

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Investment and Financial Management					
TSC	Trust Structuring					
TSC Description	Derive the most suitable trust structures which maximise distribution of dividends and/or required benefits to beneficiaries					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			FSE-FIN-3027-1.1	FSE-FIN-4027-1.1	FSE-FIN-5027-1.1	
			Conduct research and gather information on trust structures, relevant legislation and possible returns to enable trust structuring exercises	Evaluate trust structures for potential returns, implications and associated risks to determine most suited structures for grantor and beneficiary requirements	Define and propose suitable trust structures and considerations for relevant stakeholders in alignment with compliance, risk, and legal requirements to maximise payout of dividends or benefits to beneficiaries	
Knowledge			<ul style="list-style-type: none"> Forms of trust structures Advantages and disadvantages of various trust structures Laws and regulations on business trust structuring and operation Information gathering and interviewing techniques Principles of trust administration and management 	<ul style="list-style-type: none"> Trust structuring strategies Scenario analysis techniques Tax implications, transaction costs, and ability to generate regular cash flow for various trust structures Trust performance metrics Quantitative trust performance evaluation techniques Risk, legal and regulatory considerations for trusts 	<ul style="list-style-type: none"> Risks associated with various trust structures Trust risk management concepts Trust structuring policies development Evaluation criteria for grantors and beneficiaries Market and industry trends affecting trust structures Resource planning for trust structure management 	
Abilities			<ul style="list-style-type: none"> Solicit and gather background information and requirements of trust grantor and beneficiaries Check advantages and disadvantages of various trust structures and how they relate to specific 	<ul style="list-style-type: none"> Review various trust structuring strategies and match them to beneficiary requirements Analyse market intelligence on trust structures to determine optimal forms 	<ul style="list-style-type: none"> Formulate trust structuring policies and guidelines Review data on requirements of trust grantor and beneficiaries against proposed trust structures 	

SKILLS FRAMEWORK FOR FINANCIAL SERVICES
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT

			<p>context and set of beneficiaries</p> <ul style="list-style-type: none"> • Research and gather market intelligence on various trust structures • Support trust implementation • Support trust performance monitoring • Maintain trust structure information and requirements • Execute trust structure implementation • Update trust structure performance reports 	<ul style="list-style-type: none"> • Evaluate trust structures for maximum dividend payout capability • Evaluate regulations and risks within legal jurisdiction for trust structures • Implement trust structures according to regulatory requirements • Monitor performance of returns to determine effectiveness of trust structures • Identify possible future scenarios which may impact trust structures • Plan trust structures provisions to react to future conditions 	<ul style="list-style-type: none"> • Identify risks associated with various trust structures • Establish possible management actions and/or risks to grantors and beneficiaries • Determine if proposed trust structures align to relevant legislative jurisdiction requirements • Identify and articulate various scenarios and factors which may impact trusts and returns • Verify set-up of trusts according to regulatory requirements • Appoint relevant trust managers to oversee trusts 	
--	--	--	--	---	---	--

v