

**COURSE CODE:** BUAD 235

**COURSE TITLE:** Insurance and Estate Planning

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### **Calendar Description**

Learners examine the issues related to risk management and estate planning. Topics include risk management and insurance needs analysis, the steps in the risk management process, products, issues and practices in the areas of insurance. Components of estate planning include wills and probate, powers of attorney, testamentary and inter vivo trusts, and estate freezes.

**Prerequisite(s):** BUAD 251, MATH 114

**Co-requisite(s):** None

**Prerequisite For:** None

**Substitutable Courses:** None

**Graduation Requirement:** Required - Financial Services option

**Transfer Credit:** N/A

**Special Notes:** Students with credit for BUAD 252 or BUAD 254 cannot take BUAD 235 for further credit.

**Credits:** 3

**Hours per Week:** 3

**Originally Developed:** November 2012

**EDCO Approval:** March 2018

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**CHAIR'S APPROVAL:**



## Learning Outcomes

Outcome	Upon completion of this course students will be able to:
1	<b>Explain</b> and apply a working knowledge of the principles of risk management and needs analysis
2	<b>Identify</b> discuss and analyze the characteristics associated with an insurance contract.
3	<b>Explain</b> and apply the concepts and principles associated with government health and private medical insurance, including general features of the plans and taxation.
4	<b>Demonstrate</b> a working knowledge of needs analysis relative to property, casualty, health and life insurance.
5	<b>Explain</b> and apply a working knowledge of the different types of life insurance products and their features, along with the income tax implications of owning and disposing of a life insurance policy.
6	<b>Demonstrate</b> proficiency in the application of life insurance concepts, including key-person insurance, funding a buy-sell agreement, estate preservation, permanent vs. term insurance, and considerations relative to the replacement of a life insurance policy.
7	<b>Be familiar</b> with all of the key components of estate planning including wills and probate, taxation in year of death, powers of attorney, testamentary and inter vivo trusts, estate freezes and related topics.

## Course Objectives

Objectives	This course will cover the following content: See weekly course schedule below
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## Professors

Name	Ext.	Office	Email
Todd Gillick CFP, CLU	4564	B141	<a href="mailto:tgillick@okanagan.bc.ca">tgillick@okanagan.bc.ca</a>

## Evaluation Procedure

Term Work	20 %
Midterm Exam	30 %
Final Exam	50 %
<b>Total</b>	<b>100 %</b>

### Generative AI tools are not permitted unless explicitly stated otherwise.

The use of generative artificial intelligence tools is strictly prohibited in all course assignments unless explicitly stated otherwise by the instructor in this course. This includes ChatGPT and other artificial intelligence tools and programs. Whenever generative AI tools are permitted and used, they must be appropriately cited. (See How to cite ChatGPT (apa.org))

## Notes

A financial calculator is mandatory for courses in the Financial Services option. Students are expected to be proficient in the use of their financial calculator. The Texas Instruments BAII+ is recommended.

FP Canada oversees the granting of the Certified Financial Planner (CFP) and the Qualified Associate Financial Planner (QAFP) license. Students who wish to write the CFP or QAFP license exam must first complete the FP Canada-Approved Core Curriculum Program. This course is one of the courses within the FP Canada-Approved Core Curriculum Program. Students must also pass a comprehensive final exam administered by Advocis.

## Required Texts/Resources

The textbooks are ordered directly through ADVOCIS - please see the course Moodle shell for instructions and link to order the texts. Advocis texts for this course: FP 920 – Law, FP 921 – Insurance.

## Course Schedule

(Subject to change at the discretion of the professor)

Date		Topic	Textbook
2026 Week of:		Mon, Jan 5 - Classes begin Fri, Jan 16 - Last day to register for a course and to receive a refund for course drop <b>Mon, Feb 16 - Statutory Holiday (no classes)</b> <b>Tue, Feb 17 - Fri, Feb 20 - Mid-semester study break (no classes)</b> Fri, Mar 6 - Last day to withdraw from a course without academic penalty <b>Fri, Apr 3 &amp; Mon, Apr 6 - Statutory Holiday (no classes)</b> Fri, Apr 10 - Last day of regularly scheduled classes <b>Mon, Apr 13 - Wed, Apr 22 - Final exam period – see <a href="#">policy</a>.</b>	Chapter:
Jan	6	Introduction / CFP Pathway Insurance Fundamentals	Course FP921
	13	The Risk Management Process Property and Casualty Insurance	Course FP921
	20	Government and Private Medical Individual Insurance Contracts	Course FP921
	27	Temporary Life Insurance Whole Life Insurance	Course FP921
Feb	3	Universal Life Insurance Income Tax Implications	Course FP921
	10	Income Tax Implications	Course FP921
	17-21	READING BREAK ( <i>no classes</i> )	
	24	Case study: Life Insurance Needs Analysis Review	Course FP921
Mar	3	<b>MID-TERM EXAM (Monday March 3)</b> Life Insurance – other applications	Course FP921
	10	Group Life, Disability, Long-Term Care and CII POA, Estates & Wills	Course FP920
	17	Deemed Dispositions / Taxation	Course FP920
	24	Trusts - Inter Vivos, Testamentary and GRE	Course FP920
	31	Intestate Rules and Probate	Course FP920
Apr	7	Will Substitutes / Charitable Giving Executor – process	Course FP920
	15	<b>Final Exam Period</b>	

## Skills Across the Business Curriculum

The School of Business promotes core skills across the curriculum. These skills include reading, written and oral communications, computers, small business, and academic standards of ethics, honesty and integrity.

## Student Conduct

### What is the Disruption of Instructional Activities?

At Okanagan College (OC), disruption of instructional activities includes student “conduct which interferes with examinations, lectures, seminars, tutorials, group meetings, other related activities, and with students using the study facilities of OC”, as well as conduct that leads to property damage, assault, discrimination, harassment and fraud. Penalties for disruption of instructional activities include a range of sanctions from a warning and/or a failing grade on an assignment, examination or course to suspension from OC.

**Academic Honesty:** Students have a responsibility to read the [OC Academic Integrity Policy](#).

### What is Cheating?

“Cheating includes but is not limited to dishonest or attempted dishonest conduct during tests or examinations in which the use is made of books, notes, diagrams or other aids excluding those authorized by the examiner. It includes communicating with others for the purpose of obtaining information, copying from the work of others and purposely exposing or conveying information to other students who are taking the test or examination.”

Students must submit independently written work. Students may not write joint or collaborative assignments with other students unless the instructor approves it in advance as a group/team project. Students who share their work with other students are equally involved in cheating.

### What is Plagiarism?

Plagiarism is defined as “the presentation of another person’s work or ideas without proper or complete acknowledgement.” It is the serious academic offence of reproducing someone else’s work, including words, ideas and media, without permission for course credit towards a certificate, diploma, degree and/or professional designation. The defining characteristic is that the work is not yours.

“Intentional plagiarism is the deliberate presentation of another’s work or ideas as one’s own.” Intentional plagiarism can be a copy of material from a journal article, a book chapter, data from the Internet, another student, work submitted for credit in another course or from other sources.” “Unintentional plagiarism is the inadvertent presentation of another’s work or ideas without proper acknowledgement because of poor or inadequate practices. Unintentional plagiarism is a failure of scholarship; intentional plagiarism is an act of deceit.”

### What are the Students’ Responsibilities to Avoid Plagiarism?

Students must acknowledge the sources of information used on all their assignments. This usually involves putting the authors’ name and the year of publication in parentheses after the sentence in which you used the material, then at the end of your paper, writing out the complete references in a Reference section.

“Students are responsible for learning and applying the proper scholarly practices for acknowledging the work and ideas of others. Students who are unsure of what constitutes plagiarism should refer to the UBC publication “*Plagiarism Avoided; Taking Responsibility for your Work*”. This guide is available in OC bookstores and libraries.

Students are expected to understand research and writing techniques and documentation styles. The School of Business requires the use of the APA or MLA style but suggests that students cite references using the APA guidelines (see Publication Manual of the American Psychological Association, 6<sup>th</sup> edition (2009)). A copy of the APA manual is available in the reference section and available for circulation from OC libraries. The library website has access to these two major citing styles.

### What are the Penalties for Plagiarism and Cheating?

The Okanagan School of Business does not tolerate plagiarism or cheating. All professors actively check for plagiarism and cheating and the Okanagan School of Business subscribes to an electronic plagiarism detection service. All incidents of plagiarism or cheating are reported and result in a formal letter of reprimand outlining the nature of the infraction, the evidence and the penalty. The Dean of the School of Business and the Registrar record and monitor all instances of plagiarism and cheating. Penalties for plagiarism and cheating reflect the seriousness and circumstances of the offence and the range of penalties includes suspension from OC.

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Last Updated: April 7, 2025 (New Academic Integrity Policy Link)

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