



SSC # 103 – LONG TERM CARE, COGNITIVE DECLINE, AND LATE LIFE RISK PLANNING

This course is eligible for:

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

3.0 A&S ONLY CE Credits for AB.

Target Audience

This course is designed for life-licensed insurance advisors, financial planners (CFP®, QAFP®, PI. Fin.), CIRO-registered advisors, elder-planning specialists, and professionals serving clients approaching or already in retirement. It is particularly relevant for advisors working with widowed clients, caregivers, high-net-worth families, and individuals facing complex late-life financial, health, and decision-making challenges.

The course supports practitioners who require a deeper understanding of long-term care risk, cognitive-decline planning, and the integration of insurance, government programs, and family-based strategies.

Course Purpose

The purpose of this course is to equip advisors with the technical knowledge, behavioural insight, and communication skills required to support clients facing long-term care risk and cognitive decline. As Canada's population ages and longevity increases, advisors must be prepared to address late-life planning with clarity, empathy, and professional rigor.

This course strengthens advisor competence in evaluating care needs, integrating insurance and government benefits, structuring late-life income and liquidity strategies, and facilitating family-based decision-making. It also reinforces compliance-aligned documentation, ethical communication, and suitability considerations when discussing sensitive health-related planning.

Learning Objectives

Upon completion of this course, advisors will be able to:

1. **Assess long-term care risk** by evaluating health-care cost trends, care-setting options, and the financial implications of aging in place, assisted living, and long-term care facilities.

2. **Explain cognitive-decline planning** including powers of attorney, substitute decision-making frameworks, capacity considerations, and the advisor's professional boundaries.
3. **Integrate insurance solutions**—such as long-term care insurance, critical illness insurance, permanent life insurance with riders, and annuity-based funding strategies—into comprehensive late-life plans.
4. **Coordinate government programs** including provincial long-term care subsidies, federal benefits, disability tax measures, and caregiver supports, ensuring clients understand eligibility, limitations, and funding gaps.
5. **Design late-life income and liquidity strategies** that support care needs, protect family assets, and maintain financial stability throughout extended longevity.
6. **Facilitate family-based planning conversations** using emotionally intelligent, structured communication techniques that reduce conflict, clarify expectations, and support informed decision-making.
7. **Document recommendations and discussions** in a compliance-aligned manner that reflects suitability, disclosure, and ethical practice when addressing health-related risks.