



ASSOCIATE ESTATE PLANNING PRACTITIONER (AEPP®)
ADVANCED MODULE -
WEALTH TRANSFER OF REAL ESTATE FOR
FINANCIAL SERVICES PROFESSIONALS



PURPOSE OF PROGRAMME

With growing numbers of ageing and the retired having residential properties as their main store of wealth, it is important for financial advisors to understand their clients' wealth transfer needs surrounding real estate. Moreover, clients may own multiple properties, including commercial and industrial properties, in Singapore and abroad.

This course is designed for financial advisors and private wealth managers to get a glimpse of the wide range of concerns surrounding the transfer of ownership to the next generation. Challenges such as portfolio and cashflow management, property management, valuation, depreciating values of leasehold properties, financial encumbrances, etc, and the approach to mitigate these challenges will be discussed and facilitated through 5 case studies. The cases will cover how demographic trends and depreciation of public and private housing affects the typical retired households in Singapore, to the opposite extreme of the needs of clients in dealing with the legacy and preservation of valuable real estate.

After going through this program, the advisors will be better equipped to guide their clients regarding wealth transfer to their loved ones in the form of Real Estate. It will allow the advisors to consider broader issues when assisting their clients to write up their wills and allocating assets to beneficiaries.

With Real Estate investments, wealth planners would have to be cognizant and conversant with real estate specific issues relating to asset transfer, tax, stamp duties, mortgages and loans, etc. The coursework will provide participants with a framework and a checklist to advise clients in relation to the wealth transfer of Real Estate. Potential solutions for clients creating their Wills may include structures such as Testamentary Trusts, Living Trusts, Standby Trusts and other wealth succession structures.

Through the case studies and potential solutions presented in this course, participants will get to expand their toolkits to engage clients in deeper discussions during the wealth transfer planning process.

PROGRAMME TRAINER



Ku Swee Yong

CEO, International Property Advisor Pte Ltd

Mr. Ku Swee Yong is the CEO and the Key Executive Officer of International Property Advisor Pte Ltd as well as a Co-founder of HugProperty.com. From Nov 2013 to Nov 2016, he was concurrently the CEO of Century 21 Singapore. Prior to running his own practice, he was a Director in the Real Estate Centre of

Expertise at Société Générale Private Banking, responsible for advising clients on real estate investments, the Director of Marketing and Business Development at Savills Singapore and the General Manager at Far East Organization's Indonesia office.

He holds an MBA in Marketing from University of Hull, UK, and completed his BSc in the Imperial College, University of London, UK and the Institut Louis Pasteur, Université de Strasbourg, France.

Mr Ku Swee Yong's opinion is regularly featured in the Straits Times, Business Times, 新明日报, 联合早报, Channel NewsAsia, TODAY, etc. He has published 5 books on the property market: Real Estate Riches, Building Your Real Estate Riches, Real Estate Realities, Weathering a Property Downturn and Preparing for a Property Upturn.

He is also an adjunct faculty at Lee Kong Chian School of Business in Singapore Management University and the Singapore Estate Agents' Association. In 2016 and 2020, he also taught at the Department of Real Estate in the National University of Singapore and at the School of Design and Environment in Ngee Ann Polytechnic.

CO-TRAINER AND FACILITATOR



Lee Chiwi

CEO, PreceptsGroup International

Mr. Lee Chiwi was called to the Bar of England & Wales in 1986, before being admitted as an Advocate & Solicitor in Singapore in 1988. With over 30 years of legal experience in the legal and trust industry, Mr. Lee Chiwi has handled many areas of corporate, fund industry and private client work. In 2004, Mr. Lee Chiwi moved on

from legal practice to a career in the trust services industry. He held the position as Chief Executive Officer, British & Malayan Trustees Limited from 2006 to 2007.

In 2008, he joined Rockwills Group Singapore as the Chief Executive Officer. In 2019, the Singapore Rockwills companies were rebranded as PreceptsGroup for which he is now the substantial shareholder. He was designated the title of Chartered Trustee (ChT) by the Singapore Trustees Association in 2015. An esteemed author, Mr. Lee Chiwi will launch the 4th edition of 'The PreceptsGroup Guide to Succession and Trusts in Wealth Management', in 2021.

PROGRAMME STRUCTURE

This is structured to be undertaken as a 1 ½ Day course (12 Hours) involving a discussion and interactive delivery with case studies. The program examines various considerations for wealth transfer in the context typical of most Singaporean families where a large proportion of wealth is concentrated on real estate. The trainers are senior and qualified practitioners who are experienced and passionate in Real Estate and Estate Planning.

Conduct of Programme	IBF Competency Level
Classroom training	Level 2
Scheme	CPD Hours
FTS	12 hours

LEARNING OUTCOMES







Upon completion of this course Wealth Transfer with Real Estate, participants will be equipped with the necessary skills to understand how a family's real estate holdings and financial assets may be comprehensively considered when planning their inter-generation wealth transfer.

Participants will be able to:

Understand Singapore's demographics data and the growing numbers of ageing and retired middle-class families which have HDB flats and condominiums as their main store of wealth.

- Understand the wealth transfer considerations relating to clients' real estate holdings including HDB flats, private residences and investment properties such as offices, factories, retail and properties overseas.
- Understand the context of the clients' financial position (to enjoy their retirement), depreciation of property leases, outstanding mortgages, ownership structures, etc.
- Discuss issues to be considered around the transfer of real estate portfolio and financial wealth when writing up a will and allocating the assets to beneficiaries.
- Explore potential solutions that may be offered to clients during the wealth transfer planning process.

KEY LEARNING OBJECTIVES

-  Learning more about home ownership, restrictions and stamp duties
-  Exploring various options for retirement and wealth transfer
-  Understanding leasehold properties and value depreciation
-  Real estate assessment – taking stock of client's portfolio
-  Real estate portfolio with mortgage financing – mitigating risks in the wealth transfer process
-  Wiping out mortgage liabilities with Universal Life plans

COURSE FEE

\$1,100

Includes course manual and
assessment fee

Institute of Banking & Finance Funding

Skills Future

Pre-requisites

- Singaporean/Singapore PR
- Working in a Financial Institution

Enhanced Support

- 90% + 5% Funding

Up to the credits in your SkillsFuture

IBF Funding

Skills Future

Course Fee		\$1,100	SkillsFuture credit claimable through SkillsFuture portal.
Enhanced Funding by IBF	95% Course Fee	(\$1,045)	
Nett Fee	5%	\$55	
7% GST of Course Fee	7% of Course Fee	\$77	
Total Outlay		\$132	

IBF Programme Code: P201110LPG

Terms & Conditions

1. IBF Enhanced Funding Support of 95% is only for Singaporeans & PRs from approved Financial Institutions.
2. Full information and payment must be completed before your registration is complete.
3. Declaration of information must be true and accurate. If there was any information that was found to be untrue which led to an unsuccessful IBF Funding claim, we reserve the right to claim the full course fees less any fees paid by the participant.
4. The IBF Enhanced Funding Support is subject to full attendance. We reserve the right to claim the disbursed course fee subsidy if there is non-attendance.
5. If the participant has started on the course and did not complete the course for whatsoever reasons, the participant shall be liable for the full course fee.
6. A standard fee of 4% of any refund amount will be charged to recover merchant fees for credit card transactions if there is any cancellation or transfer.
7. The GST component is not covered by any funding.

PROGRAMME DETAILS



Venue: Via Zoom



Payment: Bank Transfer, Cheque, Credit Card, PayNow.

1. For Bank Transfer, kindly transfer to CIMB Bank 2000414299.
2. For Cheque, payable to “Precepts Academy Pte Ltd”.
3. For Credit Card, we will send a payment link to your email address.
4. For PayNow, kindly transfer to UEN No.199704239Z “Precepts Legacy Pte Ltd”.

Registration closes 1 week before the start of the class respectively. You may register for the course at <https://preceptsgroup.com/aepp/> or contact us at 62118633, academy@preceptsgroup.com for further information.

Apply for IBF Funding

Apply for SkillsFuture

PARTICIPANT'S DETAILS

Full name: <i>(as per NRIC)</i>	
Surname:	
NRIC Number:	
Nationality: Singaporean/PR	
Email address:	
Contact Number:	
Mailing Address:	
Postal Code:	
Job Title:	
Company:	

[^] Upon filling in your particulars to this form, you hereby acknowledge that you have read, and agree to the terms and conditions to this course registration.