



School of Business

FIN 542 - Insurance and Estate Planning

Term: Spring 2026

Mode of delivery: online - asynchronous

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Course Description

The course objective is to educate students about the principles of risk management and insurance as well as estate planning.

The first half of the course teaches students about the overall risk management process. Topics covered include principles of risk management, risk management process and characteristics of insurance, health insurance, life insurance, disability insurance, long term care insurance, annuities, property and casualty insurance, credit protection and social security.

The second half of the course teaches students about estate planning and focuses on the efficient conservation and transfer of wealth, based on the client's goals and objectives. Topics covered include basic estate planning documents, titling of property, probate, gift and estate tax, lifetime and testamentary transfers, trusts, charitable giving, the marital deduction, life insurance estate planning, postmortem planning, and generation skipping transfers.

This course is designed to meet the CFP Board's Principal Knowledge Topics assigned to Insurance and Estate Planning:

C. Risk Management and Insurance Planning

- C.17 Principles of risk and insurance
- C.18 Analysis and evaluation of risk exposures
- C.19 Health insurance and health care cost management (individual and group)
- C.20 Disability income insurance (individual and group)
- C.21 Long-term care insurance and long-term case planning (individual and group)
- C.22 Qualified and Non-Qualified Annuities
- C.23 Life insurance (individual and group)
- C.24 Business owner insurance solutions
- C.25 Insurance needs analysis
- C.26 Insurance policy and company selection
- F.46 Eldercare and special needs planning

G. Estate Planning

- G.54. Property titling and beneficiary designations
- G.55. Strategies to transfer property
- G.56. Estate and incapacity planning documents

- G.57. Gift, estate, and GST tax compliance and calculation
- G.58. Sources for estate liquidity
- G.59. Types, features, and taxation of trusts
- G.60. Marital deduction
- G.61. Intra-family and other business transfer techniques
- G.62. Postmortem estate planning techniques
- G.63. Planning for divorce, unmarried couples, and other special circumstances
- G.64. Planning for special needs and circumstances

Course Materials:

TEXTBOOKS:

Insurance Planning - 7th Edition

ISBN-13: 9781946711311

Authors: Michael A. Dalton; James F. Dalton; Thomas P. Langdon

Edition: 7th

Binding: Textbook Binding

Publisher: Money Education

Published: 2020

Estate Planning – 13th Edition

ISBN-13: 9781946711007

Author: Michael A. Dalton, Thomas P. Langdon

Edition: Thirteenth Edition

Binding: Paperback

Publisher: Money Education Publishing

Published: 2022-01-01

OTHER:

- *Narrated lectures, readings, and other posted material is available on the class Canvas site.*
- *This course will use various periodicals and websites (Wall Street Journal, Financial Times, etc) as a supplement.*

How to succeed in this course

- Read all text material assigned for each class
- Work practice problems in the practice portal unit you are scoring at least 80%
- Watch all the online lecture videos
- Follow instructions in all assignments
- Start assignments early and get feedback from the instructor
- Consult/meet with the professor immediately when you need help.
- If an online tool is used (Canvas) ensure that you can access and use it appropriately.

COMMUNICATION and USE OF CANVAS

EMAIL- USE YOUR RUTGERS EMAIL ADDRESS

All communications to students will be done using the Rutgers email address provided to you. Please forward your Rutgers email to your personal email if necessary.

Not checking your Rutgers email is not an excuse for missing any communications.

CANVAS

Canvas is the learning management system used for this course. Posted will be the syllabus, resources, Power Point slides, announcements, guides, etc. To access this system, go to <http://canvas.rutgers.edu> log in, and click on the course in your Canvas dashboard. For technical support 833-648-4357 or help@camden.rutgers.edu.

Class Materials:

All class materials can be obtained via Canvas. Note that the PowerPoint class materials for a particular week will be posted by noon on Monday, usually one week ahead of schedule (except for the first week or two.) You are strongly encouraged to access this course via Canvas several times a week. You can imagine that the class seamlessly “runs” through from day 1 (Tuesday) through day 7 (Monday).

Class Communication:

Note that all class communication will be via your Rutgers e-mail and discussion forums and other tools in Canvas. You are expected to check your Rutgers e-mail at least two or three times every week. All class announcements can also be accessed via the ‘Announcement’ page in Canvas.

Professor Communication:

Note that during the week, from Monday until Friday, I will try to reply to all e-mails within 24 hours. Please do not expect an immediate response. If you do not hear from me within 48 hours, please re-send your email as I may have overlooked or accidentally deleted your e-mail.

Although I check my e-mails a few times daily, I may not be able to completely answer all e-mails immediately upon receiving them. Note that I may also be travelling out of town on many weekends and may not be able respond to weekend e-mails until Monday.

Chosen Name (Preferred Name)

If you have a chosen name or preferred name other than what is listed on the roster, kindly let me know. If you would like to have your name changed within the rosters officially, go to: belonging.camden.rutgers.edu/chosen-name-process

Key Spring 2026 Dates :

Spring 2025 classes begin	Tuesday, January 20th
Last day to add classes	Thursday, January 29th
Spring recess	Saturday, March 14th – Sunday, March 22nd
Last day to withdraw from an individual class with a “W”	Monday, March 23rd
Regular classes end	Monday, May 4th
Reading day	Tuesday, May 5th and Wednesday, May 6th
Final exam period	Thursday, May 7th – Wednesday, May 13th

Disability Services/Accommodations

Rutgers University welcomes students with disabilities into all of the University's educational programs. In order to receive consideration for reasonable accommodations, a student with a disability must contact the appropriate disability services office at the campus where you are officially enrolled, participate in an intake interview, and provide documentation: <https://ods.rutgers.edu/students/documentation-guidelines>. If the documentation supports your request for reasonable accommodations, your campus's disability services office will provide you and your instructor with a Letter of Accommodations. Please discuss the accommodations with your instructors as early in your courses as possible. To begin this process, please complete the [registration form](#).

Academic Integrity

The Academic Integrity policy can be found at <https://studentconduct.rutgers.edu/processes/university-code-student-conduct> <http://studentconduct.rutgers.edu/student-conduct-processes/academic-integrity/>

Rutgers University takes academic dishonesty very seriously. By enrolling in this course, you assume responsibility for familiarizing yourself with the Academic Integrity Policy and the possible penalties (including suspension and

expulsion) for violating the policy. As per the policy, all suspected violations will be reported to the RU-Camden Dean of Students.

Academic dishonesty includes (but is not limited to):

- cheating
- plagiarism
- aiding others in committing a violation or allowing others to use your work
- failure to cite sources correctly
- fabrication
- using another person's ideas or words without attribution
- re-using a previous assignment
- unauthorized collaboration
- sabotaging another student's work

If in doubt, please consult the instructor. Please review the [Academic Integrity Policy](#).

Information is also available at the RU-Camden Dean of Students site: <https://camden.rutgers.edu/deanofstudents/academic-integrity>

Responsible Use of Artificial Intelligence (AI)

AI can be a valuable learning tool when used thoughtfully, but it should not replace independent learning. Research indicates that overreliance on AI use can weaken critical thinking, analytical reasoning, and professional judgment—skills vital for academic success, career advancement, and job competitiveness.

This course promotes AI use to enhance learning, not substitute for it. Students must actively engage with material, critically assess any AI-assisted work, and take full responsibility for submissions, as generative AI may produce inaccurate or fabricated information. The goal is to develop students' ability to think, reason, and communicate clearly and confidently.

Artificial Intelligence Use

Neither the university nor the school has a standard policy on the use or non-use of artificial intelligence (Chat GPT, etc). Below are some language samples depending on your self-determined policy of AI use in the classroom.

Use Prohibited

The use of generative AI tools (such as ChatGPT, DALL-E, etc.) are not permitted in this class; therefore, any use of AI tools for work in this class may be considered a violation of Rutgers University's Academic Honesty policy and Student Conduct Code, since the work is not your own. When in doubt about permitted usage, please ask for clarification.

Acceptable and Unacceptable Use of AI

The use of generative AI tools (e.g. ChatGPT, Dall-e, etc.) is permitted in this course for the following activities:

- Brainstorming and refining your ideas;
- Fine tuning your research questions;
- Finding information on your topic;
- Drafting an outline to organize your thoughts; and
- Checking grammar and style.

The use of generative AI tools is not permitted in this course for the following activities:

- Impersonating you in classroom contexts, such as by using the tool to compose discussion board prompts assigned to you or content that you put into a Zoom chat.
- Completing group work that your group has assigned to you, unless it is mutually agreed upon that you may utilize the tool.
- Writing a draft of a writing assignment.
- Writing entire sentences, paragraphs or papers to complete class assignments.

You are responsible for the information you submit based on an AI query (for instance, that it does not violate intellectual property laws, or contain misinformation or unethical content). Your use of AI tools must be properly documented and cited in order to stay within university policies on academic honesty.

Any assignment that is found to have used generative AI tools in unauthorized ways based on guidelines in this syllabus, will be subject to report of a violation of Academic Integrity and thus the appropriate adjudication. When in doubt about permitted usage, please ask for clarification.

Use Encouraged and Permitted

You are welcome/expected to use generative AI tools (e.g. ChatGPT, Dall-e, etc.) in this class as doing so aligns with the course learning goal(s) [insert the course learning goal use of AI aligns with]. You are responsible for the information you submit based on an AI query (for instance, that it does not violate intellectual property laws, or contain misinformation or unethical content). Your use of AI tools must be properly documented and cited in order to stay within university policies on academic honesty. For example, [APA 7th Edition Style](#).

Code of Student Conduct

Rutgers University-Camden seeks a community that is free from violence, threats, and intimidation; is respectful of the rights, opportunities, and welfare of students, faculty, staff, and guests of the University; and does not threaten the physical or mental health or safety of members of the University community, including in classroom space.

As a student at the University, you are expected to adhere to the Code of Student Conduct.

To review the code, go to the Office of Community Standards:

<https://deanofstudents.camden.rutgers.edu/student-conduct>

Note that the conduct code specifically addresses disruptive classroom conduct, which means *"engaging in behavior that substantially or repeatedly interrupts either the instructor's ability to teach or student learning. The classroom extends to any setting where a student is engaged in work toward academic credit or satisfaction of program-based requirements or related activities."*

Expectations of Classroom Civility (online or in-person)

The following protocols on the codes of behavior reflect professional business norms on manners, courtesy, and respect. ***(In general, you should treat others as you would like others to treat yourself. Be mindful that what is acceptable in a text or chatroom with friends may not be appropriate in a classroom or in an online conversation with an instructor.)***

This could also include a statement regarding what your students can expect from you (*example: I will be prepared and on time for class; I will respect you and your opinions*).

- Classroom attendance is a necessary part of this course; therefore, (include specific requirements and any impact on grades).
- You are expected to do your own work. Cheating, plagiarism, and any other form of academic dishonesty will not be tolerated and will result in (include consequences).
- Meaningful and constructive dialogue is encouraged in this class and requires a willingness to listen, tolerance for different points of view, and mutual respect from all participants. All course members will be expected to show respect for individual differences and viewpoints at all times.
- The use of electronic devices can be disruptive to those around you. As a result, the use of such devices should be limited to class-related tasks.

CLASSROOM POLICIES

Exam Make-up Policy/Late Policy

If, for a university approved reason, you cannot take an exam at the scheduled time you must give the professor written notice at least one week in advance so that other arrangements can be made. If the

situation does not allow for advance notification (for example, emergency hospitalization), contact the professor as soon as possible after a missed exam. Make-up exams for non-university approved reasons are not guaranteed. The professor reserves the right to request written documentation to support your absence (such as a doctor's note, an obituary, or military orders).

CLASS PARTICIPATION:

Participation and Late Work: lack of participation will be reflected in the final grade. All assignments must be handed in on time; late work will receive reduced or no credit. No makeup exams will be scheduled without prior notification and a physician's excuse.

Incompletes and Problems: If you find that you are having trouble completing course work or need further explanation of class topics, please schedule an appointment with me immediately. If you need this class for graduation, you should be sure that your performance is up to standard throughout the course. It is too late to wait until the last week of classes to ask for help. I'm available to meet throughout the entire semester if you need help. "Incompletes" will only be given through prior consultation, under extreme circumstances.

Quizzes

Each week's module will consist of a quiz covering the previous week's topics. The number of questions may vary depending on the topic (generally 10). You will have two opportunities to take the quiz and will keep the highest of the two scores.

Yellowdig Community Engagement

This course uses Yellowdig to foster a dynamic and interactive learning community. Unlike traditional discussion boards, Yellowdig encourages organic, student-driven conversations.

How it Works: You will earn weekly points by creating Pins (original posts, which can include questions, articles, videos, or reflections) and by commenting on your peers' Pins.

Goal: You are expected to earn a set number of points each week by participating in the community. The weekly point target is easily achievable through consistent engagement (e.g., 2-3 quality posts/comments per week).

Grading: Your Yellowdig grade is based on reaching the weekly point target. The platform automatically calculates your grade. A point buffer allows you to work ahead or catch up if you fall slightly behind one week.

Prompts: Each module, I will post conversation-starting prompts related to our case study work. You can respond to these or create your own original Pins related to financial planning. The goal is to build a knowledge-sharing community.

Case Studies

A hypothetical insurance planning case will be introduced in Week 1. I will do an initial review of the case and allow you to work on it for the first 7 weeks of the term. It will be submitted to me no later than the end of Week 7 for grading.

A hypothetical estate planning case will be introduced in Week 9. I will do a review of the case and allow you to work on it for the remainder of the term. It will be submitted to me no later than the end of Week 15 for grading.

Final Exam

The final exam will consist of 50 multiple choice questions with a 2-hour time limit. The final exam is a single access, single submit exam. Once accessed, it must be completed within the allotted time.

GRADING

The assignment of final grades, the course requirements will be weighted as follows:

Quizzes	40%
Cases	25%
Yellowdig.....	15%
Final exam.....	20%
Total.....	100%

Grade Ranges

Letter Grade Description

A Highest grade (90% and above)

B+ Work of distinction (84.5% to 89.9%)

B Work of distinction (79.5% to 84.4%)

C+ Average work (74.5% to 79.4%)

C Average work (69.5% to 74.4%)

F Failure without credit (Below 69.4%)

COURSE OUTLINE AND ASSIGNMENTS

Week One (January 20 – January 26)

Topics: Chapter 1: Introduction to Insurance
Chapter 2: The Risk Management Process & Characteristics of Insurance

Week Two (January 27 – February 2)

Topics: Chapter 3: Health Insurance
Chapter 4; Life Insurance

Week 3 (February 3 – February 9)

Topics: Chapter 4: Life Insurance continued
Chapter 5: Life Insurance: Advanced Concepts

Week 4 (February 10 – February 16)

Topics: Chapter 6: Disability Insurance
Chapter 7: Long Term Care Insurance

Week 5 (February 17 – February 23)

Topics: Chapter 8: Annuities
Chapter 9: Property and Liability Insurance

Week 6 (February 24 – March 2)

Topics: Chapter 10: Credit Protection
Chapter 11: Social Security

Week 7 (March 3 – March 9)

Topics: Chapter 1: Introduction to Estate Planning
Chapters 2-3 : Estate Planning Documents and Types of Property Interests

Week 8 (March 14 – March 22)

Spring Break 3/14 – 3/22

Week 9 (March 17 – March 23)

Topics: Chapter 4: Probate
Chapters 5: Gift Taxes

Week 10 (March 24 – March 30)

Topic: Chapter 6: Estate Taxes

Week 11 (March 31 – April 6)

Topic: Chapter 7: Transfers at Death
Chapter 11: Life Insurance in Estate Planning

Week 12 (April 7 – April 13)

Topic: Chapter 8: Trusts

Week 13 (April 14 – April 20)

Topic: Chapter 9: Charitable Giving
Chapter 10: Marital Deductions

Week 14 (April 21 – April 27)

Topic: Chapter 12: Postmortem Planning
Chapter 13: Generation Skipping Transfers

Week 15 (April 28 – May 4)

Topic: Chapter 14: The Estate Plan
Misc. Topic: Estate Planning for Non-traditional Relationships