

## Chapter 8

### “Ethical Wills in the Estate Planning Process”

Course Description: The students will learn how the utilization of Ethical Wills will greatly assist them in determining the values, lessons, hopes, and dreams of their clients and how this invaluable information greatly aids the estate planning process.

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Course Syllabus: Recommended Study Time = 2 Hours

Hour 1: Introduction and Course Outline

Reasons to Write an Ethical Will

Personal Learning Experience

Personal “Signature” on Your Values

Preservation of Your History

Preserving the Client’s Legacy

Personal Goals

Applying the Ethical Will Definition

Methods of Recording and Preserving

Important Differences in the Process

Case Study I: The Value of Experience

Case Study II: Focus on Health Care

Hour 2: History of Ethical Wills

Biblical Roots

Why Write an Ethical will

When to Write an Ethical Will

Case Study III: Speaking From The Heart

Three Approaches to Write an Ethical Will

Approach 1: Outline Form

Approach 2: Structured Exercises

Approach 3: Blank Sheet of Paper

Comparison of Approaches

Sharing Your Ethical Will

Review and Adding To

Case Study IV: Personal Mission Statement

Ethical Wills in the Estate Planning Process

“Know Your Client” Concepts

Value Added Benefits

Next Steps in Your Practice

Course Review and Summary