

The purpose of this course is to equip advisors with:

- A deep understanding of the **hidden risks** inside family-owned corporations.
- The ability to identify structural weaknesses in corporate planning.
- Practical tools to recommend **insurance-based solutions** that align with CRA rules.
- Skills to guide clients through **succession, retirement, and estate planning** using corporate structures.
- Compliance-ready frameworks for documentation, due diligence, and suitability.

Learning Objectives

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

- **Identify** the most common shadow risks in small corporations.
- **Explain** how shareholder disputes arise and how insurance mitigates them.
- **Assess** unfunded or poorly structured buy-sell agreements.
- **Evaluate** key-person exposure and quantify its financial impact.
- **Detect** improper insurance ownership and CRA traps.
- **Recommend** compliant insurance solutions for corporate planning.
- **Integrate** corporate insurance into retirement and estate strategies.
- **Document** recommendations using regulator-ready due diligence standards.