

October 2, 2008

WILLWRITING ORGANISATION EXPANDS INTO THE FAR EAST

Leading Willwriting organisation, the Institute of Professional Willwriters (IPW), has expanded its membership to the Far East, following the admission of ten Malaysian Willwriters who have passed its stringent entrance exam to become full members.

This major development for the IPW comes just six months after representatives from the IPW first went out to Kuala Lumpur to train Malaysian Willwriters responsible for the drafting of non Muslim Wills.

Chairman of the IPW, Paul Sharpe, and fellow member, Chris Heiberg, have made the trip to Kuala Lumpur four times this year, following Malaysian Amanarayah Legacy Services – a subsidiary of Malaysian Government owned Amanahraya Berhad - awarding the IPW a prestigious contract to train non Muslim Willwriters.

Both IPW members have delivered an intensive training programme in Malaysia, based upon the IPW's own training modules that operate in Britain and which apply to all of its 550 Willwriting members across the country.

Non Muslim Wills in the Far Eastern country are based largely upon UK law, which is why the Amanarayah organisation chose the IPW as its partner for this important exercise and milestone in its legal development.

The Institute of Professional Willwriters is the only Willwriting organisation in Britain to insist members have recognised qualifications and engage in on-going training and development programmes, to keep standards at the highest level. Its Code of Practice has also completed the first stage of the Office of Fair Trading's Consumer Codes Approval Scheme.

Whilst ten Malaysian students passed their entrance exam to become full members, another 43 have met all of the examination requirements and have become Associate Members. A further 25 will be tutored for a November re-sit of their examination which, as in the UK, consists of a written paper under exam conditions and a role play.

Both Paul and Chris have found this experience a challenging one. They have had to overcome the fact that Malaysian succession laws vary significantly from those applying in the UK. This has led to them adapting the training to suit Malaysian circumstances.

Cultural issues and language difficulties have proved obstacles to overcome and the IPW trainers have also had to re-design the Amanahraya instruction taking form, which had severe limitations. This was changed prior to the last visit in August and an immediate improvement in the role play pass rate resulted.

Succession planning has now been put in place, so that on-going support for new staff can be delivered from full members in Malaysia, on a day-to-day basis.

Paul Sharpe says: "There is still much ground to cover in Malaysia, but we are delighted to have ten new full members from the Far East within the space of just six months. The students in Malaysia have worked hard to pass their examination and we are confident that we will have more Malaysian members after the November training."

Chris Heiberg adds: "There is huge potential for the IPW in the Far East and in other countries where succession law is largely based on UK law. The Malaysia experience has shown us that we can successfully develop an IPW overseas membership base, without compromising the standards that we expect of our members."

Details about the IPW can be found at www.ipw.org.uk and the Institute can be contacted on 08456 442042.

Paul Sharpe is a Willwriter based in Droitwich, where his company Willwriters and Probate Advisers Ltd offers expert advice to many clients needing help with their legacy arrangements. Chris Heiberg runs Peace of Mind Wills based in Liverpool, which provides a professional Willwriting service to clients across Merseyside.

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