

# Chapter 1

## “Welcome, Introduction, Authors, Cornell Study and Challenges”

Course Description: This course will emphasize the importance of education in the estate planning process; the introduction of the Faculty-Content Authors, the enormous wealth in America; and, the professional’s challenges in providing estate planning services.

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Course Syllabus: Recommended Study Time = 1 Hour

Hour 1: Welcome - Introduction  
The Estate Planning Process  
Professional Practitioner’s Standpoint  
NIEP Mission Statement  
Faculty – Content Authors  
The Cornell Study of 1993  
Wealth Estimates and Conclusions  
Professional Practitioner’s Challenges  
Course Review and Summary