Pro-Seminars

SSC # 173 – THE 90-MINUTE ESTATE FIRE DRILL: A STEP-BY-STEP SIMULATION ADVISORS CAN RUN WITH CLIENTS

This course is eligible for:

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

2.5 Life ONLY CE Credits for AB.

Target Audience

This CE course is designed for:

- Life-licensed insurance advisors
- Financial planners (CFP, QAFP, PFP)
- Estate planners (TEP, CLU)
- Wealth managers
- Tax-integrated planners
- Family enterprise advisors
- Succession and continuity specialists
- Professionals serving small business owners, incorporated professionals, and high-net-worth families

Course Purpose

The purpose of the Estate Fire Drill is to:

1. **Expose hidden estate risks** that clients assume are "handled."
2. **Reveal contradictions** between wills, corporate documents, and beneficiary designations.
3. **Identify liquidity gaps** that would cripple the estate in the first 72 hours.
4. **Test governance readiness** — who can sign, who can access accounts, who can act.
5. **Test digital access continuity** — who can access banking, CRA, payroll, and corporate systems.
6. **Test succession readiness** — who takes over, who has authority, who has capability.
7. **Test estate-corporate alignment** — whether the estate plan matches the corporate structure.
8. **Prepare families emotionally and operationally** for crisis.
9. **Provide advisors with a structured, repeatable, compliance-friendly process** for estate reviews.
10. **Create urgency** for clients who have delayed estate planning for years.

Learning Objectives

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

- Conduct a full 90-minute estate simulation with clients
- Diagnose estate fragility across 12 domains
- Identify contradictions between wills, POAs, corporate documents, and beneficiary designations
- Assess liquidity adequacy for estate settlement
- Evaluate digital access continuity
- Evaluate governance continuity
- Evaluate succession readiness
- Recommend appropriate insurance solutions
- Document suitability and compliance
- Produce a written Estate Fire Drill Report for clients
- Integrate estate planning with retirement, tax, and insurance planning