



## **SSC # 144 – CORPORATE GOVERNANCE RED FLAGS IN SMALL BUSINESSES**

### **This course is eligible for:**

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

**3.5 Life ONLY CE Credits for AB.**

### **Target Audience**

*This course is designed for Canadian financial professionals who serve — or want to serve — incorporated clients, including:*

- Insurance-licensed advisors
- CFP®, QAFP™, PFP®, RRC®, CHS™, CLU®, TEP
- IIROC/CIRO advisors
- MFDA-legacy advisors
- Bank-based advisors
- Wealth managers
- Corporate-planning specialists
- Estate planners
- Business-owner advisors
- Accountants transitioning into planning
- New advisors entering the business-owner market

This course is especially valuable for advisors who:

- Work with incorporated professionals
- Work with family businesses
- Work with multi-shareholder corporations
- Work with business owners approaching retirement
- Want to reduce compliance risk
- Want to identify governance red flags early
- Want to integrate corporate planning into personal planning
- Want to differentiate themselves in a competitive market

## Course Purpose

*The purpose of this course is to give advisors the ability to:*

- Identify corporate governance red flags through the use of case studies and information.
- Understand how governance failures impact personal planning
- Integrate corporate planning into personal planning
- Protect clients from preventable business-owner risks
- Strengthen documentation and compliance
- Improve advisor value and differentiation
- Build a defensible, audit-ready practice
- Provide holistic, integrated advice
- Become indispensable to business-owner clients

This course is not about giving tax or legal advice. It is about **identifying risk, documenting risk**, and **guiding clients to appropriate professionals** while integrating corporate realities into personal planning.

## Learning Objectives

*By the end of this course, advisors will be able to:*

1. Identify the most common corporate governance failures in small businesses
2. Recognize red flags in shareholder agreements
3. Understand CDA (Capital Dividend Account) mismanagement risks
4. Identify passive income traps and their planning implications
5. Spot compensation structure red flags
6. Identify succession and continuity gaps
7. Integrate corporate governance into personal planning
8. Document governance risks for compliance and suitability
9. Recommend product-agnostic solutions to mitigate risk
10. Build a repeatable, scalable corporate-planning process