



This course provides:

4 Life & 4 A&S CE credits for all Provinces except AB & QC

AB will Receive 4 Life

QC will receive no CE credits

What will the Financial Advisor learn by taking this course?

As more financial advisors provide comprehensive financial planning and seek ways to differentiate themselves, advice on charitable contributions has gained popularity as a value-added service.

They can then fulfil the client's dream of giving through the use of the many products that they sell, especially life insurance.

Planned and charitable giving covers a number of different techniques including using bequests, establishing private foundations, using donor-advised funds, donating marketable securities, designating RRSP's and many other techniques. There is no one-size-fits-all, and this course will help advisors develop charitable giving expertise that will differentiate them from their competition.

Developing expertise in charitable giving can separate advisors from their competitors by helping them become holistic financial advisors. By treating philanthropy as a central part of financial planning, advisors can suggest ways to enhance a client's retirement or estate plan.

For advisors who view charitable giving as a core part of their service, they raise the topic early and often with clients. When speaking with prospects, they routinely ask about their charitable priorities. Advisors can provide tools and resources to identify worthy causes while maximizing the tax benefits of giving.

This course covers:

- Introduction, facts and figures pertaining to charitable giving.

- Different types of charitable donations (gifts).
- There are three funding methods.
- Basic features and tax consequences of certain types of gifts such as annuities, life insurance, RRSPs, RRIFs and capital property.
- Individual & Corporate owned life insurance charitable giving strategies, examples, advantages & disadvantages of each, as well as taxation benefits and pitfalls. Capital gains & losses will be discussed as well.
- General charitable gifting income tax rules – Donation tax credits
- Gifts of publicly traded shares and stock options
- Charitable donations: top ten Canadian tax tips for 2020
- Charitable giving anti-terrorism rules
- What happens after the donee passes away.
- Useful charitable giving terms.
- Reasons why charitable giving should be part of your financial & estate planning process with your clients and prospects.