

## Introduction to Trust Products and Services

*(Deadline is one week prior to start date)*

Introduction to Trust Products and Services is a foundational, skill building course for trust professionals. It will help new trust professionals understand the fundamentals of the business, how a trust works, the types of assets commonly held in a trust and the basics of estate planning. The course describes the personal trust document and the process by which trust officers establish a trust for their clients.

<b>Price</b>	\$225 Members / \$300 Non-Members
<b>Course Length</b>	5 Weeks
<b>Course Credits</b>	AIB: 1.0; <a href="#">ICB</a> : 20 <a href="#">CFIA</a> (FID)
<b>Prerequisites</b>	None
<b>Required Software</b>	Adobe Acrobat Reader; Microsoft Internet Explorer Browser 7.0 or Mozilla Firefox 2.0 or higher
<b>Textbook</b>	All readings for this course are provided online.
<b>Catalog # / Start Date</b>	3006981    October 3, 2011 3007047    March 5, 2012 3007094    July 3, 2012

### Audience

Those employees who have recently joined the trust department in support positions, non-trust personnel within the bank who work with trust officers and trust clients, as well as employees of service providers to trust companies who want to develop a better understanding of their clients' business needs.

### Learning Objectives

After successfully completing this program, you will be able to:

- Determine what an estate is
- Understand the estate planning process
- Explain federal estate taxation
- Distinguish between personal and real property
- Compare forms of property ownership
- List the methods of property transfer
- Contrast the forms of business ownership
- Distinguish types of trusts
- Compare testamentary and living trusts
- Describe the characteristics of a good trustee
- Describe the reasons for creating an irrevocable trust
- Explain the structure of an A/B trust plan
- Recognize the mechanics of an irrevocable life insurance trust
- Contrast the various types of charitable trusts
- Describe the dispositive provisions of a trust before and after the grantor's demise

- Analyze trustee vacancy and cotrustee considerations
- Understand the execution of a trust and proof of a trust's existence
- Define and use the terms that appear in bold in the text

