



SSC # 24 - FARM SUCCESSION PLANNING

This course is eligible for:

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

3 CE Credits Life ONLY for A&S.

1.5 General CE credits as marked on certificate for some Provinces.

What will the Financial Advisor learn as a result of completing this course?

To do farm insurance right, you've got to know about the world of farming!

This course will help Life & A&S Financial Advisors, and P&C (General) Brokers increase their farm succession knowledge, with their farming clients and prospects, who are interested in handing off a farm or ranch to the next generation.

This course covers:

- History of farming in Canada. Farming demographics are looked at to establish the need for any farm succession strategies.
- Canada Revenue Agency (CRA) definition of farming and what is acceptable.
- What is farm succession planning? Why succession planning for this sector is important?
- What are the issues to be considered at succession meetings?
- The steps involved in offering the solution to the farmers succession problem.
- The human side of the farming industry.
- The various types of General insurance coverages that are needed.
- What are the factors to consider in farm succession planning?
- What are the viable methods of transfer that will facilitate the solution process?
- What are the tax implications and understanding of Valuation Day, Qualified farm property, Adjusted Cost Basis, tax rollovers, Capital Gains & Losses, what exemptions? probate, legal fees, accounting costs etc.?
- Who are the possible beneficiaries of a farm transfer? Why? and How will they be looked after at the time of death, disability or retirement by the farmer.
- What family problems will occur, if any, at the time of a farm transfer?
- Cash Accounting process for the farming industry.