



SSC # 4 – CORPORATE RETIREMENT PLANS

This course is eligible for:

5 Life & A&S CE credits for BC, SK, MB & ON.

4 Life CE credits ONLY for AB.

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

It has been written many times that a traditional financial advisor helps individual clients plan for life events, while a retirement plan advisor focuses on helping corporate clients manage their employer-sponsored retirement plans.

The roles do overlap in some ways. Both have core competencies in investing *and* planning for retirement. Their specific expertise is what separates them.

Much is written of the importance of personal retirement planning, but the value of corporate retirement plans is often understated.

Upon completion of this course, the advisor will have a greater knowledge on what their role is as it applies to corporate retirement income planning.

The course contains information for the advisor on the importance of retirement planning, and how different Corporate Retirement Plans can help offer your clients and prospects additional sources of retirement income when their working years are through. They will learn about the Rules & Regulations of the various types of plans, that are covered in this course, as well as advantages and disadvantages of each.

It is our hope that by the end of this course, you will be in a better position to answer any questions that your business clients have pertaining to Corporate Retirement Plans.

In addition, the topics in this course are applicable to the Advisor, Broker or Agent who is licensed in Life, A&S or General Insurance, so that they can run their financial businesses more effectively and plan for the future.

This course covers:

- Overview, introduction and background to the Corporate retirement plan market.

- Future and reality of retirement in Canada
- The need for Government assistance and the role it takes.
- Mandatory retirement age policies.
- Retirement planning as part of the total planning & the 10 retirement planning misconceptions
- What are Employer options for the employee.
- The various types and description of the following Corporate Retirement Plans: RPP's, Group RRSP's, Employee Stock Option Plans, Individual Pension Plans, Deferred & Retirement Compensation Agreements, Split Dollar and role that exempt life insurance plays in the Corporate planning.
- Advantages, disadvantages and taxation of each of the major types of Retirement avenues available to the Employee.
- Pension plan assets and liabilities
- Contribution levels for each type of corporate retirement plan & what to do with them when the employee retires.
- Pension adjustments – what they are and how they can work for the employee.
- What can be done if the pension plan does not deliver the income that is needed for retirement?
- The four key questions you should ask about your plan.
- Updated protection that is offered in Canada for pensions and investments.