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# BIG ON WEALTH

## CWA and as-Salihin boost Islamic estate planning services

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**KUALA LUMPUR:** CIMB Wealth Advisors Bhd (CWA) this morning formalised an alliance with as-Salihin Trustee Bhd, making it as-Salihin's largest multi-product distributor to offer a range of Islamic estate planning services.

CWA chief executive officer Tan Beng Wah said the partnership completes CWA's wealth preservation offerings, as the company can now offer both conventional and Islamic estate planning solutions.

The collaboration enables over 4,300 CWA agents and financial planners to offer a wide range of Islamic estate planning services such as will-writing, declaration of gift, declaration of jointly acquired property, appointment of executor and estate administration.

"At this initial stage, the estate planning solutions offered by CWA is for individual customers but plans are underway to extend the solutions to companies and corporations," Tan said.

Abdul Aziz Peru Mohamed, as-Salihin Trustee Bhd chief execu-



**FIRM DEAL:** Tan (left) and Abdul Aziz shake on the alliance. Looking on are Tun Mohd Salleh Abbas (Chairman as-Salihin Trustee Bhd) and Campbell Tupling (CEO, CIMB Principal Asset Management Bhd)

tive officer said at present, only a few local banks and some 1,500 as-Salihin's Islamic estate planners distribute the company's products. The alliance opens doors for as-Salihin as they are now able to leverage on CWA's large agency force to market their products.

"We're not looking at a big revenue generator here but this is part and parcel of the services that we want to provide for customers,"

he said, adding that CWA is looking at reaching 3,000 to 4,000 new customers 'including existing nomination of beneficiary trust' a year with the new Islamic estate planning services.

Tan said Muslims make up the fastest growing proportion of CWA's 220,000 customers. In, addition, 70 per cent of the company's distribution force are Muslims.