



UNSW Course Outline

FINS5539 Estate, Retirement Planning and Asset Protection - 2024

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General Course Information

Course Code : FINS5539

Year : 2024

Term : Term 3

Teaching Period : T3

Is a multi-term course? : No

Faculty : UNSW Business School

Academic Unit : School of Banking and Finance

Delivery Mode : Multimodal

Delivery Format : Standard

Delivery Location : Kensington

Campus : Sydney

Study Level : Postgraduate

Units of Credit : 6

Useful Links

[Handbook Class Timetable](#)

Course Details & Outcomes

Course Description

This course provides students with key estate planning knowledge and skills to provide clients a

holistic financial and estate planning service. The course deal with the practical application of how an adviser deals with other professionals including lawyers, accountants, tax advisers, etc to help manage the clients' estate planning needs, including issues related to succession planning and asset protection. The course consists of a theoretical element and a practical case study element addressing issues facing clients and practitioners in the advice space. It is a required course for professional accreditation.

Course Aims

This course aims to provide students with key estate planning knowledge and skills to provide clients with a holistic financial and estate planning service. The course consists of a theoretical element and a practical case study application element addressing issues facing clients and practitioners in the advice space.

Relationship to Other Courses

This course is required to ensure we have a well-rounded and holistic estate planning program that would meet the professional association standards. Students are required to take FINS5510 or FINS5537 Wealth Management as a prerequisite. The course aims to achieve the following:

- To reinforce the practical knowledge of estate planning gained in FINS5510 within a compliance framework,
- To equip students with specific knowledge of requisite qualifications and career paths in financial planning, and assist in assessing their clients estate planning needs
- To facilitate exposure of students to a practitioner's perspective of the conduct of financial planning services.

Course Learning Outcomes

Course Learning Outcomes	Program learning outcomes
CLO1 : Be able to understand and analyse client overall estate and retirement planning needs.	• PLO1 : Business Knowledge
CLO2 : Ability to define and determine key asset protection and succession planning issues related to certain clients.	• PLO1 : Business Knowledge
CLO3 : Ability to define and determine requirement for retirement planning issues related to certain clients and the role of Superannuation/ SMSFs.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication
CLO4 : Ability to address key issues related to wills and appointment of power of attorneys.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication
CLO5 : Dealing with complexity related to marriage breakdown, administering and estate, and asset transfer including superannuation and in particular SMSFs.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication • PLO7 : Leadership Development
CLO6 : Demonstrate a working and practical knowledge of estate and retirement planning relevant to the financial planning industry.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication
CLO7 : Ability to identify possible estate and retirement planning strategy options.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication
CLO8 : Critique practitioner's perspectives on how to offer estate planning service to financial planning clients include dealing with other professionals (accountants, lawyers, etc) and managing the process.	• PLO2 : Problem Solving • PLO3 : Business Communication • PLO5 : Responsible Business Practice • PLO7 : Leadership Development
CLO9 : Preparation and presentation of a comprehensive statement of advice.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication • PLO5 : Responsible Business Practice • PLO7 : Leadership Development
CLO10 : Demonstrate practical understanding of client relationships and practice management.	• PLO1 : Business Knowledge • PLO2 : Problem Solving • PLO3 : Business Communication • PLO7 : Leadership Development

Course Learning Outcomes	Assessment Item
CLO1 : Be able to understand and analyse client overall estate and retirement planning needs.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO2 : Ability to define and determine key asset protection and succession planning issues related to certain clients.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO3 : Ability to define and determine requirement for retirement planning issues related to certain clients and the role of Superannuation/ SMSFs.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO4 : Ability to address key issues related to wills and appointment of power of attorneys.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO5 : Dealing with complexity related to marriage breakdown, administering and estate, and asset transfer including superannuation and in particular SMSFs.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO6 : Demonstrate a working and practical knowledge of estate and retirement planning relevant to the financial planning industry.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO7 : Ability to identify possible estate and retirement planning strategy options.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO8 : Critique practitioner's perspectives on how to offer estate planning service to financial planning clients include dealing with other professionals (accountants, lawyers, etc) and managing the process.	<ul style="list-style-type: none"> • Individual Assignment 2 • Final Exam • Individual Assignment 1
CLO9 : Preparation and presentation of a comprehensive statement of advice.	<ul style="list-style-type: none"> • Individual Assignment 2
CLO10 : Demonstrate practical understanding of client relationships and practice management.	<ul style="list-style-type: none"> • Final Exam • Individual Assignment 2

Learning and Teaching Technologies

Moodle - Learning Management System

Learning and Teaching in this course

In this course we take an active, adult-learning approach that stresses interactive teaching and learning. We foster this approach through a range of strategies including our application of the text, which includes targeted readings for each topic. Our lectures are interactive; we look for active student contributions through discussion and questioning that reflects your reading and experience. Workshops (if any) are also interactive and heavily weighted to experiential learning.

that encourages you to explore theoretical concepts, communication skills development and your moral imagination and ethical reasoning. Our design of assessment tasks reinforces crucial knowledge and skills areas.

All this provides for a mix of learning experiences and hands-on engagement. Our design of the course and its learning materials encourages you to actively reflect on your workplace experiences and learning. We expect that fellow students and teachers alike will learn from discussion of these experiences and the sorts of questions and debates, in relation to research-based theory, that they generate.

Additional Course Information

This course runs both on campus and online lectures and workshops

Assessments

Assessment Structure

Assessment Item	Weight	Relevant Dates	Program learning outcomes
Individual Assignment 2 Assessment Format: Individual Short Extension: Yes (5 days)	40%	Start Date: Week5 Due Date: Week10	<ul style="list-style-type: none">• PLO1 : Business Knowledge• PLO2 : Problem Solving• PLO3 : Business Communication• PLO5 : Responsible Business Practice• PLO7 : Leadership Development
Final Exam Assessment Format: Individual	50%		<ul style="list-style-type: none">• PLO1 : Business Knowledge• PLO2 : Problem Solving• PLO5 : Responsible Business Practice
Individual Assignment 1 Assessment Format: Individual	10%	Start Date: Not Applicable Due Date: Not Applicable	<ul style="list-style-type: none">• PLO1 : Business Knowledge• PLO2 : Problem Solving

Assessment Details

Individual Assignment 2

Assessment Overview

Students will be given a case study to prepare an estate & succession plan addressing key issues covered in this course. This assignment is designed to give students an opportunity to examine in detail the key elements of this course and apply their learning to a practical case

study task emulating real life clients' situation.

Assesses: PLO1, PLO2, PLO3, PLO4, PLO5

Course Learning Outcomes

- CLO1 : Be able to understand and analyse client overall estate and retirement planning needs.
- CLO2 : Ability to define and determine key asset protection and succession planning issues related to certain clients.
- CLO3 : Ability to define and determine requirement for retirement planning issues related to certain clients and the role of Superannuation/ SMSFs.
- CLO4 : Ability to address key issues related to wills and appointment of power of attorneys.
- CLO5 : Dealing with complexity related to marriage breakdown, administering and estate, and asset transfer including superannuation and in particular SMSFs.
- CLO6 : Demonstrate a working and practical knowledge of estate and retirement planning relevant to the financial planning industry.
- CLO7 : Ability to identify possible estate and retirement planning strategy options.
- CLO8 : Critique practitioner's perspectives on how to offer estate planning service to financial planning clients include dealing with other professionals (accountants, lawyers, etc) and managing the process.
- CLO9 : Preparation and presentation of a comprehensive statement of advice.
- CLO10 : Demonstrate practical understanding of client relationships and practice management.

Detailed Assessment Description

A project where students will be given a case study to prepare an estate & succession plan addressing key issues covered in this course (SOA equivalent task). Refer to the course Moodle site for more information.

Assessment Length

N/A

Submission notes

N/A

Assignment submission Turnitin type

This assignment is submitted through Turnitin and students can see Turnitin similarity reports.

Hurdle rules

A satisfactory completion of the assessment

Generative AI Permission Level

Simple Editing Assistance

In completing this assessment, you are permitted to use standard editing and referencing functions in the software you use to complete your assessment. These functions are described below. You must not use any functions that generate or paraphrase passages of text or other media, whether based on your own work or not.

If your Convenor has concerns that your submission contains passages of AI-generated text or media, you may be asked to account for your work. If you are unable to satisfactorily demonstrate your understanding of your submission you may be referred to UNSW Conduct & Integrity Office for investigation for academic misconduct and possible penalties.

For more information on Generative AI and permitted use please see [here](#).

Final Exam

Assessment Overview

This is a 2-hour exam will be held during the UNSW centrally managed examination period. The scope of coverage will be announced towards the end of the course. The final examination will be based upon materials from all lectures of the course.

Students must pass the final exam to pass this course.

Assesses: PLO1, PLO2, PLO3, PLO4, PLO5

Course Learning Outcomes

- CLO1 : Be able to understand and analyse client overall estate and retirement planning needs.
- CLO2 : Ability to define and determine key asset protection and succession planning issues related to certain clients.
- CLO3 : Ability to define and determine requirement for retirement planning issues related to certain clients and the role of Superannuation/ SMSFs.
- CLO4 : Ability to address key issues related to wills and appointment of power of attorneys.
- CLO5 : Dealing with complexity related to marriage breakdown, administering and estate, and asset transfer including superannuation and in particular SMSFs.
- CLO6 : Demonstrate a working and practical knowledge of estate and retirement planning relevant to the financial planning industry.
- CLO7 : Ability to identify possible estate and retirement planning strategy options.
- CLO8 : Critique practitioner's perspectives on how to offer estate planning service to financial planning clients include dealing with other professionals (accountants, lawyers, etc) and managing the process.
- CLO10 : Demonstrate practical understanding of client relationships and practice management.

Generative AI Permission Level

No Assistance

This assessment is designed for you to complete without the use of any generative AI. You are not permitted to use any generative AI tools, software or service to search for or generate information or answers.

For more information on Generative AI and permitted use please see [here](#).

use of AI is prohibited for this assessment

Individual Assignment 1

Assessment Overview

An assessment task/test will be held in Week 4/5. Further information will be provided on the course Moodle site.

Assesses: PLO1, PLO2

Course Learning Outcomes

- CLO1 : Be able to understand and analyse client overall estate and retirement planning needs.
- CLO2 : Ability to define and determine key asset protection and succession planning issues related to certain clients.
- CLO3 : Ability to define and determine requirement for retirement planning issues related to certain clients and the role of Superannuation/ SMSFs.
- CLO4 : Ability to address key issues related to wills and appointment of power of attorneys.
- CLO5 : Dealing with complexity related to marriage breakdown, administering and estate, and asset transfer including superannuation and in particular SMSFs.
- CLO6 : Demonstrate a working and practical knowledge of estate and retirement planning relevant to the financial planning industry.
- CLO7 : Ability to identify possible estate and retirement planning strategy options.
- CLO8 : Critique practitioner's perspectives on how to offer estate planning service to financial planning clients include dealing with other professionals (accountants, lawyers, etc) and managing the process.

Detailed Assessment Description

An assessment task/test consisting of an online test or a small research task that will be held or due in Week 4/5. Further information will be provided on the course Moodle site. please refer to moodle for further details

Assessment Length

1 hour for the online test

Submission notes

N/A

Assignment submission Turnitin type

Not Applicable

Generative AI Permission Level

No Assistance

This assessment is designed for you to complete without the use of any generative AI. You are not permitted to use any generative AI tools, software or service to search for or generate information or answers.

For more information on Generative AI and permitted use please see [here](#).

General Assessment Information

As a student at UNSW you are expected to display [academic integrity](#) in your work and interactions. Where a student breaches the [UNSW Student Code](#) with respect to academic integrity, the University may take disciplinary action under the Student Misconduct Procedure. To assure academic integrity, you may be required to demonstrate reasoning, research and the process of constructing work submitted for assessment.

To assist you in understanding what academic integrity means, and how to ensure that you do comply with the UNSW Student Code, it is strongly recommended that you complete the [Working with Academic Integrity](#) module before submitting your first assessment task. It is a free, online self-paced Moodle module that should take about one hour to complete.

Grading Basis

Standard

Requirements to pass course

In order to pass this course students must:

- Achieve a composite mark of at least 50 out of 100
- Engage actively in course learning activities and attempt all assessment requirements
- Meet any additional requirements specified in the assessment details
- Meet the specified attendance requirements of the course (if applicable)

Course Schedule

Teaching Week/Module	Activity Type	Content
Week 1 : 9 September - 15 September	Lecture	<p>Introduction to Estate planning (Online Collaborate workshop)</p> <p>FPIA Ch 19</p> <p>Refer to Moodle for updates and details</p>
Week 2 : 16 September - 22 September	Lecture	<p>Estate planning Part 1 (Online Collaborate workshop)</p> <p>FPIA Ch 19, APPH Ch15</p> <p>Refer to Moodle for updates and details</p>
Week 3 : 23 September - 29 September	Lecture	<p>Estate planning Part 2 (Online Collaborate workshop)</p> <p>FPIA Ch 19, APPH Ch15, a6</p> <p>Refer to Moodle for updates and details</p>
Week 4 : 30 September - 6 October	Lecture	<p>Estate planning In Practice</p> <p>Refer to Moodle for updates and details</p>
Week 5 : 7 October - 13 October	Assessment	<p>Mid Term Assessment</p> <p>Refer to Moodle for more details</p>
Week 6 : 14 October - 20 October	Project	<p>Asignment workshop (online)</p> <p>Refer to Moodle for more details</p>
Week 7 : 21 October - 27 October	Lecture	<p>SMSF & Estate Planning</p> <p>Retirement Planning</p> <p>APPH Ch10</p> <p>FPIA Ch 17, APPH Ch14</p> <p>Refer to Moodle for updates and details</p>
	Lecture	<p>Superannuation & Estate Planning</p> <p>FPIA Ch 12, APPH Ch9</p> <p>Refer to Moodle for updates and details</p>
Week 8 : 28 October - 3 November	Lecture	<p>Taxation Issues & Estate Planning</p> <p>Refer to Moodle for updates and details</p>
Week 9 : 4 November - 10 November	Lecture	Succession Planning & Small Business

		AFPH Ch16
Week 10 : 11 November - 17 November	Lecture	Review & Assignment workshop (Online Collaborate workshop) Refer to Moodle for updates and details

Attendance Requirements

Not Applicable - as no class attendance is required

Course Resources

Prescribed Resources

Prescribed textbook (the latest edition of):

- LexisNexis , Financial Planning in Australia - Advice and Wealth Management (latest edition), Taylor & Juchau Latest Edition

AND

- Thomson Australian Financial Planning Handbook Latest Edition

Additional resources available through Moodle:

- Lecture notes and additional reference articles
- Important notices, a message board and other forms of communication

Course Evaluation and Development

Feedback is regularly sought from students and continual improvements are made based on this feedback. At the end of this course, you will be asked to complete the myExperience survey, which provides a key source of student evaluative feedback. Your input into this quality enhancement process is extremely valuable in assisting us to meet the needs of our students and provide an effective and enriching learning experience. The results of all surveys are carefully considered and do lead to action towards enhancing educational quality.

Staff Details

Position	Name	Email	Location	Phone	Availability	Equitable Learning Services Contact	Primary Contact
Convenor	Nidal Danoun		Business School B&F L3 Room 357		Please email for appointment	No	Yes

Other Useful Information

Academic Information

COURSE POLICIES AND SUPPORT

The Business School expects that you are familiar with the contents of this course outline and the UNSW and Business School learning expectations, rules, policies and support services as listed below:

- Program Learning Outcomes
- Academic Integrity and Plagiarism
- Student Responsibilities and Conduct
- Special Consideration
- Protocol for Viewing Final Exam Scripts
- Student Learning Support Services

Further information is provided on the [Policies and Guidelines](#) page.

Students may not circulate or post online any course materials such as handouts, exams, syllabi or similar resources from their courses without the written permission of their instructor.

STUDENT LEARNING OUTCOMES

The Course Learning Outcomes (CLOs) – under the Outcomes tab – are what you should be able to demonstrate by the end of this course, if you participate fully in learning activities and successfully complete the assessment items.

CLOs also contribute to your achievement of the Program Learning Outcomes (PLOs), which are developed across the duration of a program. PLOs are, in turn, directly linked to [UNSW graduate capabilities](#). More information on Coursework PLOs is available on the [Policies and Guidelines](#) page. For PG Research PLOs, including MPDBS, please refer to [UNSW HDR learning outcomes](#).

Academic Honesty and Plagiarism

As a student at UNSW you are expected to display [academic integrity](#) in your work and interactions. Where a student breaches the [UNSW Code of Conduct](#) with respect to academic integrity, the University may take disciplinary action. To assure academic integrity, you may be

required to demonstrate reasoning, research and the process of constructing work submitted for assessment.

To assist you in understanding what academic integrity means, and how to ensure that you do comply with the UNSW Code of Conduct, it is strongly recommended that you complete the [Working with Academic Integrity](#) module before submitting your first assessment task. It is a free, online self-paced Moodle module that should take about one hour to complete.

Submission of Assessment Tasks

SHORT EXTENSIONS

Short Extension is a new process that allows you to apply for an extended deadline on your assessment without the need to provide supporting documentation, offering immediate approval during brief, life-disrupting events. Requests are automatically approved once submitted.

Short extensions are ONLY available for some assessments. Check your course outline or Moodle to see if this is offered for your assessments. Where a short extension exists, all students enrolled in that course in that term are eligible to apply. Further details are available the UNSW [Current Students](#) page.

SPECIAL CONSIDERATION

You can apply for special consideration when illness or other circumstances beyond your control interfere with your performance in a specific assessment task or tasks, including online exams. Special consideration is primarily intended to provide you with an extra opportunity to demonstrate the level of performance of which you are capable.

Applications can only be made online and will NOT be accepted by teaching staff. Applications will be assessed centrally by the Case Review Team, who will update the online application with the outcome and add any relevant comments. The change to the status of the application immediately sends an email to the student and to the assessor with the outcome of the application. The majority of applications will be processed within 3-5 working days.

For further information, and to apply, see Special Consideration on the UNSW [Current Students](#) page.

LATE SUBMISSION PENALTIES

LATE SUBMISSION PENALTIES

For assessments other than examinations, late submission will incur a penalty of 5% per day or part thereof (including weekends) from the due date and time. An assessment will not be accepted after 5 days (120 hours) of the original deadline unless special consideration has been approved. In the case of an approved Equitable Learning Plan (ELP) provision, special consideration or short extension, the late penalty applies from the date of approved time extension. After five days from the extended deadline, the assessment cannot be submitted.

An assessment is considered late if the requested format, such as hard copy or electronic copy, has not been submitted on time or where the 'wrong' assessment has been submitted.

For assessments which account for 10% or less of the overall course grade, and where answers are immediately discussed or debriefed, the LIC may stipulate a different penalty. Details of such late penalties will be available on the course Moodle page.

FEEDBACK ON YOUR ASSESSMENT TASK PERFORMANCE

Feedback on student performance from formative and summative assessment tasks will be provided to students in a timely manner. Assessment tasks completed within the teaching period of a course, other than a final assessment, will be assessed and students provided with feedback, with or without a provisional result, within 10 working days of submission, under normal circumstances. Feedback on continuous assessment tasks (e.g. laboratory and studio-based, workplace-based, weekly quizzes) will be provided prior to the midpoint of the course.

Faculty-specific Information

PROTOCOL FOR VIEWING FINAL EXAM SCRIPTS

UNSW students have the right to view their final exam scripts, subject to a small number of very specific exemptions. The UNSW Business School has set a [protocol](#) under which students may view their final exam script. Individual schools within the Faculty may also set up additional local processes for viewing final exam scripts, so it is important that you check with your School.

If you are completing courses from the following schools, please note the additional school-specific information:

- Students in the **School of Accounting, Auditing & Taxation** who wish to view their final examination script should also refer to [this page](#).

- Students in the School of Banking & Finance should also refer to [this page](#).
- Students in the School of Information Systems & Technology Management should also refer to [this page](#).

COURSE EVALUATION AND DEVELOPMENT

Feedback is regularly sought from students and continual improvements are made based on this feedback. At the end of this course, you will be asked to complete the [myExperience survey](#), which provides a key source of student evaluative feedback. Your input into this quality enhancement process is extremely valuable in assisting us to meet the needs of our students and provide an effective and enriching learning experience. The results of all surveys are carefully considered and do lead to action towards enhancing educational quality.

QUALITY ASSURANCE

The Business School is actively monitoring student learning and quality of the student experience in all its programs. A random selection of completed assessment tasks may be used for quality assurance, such as to determine the extent to which program learning goals are being achieved. The information is required for accreditation purposes, and aggregated findings will be used to inform changes aimed at improving the quality of Business School programs. All material used for such processes will be treated as confidential.

TEACHING TIMES AND LOCATIONS

Please note that teaching times and locations are subject to change. Students are strongly advised to refer to the [Class Timetable website](#) for the most up-to-date teaching times and locations.