

Business Value Protection Trust **Plus** 3G Family Biz Trust

📅 20 & 21 January 2010

🕒 9 am to 5.30 pm

📍 Wisma Rockwills, Kuala Lumpur

What is **Business Value Protection Trust (BVPT)?**

Business value protection or business succession involves planning for the smooth transfer and continuation by the co-owners due to retirement, death, illness or disability.

This seminar addresses the **key questions for business owners** such as:

- When a business owner decides to retire or suffers a life threatening illness or dies, is there a proper exit strategy put in place?
- Is the exit strategy stated in writing to ensure smooth transfer and continuation of the business? Has it been structured properly?
- In the event of death or disability, can the heirs of the business owner manage the business with the co-owners? If no, will the heirs be compensated in any way to ensure adequate income for them?
- Will the co-owners have the available funds to purchase the business owner's interest or shares when the time comes to do so?



This 2-day HIGH impact seminar aims to help you to:

- Identify opportunities for estate planning, especially for business value protection.
- Know how to ask relevant and important questions to determine the need for business value protection.
- Learn how to answer clients' questions on the structure of business value protection and ancillary matters such as the valuation, funding, agreement, tax implications, power of attorney and usage of trust.
- Fully utilize **insurance planning** as the funding option to help clients, hence get bigger insurance cases.
- Understand how certain existing funding & structures without the components of business value protection can cause material losses to the clients & their heirs.
- For family business, the available estate planning tools to ensure that the business is kept within the family and managed by qualified heirs or appointed professionals
- The relevant questions to ask to structure a proper 3G Family Biz Trust.

What is **3G Family Biz Trust?**

- 3G-Family Biz Trust creates a structure for the **continuation of the family business** with or without the involvement of the family members. The existence of family participation in the business directly or indirectly, can strengthen the company because family members are often loyal and dedicated to the family enterprise. However, family participation as managers of a business can present unique problems because the interests of a family member may not be aligned with the interest of the business.
- Through the application of various strategies, **3G Family Biz Trust** is designed to benefit the family members to receive the dividend income received by the trustee and the profits generated by the business to ensure the continuity and preservation of the business within the family.
- This seminar will provide an in depth understanding on the estate planning options and tools that are available to **preserve family business** and the relevant information required to **structure** a proper 3G Family Biz Trust.



For further information, please contact RBS : +603-7781 1993 or email: rbs@rockwills.com

Contact Person : Elvis (016-499 1788) / Reeca (017-888 6420) / Yen (016-228 9455)

KEY TOPICS

1. **Types of business suitable for Business Value Protection**
 - Sole proprietorship, partnership, private limited company and public listed company
2. **The Business Value Protection concept**
 - Protecting the business value
 - Problems involved without the protection
 - Outline of the components for Business Value Protection
 - Funding: insurance and alternatives for Muslims and non-Muslims
3. **Components of Business Value Protection**
 - Buy-Sell or Buyout agreement and issues for consideration
 - Option agreement – when it should be used and issues for consideration
 - Power of attorney – types and usages
 - BVPT – structure and important elements for Muslims and non-Muslims
4. **Critical analysis of some existing plans**
 - Without power of attorney and trust
 - Funding by Key-man insurance
5. **Advantages of Business Value Protection Trust package**
6. **Estate Planning Options to a Family Business**
7. **Objectives of Setting up a 3G Family Trust**
8. **Exploring Available Tools and Technicalities**
 - Testamentary trust, declaration of trust and living trust
9. **Type of Beneficial Interest Suitable**
 - Fixed and discretionary
10. **Terms of Trust**
 - Parties involved, protective committee, trust asset, trust period, qualification of and disqualification of beneficiaries and meetings.
11. **Instruction taking, documents required and possible M&A amendments**

SPEAKER



AZHAR ISKANDAR HEW
General Manager
Rockwills Trustee Bhd

Azhar holds the Bachelor of Laws (Honours) degree from the University of London. He has 12 years experience in the estate planning industry as a will & trust specialist, trainer and conference speaker. He has trained more than 5000 people from leading financial institutions, life insurance companies and financial planners in Malaysia, Hong Kong and Singapore. He is one of the few advocates of Islamic estate planning in this country. He is approved by Securities Industry Development Centre (SIDC) as a facilitator to conduct Trust Planning Training. His current work scope includes advising on legal aspects and compliance matters regarding Estate Planning, Private Trust and Corporate Trust services. He contributes regularly to Smart Investor and Malaysian Business on the area of Estate Planning and Private Trust.

WHO SHOULD ATTEND

- Professional Estate Planners
- Financial Planners and Advisors
- Insurance Consultants
- Unit Trust Consultants
- Financial Intermediaries
- Bankers and Lawyers
- Accountants and Tax Agents

REGISTRATION

Yes, I would like to register for the Business Trust Seminar on 20 & 21 Jan 2010.

Seminar Fee: (Please complete this form and fax to RBS : 03 - 7781 9119)

- Rockwills Member** : **RM250.00**
- Non-Rockwills Member** : **RM450.00** + FREE one year RBS Membership
- Refresher + 3G** : **RM150.00** (*Strictly for past BVPT Seminar Participants)

(Seminar fee inclusive seminar materials, certificate, take-away lunches & tea breaks.)

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8 Jan 2010
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Terms & Conditions:

RBS reserves the right to amend or cancel this seminar where the occasion necessitates. In such circumstances, a full refund of any seminar fee will be made but RBS shall accept no further liability. Confirmation of registration is based on full payment of seminar fee received by RBS. Cancellations less than 2 weeks before the seminar will not be allowed and no refund will be made by RBS. The difference of seminar fee will have to be paid for substitution by a non Rockwills Member for a Rockwills Member.