Pro-Seminars

SSC # 165 – THE HIDDEN TAX TRAPS IN INSURANCE PLANNING: WHAT ADVISORS MISS MOST

This course is eligible for:

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

2.0 Life ONLY CE Credits for AB.

Target Audience

This course is designed for:

- Life-licensed advisors
- Financial planners (CFP, QAFP, PFA, CLU, CHS)
- Insurance specialists
- Corporate-planning advisors
- Tax-aware planners
- Estate-planning professionals
- MGAs and insurer field teams
- Advisors working with business owners, incorporated professionals, and high-net-worth families

Purpose Of This Course

The purpose of this course is to equip Canadian advisors with:

- A deep understanding of the tax mechanics behind insurance
- Awareness of the most common and costly tax traps
- Practical strategies to optimize CDA crediting
- Tools to integrate insurance into corporate, retirement, and estate planning
- Cross-Canada case studies illustrating provincial differences
- Compliance and documentation frameworks
- CE-ready knowledge aligned with provincial regulators

This course elevates advisor competence in one of the most misunderstood areas of planning: **the intersection of tax and insurance**.

Learning Objectives

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

1. Identify the most common tax traps in insurance planning
2. Explain ACB, NCPI, CDA, and passive income interactions
3. Recognize corporate-owned insurance pitfalls
4. Apply CDA optimization strategies
5. Use insurance to support RRIF meltdown planning
6. Evaluate estate-tax exposure and liquidity needs
7. Integrate insurance into cross-Canada planning
8. Document suitability and compliance for tax-centric recommendations
9. Apply tax-aware product solutions in real client scenarios