



## 26. FUNDING POST SECONDARY EDUCATION

**3 Hours - Life & A&S License**

### **What Will the Advisor Learn by Taking this Course?**

*“Tuition fees on the rise, public funding on the wane.”* This quote came from CBC News on March 16, 2015.

Paying for post-secondary education in Canada is currently a responsibility shared by students (and their families, if applicable), governments (federal and provincial), employers, and citizens covering the costs in many cases. Many Canadians have misconceptions about how much post-secondary education costs and are not fully informed about types of financial aid (including scholarships and loans). A complete and more accurate overview about how to finance post-secondary education can allow students to make better decisions and potentially end up with less debt and more savings at the end of their studies.

This course is focused primarily on the post-secondary education costs that students face while studying, and more importantly how the student can find money that can help them pay for a college, university or apprenticeship program after high school

**Financial advisors** assess the **financial** needs of individuals and help them with their retirement investments (such as mutual funds, stocks and bonds), tax laws, and insurance decisions. They also help **clients** plan for short-term and long-term goals, such as post secondary education expenses. They recommend solutions to match the **clients'** goals.

This course is designed to provide the Advisor with the information and tools required to improve their knowledge in the funding of University and College tuition so that they can better advise their clients and prospects on how to fund any post-secondary education costs for their children.

#### This course covers:

- Trends in post-secondary education.
- Why post-secondary education costs are rising.
- The cost of a university or college education.
- An in-depth look at what the total tuition costs consist of.
- The questions to ask your clients and prospects about their child's education.
- How to take control on one's own finances and set the education savings goal in motion
- Higher education planning process.

- The taxation of various educational funding methods.
- What the student's costs will be and what costs should be considered.
- Risk returns and liquidity when investing in education plans.
- The use of Life Insurance as a funding vehicle.
- An in-depth look at RESP's, CSEG's, Canada Learning Bond and other Federal & Provincial funding vehicles.
- What happens if the beneficiary does not want to continue post-secondary education.
- A glossary of education funding terms.