

For immediate release

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## **LEADING BRITISH WILLWRITING ORGANISATION PULLS OFF SIGNIFICANT MALAYSIAN DEAL**

The Institute of Professional Willwriters, has pulled off a major coup, by securing an agreement with a Malaysian Government-owned company to deliver training on the writing non-Muslim Wills, to employees and agents.

The Halesowen-based IPW, the only UK Willwriting organisation to insist on professional training and qualifications for Willwriters, caught the eye of Amana Rayah Legacy Services (ARLS), which also upholds the belief of the IPW that unregulated Willwriters are a huge liability in today's society.

The 550 member strong IPW, is bestowing its in-depth knowledge of English Willwriting law on ARLS agents working in banks and insurance companies in Malaysia.

These Malaysian Willwriters drew up 20,000 Wills in 2006, mainly for Muslim clients, but ARLS is seeking to extend its influence in the sphere of non-Muslim Wills. As an ex-British colony, the laws in Malaysia regarding non-Muslim Wills mirror the laws in England.

ARLS is a wholly owned subsidiary of Amanah Raya Berhad. The latter is itself wholly owned by the Malaysian Government and has responsibility for administering intestacy cases in Malaysia, where a person has died with no Will in place.

An agreement with ARLS was formally signed, before Malaysian Government officials, in the Malaysian capital, Kuala Lumpur, on March 25, 2008.

IPW members, based in England, Wales and Scotland, wrote 90,000 Wills in 2006, all backed by the IPW's commitment to provide perfectly worded Wills, thanks to rigorous self-regulatory controls and on-going training.

IPW representatives are training ARLS staff in areas such as advising clients, taking instructions and drafting non-Muslim Wills. They will appoint and train a Malaysian-based tutor and scrutinise and examine the Malaysian colleagues they have trained, to determine their eligibility to become Full Members of the IPW.

As with all UK IPW memberships, all examination papers will be independently marked in the UK, to guarantee all Willwriters are fully equipped to carry out their important role.

Further training will be delivered in key aspects of Willwriting such as Powers of Attorney, Charitable Legacies and Will Trusts. Such subjects will comprise part of a programme of Continued Professional Development, necessary if ARLS staff and agents are to maintain their IPW membership.

The parallels with UK-based criteria for IPW membership will also relate to Professional Indemnity Insurance, where the £2million cover level required by UK members will convert to RM13 million of cover, in Malaysia.

IPW members in Malaysia will receive the same far-reaching benefits enjoyed by UK-based members, including access to technical support, marketing assistance and ongoing, structured training.

Chief Executive Officer of ARLS, Rafie Omar, says: "The IPW was selected as our training delivery partner after we had investigated numerous options. We regarded the combination of a structured training regime and on-going technical support, as provided by the IPW, as an ideal match for our own requirements. We will make these a cornerstone of a drive to become the number one provider of Wills for both Muslim and non Muslim Malaysian citizens."

IPW Chairman, Paul Sharpe, says: "We are delighted to be able to replicate the high quality training and professional standards, that we insist upon in the UK, in another part of the world. We believe we will have a fruitful relationship with ARLS that will allow us to continue to grow our overseas membership in countries in which Willwriting law is based on English law.

"The IPW was formed in 1991, to deliver training and increase standards within an unregulated Willwriting market in the UK. We now have members across England, Wales and Scotland and hope to make our Malaysian membership a significant percentage of our overall membership numbers in the coming years." ENDS

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