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YOUR PARTNER IN PLANNED GIVING SUCCESS

eRate Newsletter | June 18, 2018

IRS DISCOUNT RATE: July 3.4%

Collecting IRA Beneficiary Gifts – A Death Defying Experience

PG Calc's March Featured Article discussed the challenges of making a charity the beneficiary of an IRA and other qualified plans upon the donor's death.The process of completing the beneficiary designation form is complicated and bureaucratic. And then there's the matter of collecting the proceeds after the donor's death.

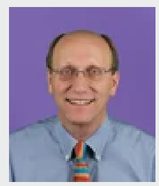
If you haven't read it yet, check out Jeff Comfort's two-part series on collecting IRA proceeds that ran in 2016 in *Planned Giving Today*. As Jeff notes, the essential problem is that IRAs are designed generally for the benefit of individuals, not corporate or charitable entities. That is the root of the problem of collecting IRA beneficiary gifts at the death of the donor.

In this month's article, Jeff Lydenberg, PG Calc VP of Consulting, discusses how to overcome the obstacles that complicate collection of charitable distributions from IRAs.

READ THE FULL ARTICLE | PRINT THE FULL ARTICLE

UPCOMING WEBINARS

Taxation Basics for Gift Planners

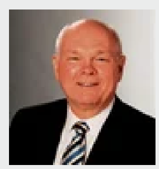


Presented by
Bill Laskin

Thursday,
June 28
1:00 - 2:30 pm ET

REGISTER

Fundamentals of Planned Giving Webinar Series



Presented by
Craig Wruck

Tuesday,
July 10, 17, 24, and 31
1:00 - 2:30 pm ET

REGISTER

UPCOMING TRAINING

Lead Trust School

June 21, Cambridge, MA

Planned Giving Manager

August 8-9, Boston, MA

GiftWrap

August 15-16, Cambridge, MA

VIEW

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- **Fiscal Year End? Time to Update Your Financial Information in *PGM* and *PGM Anywhere***
- **Compliance Reporting: PG Calc can prepare State Reserve and FASB Reports for you!**
- **PG Calc Conference and Unicorn Contest Update**
- **Baptist Mid-Missions Is a Long-Term and Loyal PG Calc Client**

Quick Tip: *Planned Giving Manager* Updated for New ACGA Rates

PG Calc has released an updated version of *Planned Giving Manager*, version 7.5A, which incorporates the ACGA suggested maximum rates for charitable gift annuities that will go into effect on July 1, 2018.

If your organization offers the current ACGA rates, your updated software will continue to use the ACGA rates that became effective January 1, 2012 for gift dates through June 30, 2018. Once you enter a gift date of July 1, 2018 or later, your software will automatically use the 2018 ACGA rates instead.

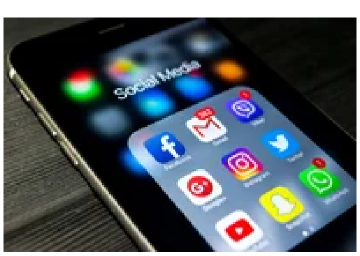
If your organization offers pre-2012 ACGA rates or custom rates, your software will continue to use those rates no matter what gift date you enter. If you would like to start using the 2018 ACGA rates on July 1 instead, configure your software to use the ACGA rates in effect on the date of gift by following the steps below.

In *PGM*:

1. On the menu bar, choose Customize > Gift Annuity Rate Tables
2. Click ACGA Rates Effective on Date of Gift
3. Click Done
4. To save your changes, choose File > Save Configuration in the menu bar, then click Save

In *PGM Anywhere*:

1. Click Customize on top right of screen
2. Click Calculation Options on left
3. Click Gift annuity rate table menu, then choose ACGA rates effective on date of gift
4. Click Done
5. Click Close Customize on left



Marketing Corner: Social Media Then and Now

Eight years ago, I wrote a post discussing the role of social media in planned giving based on an interview with Beth Kanter, a leading expert on the use of social media by non-profits. It's amazing how much and how little has changed in that time. While social media has taken off for outright giving, it remains primarily a vehicle for engagement and stewardship for planned giving.

READ MORE

Photo by rawpixel on Unsplash

Sign Up for Craig Wruck's *Fundamentals of Planned Giving* Webinar Series Today!

PG Calc is excited to be hosting Craig Wruck's *Fundamentals of Planned Giving* webinar series. Craig will present the first of four weekly 90-minute sessions on July 10. Over the four presentations, Craig will cover tax fundamentals, basic planned giving methods, assets used for charitable contributions, and advanced planned giving methods. Don't miss this convenient and economical opportunity for you and your colleagues to learn the basics of planned giving from a nationally-prominent expert and widely-admired teacher!

REGISTER

Photo by Steven VanDesande Jr on Unsplash

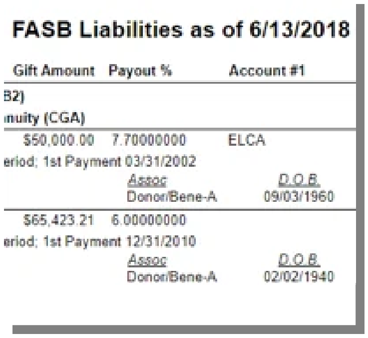
Fiscal Year End? Time to Update Your Financial Information in *PGM* and *PGM Anywhere*

For many non-profit organizations, June 30 marks the end of the fiscal year. As soon as your audited financials are available, update your organization's financial information in *Planned Giving Manager*.

1. On the menu bar, choose Customize > Organization Information
2. Double click the organization name or click Edit
3. Click Next until you see a window that starts with "Gift Annuity Disclosure Statement"
4. Revise information on the charity's total invested funds, including the date of valuation, amount, types of investments, gift annuity reserve information and policies, etc.
5. To save your changes, choose File > Save Configuration in the menu bar, then click Save

Update this same information in PGM Anywhere as follows:

1. On the icon bar, choose Customize
2. Click to the left of the organization name
3. Click the "Gift Annuity Disclosure Statement" title bar to expand this section
4. Edit the financial information and click Save

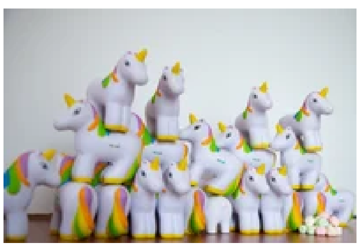

FASB Liabilities as of 6/13/2018

Gift Amount	Payout %	Account #1
B2)		
nuity (CGA)		
$50,000.00	7.70000000	ELCA
eriod; 1st Payment 03/31/2002		
	Assoc Donor/Bene-A	D.O.B. 09/03/1960
$65,423.21	6.00000000	
eriod; 1st Payment 12/31/2010		
	Assoc Donor/Bene-A	D.O.B. 02/02/1940

Compliance Reporting: PG Calc can prepare State Reserve and FASB Reports for you!

The end of the fiscal year means reporting deadlines are in sight. Ensuring your planned giving program adheres to the requirements of state regulations and FASB rules is a complex undertaking. Let PG Calc help you create state reserve reports for charitable gift annuities and FASB liability reports for all life income gifts. These reports provide reasonable estimates of the total future payment obligations by using the appropriate mortality tables, valuation rates, and mathematical modeling. We have the expertise to help you stay in compliance.

For more information about our Compliance Reporting services, visit the Compliance Reporting page on our website or contact Chris Lee at 888-474-2252 or clee@pgcalc.com.



PG Calc Conference and Unicorn Contest Update

PG Calc unicorns continue to be on the move and popular. With over 400 unicorns handed out in the month of May, we continue to hear such comments as “best swag ever!” That being said, we still need more entrants in the contest - we need you! So if you submit your take on how PG Calc is like a unicorn, you could win a free year of *PGM* or $735 off your *Marketing Services* package. Unicorns will be available at conferences (in Vermont and Colorado in the summer months) as well as at PG Calc training sessions in June and August. We look forward to seeing you there, and in the interim, keep being magical!

READ CONTEST RULES

Baptist Mid-Missions
ADVANCING THE GOSPEL WORLDWIDE

Baptist Mid-Missions Is a Long-Term and Loyal PG Calc Client

Baptist Mid-Missions, based in Cleveland, Ohio, provides support services for 750 missionaries around the world. Although they’ve been in existence since 1920, their planned giving program started about 1988.

Baptist Mid-Missions recently launched a legacy program, the Enduring Grace Society, to encourage people to establish an estate plan. Their gift annuity program has over 100 current agreements and is valued at $3.75 million.

BMM began using PG Calc's *Planned Giving Manager* almost from the beginning of the program. As the program expanded, BMM decided that PG Calc's *GiftWrap* would provide an effective way to manage all the information associated with its gift annuities. Rarely does a week go by when they do not access *GiftWrap* for information.

About 2 years ago, a PG Calc marketing analyst evaluated the planned giving page on the BMM website and provided helpful suggestions. With a small support staff, BBM found it difficult to implement the changes necessary. That's when they turned to PG Calc's *Marketing Services*. In a short time, BBM went from having a static, one-page summary for gift planning, to a dynamic, interactive, multi-page website.

Kathy Armstrong, Gift Annuity Specialist at BMM, had this to say about PG Calc and its services:

> *"Through the years, PG Calc has been a valuable resource. Not only are the computer programs invaluable, but support staff at PG Calc are always friendly, quick to respond, and willing to assist our efforts in planned giving."*

Learn more about Baptist Mid-Missions.

Learn more about PG Calc *Marketing Services*.

PG Calc

Sales: info@pgcalc.com 888-497-4970

Support: support@pgcalc.com 888-474-2252