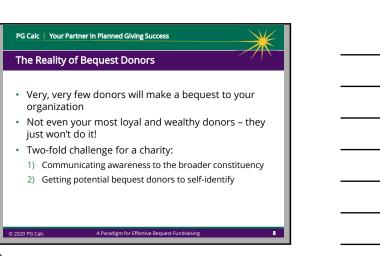


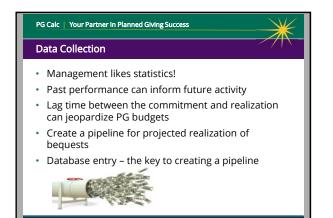
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Discussion Topics

- How many of your donors will do a bequest?
- Assessing your bequest program
- Fundamentals of bequests
- Identifying bequest donors The Marketing Funnel
- Talking to donors about bequests entering the conversation
- Legacy society and recognition
- Realized bequests pitfalls during administration

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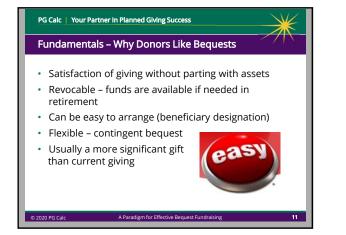
Data Collection

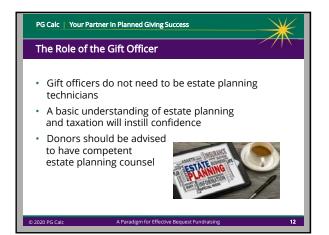
- Projecting a pipeline of future bequest receipts
- 10-year history of bequest receipts
- Legacy society stagnant or growing
- Average age for bequest commitment notification

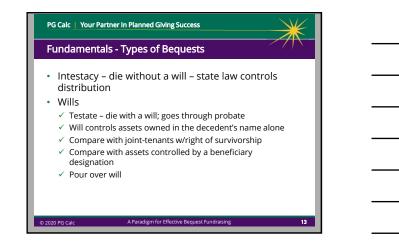
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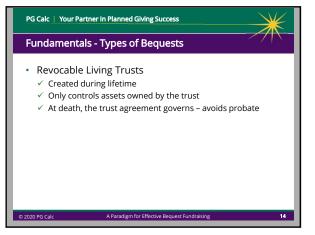
- Average time between notification and realization
- Previous PG budgets vs. Current PG income
- Known vs. Unknown bequests

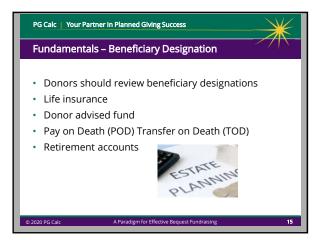
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PG Calc | Your Partner In Planned Giving Success Beneficiary Designations - Retirement Accounts Retirement accounts [IRA, SEP IRA, 401(k), 403(b)] Income in Respect of a Decedent (IRD) Income to which decedent was entitled, but never received and was never taxed Inherited IRA - Deceased donor's IRA can be rolled over to an "inherited IRA" - no tax due when rolling over

- Individual beneficiaries will owe income tax when distributions are received from retirement accounts
- Charities owe <u>no</u> taxes when they receive distributions from retirement accounts

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PG Calc Your Partner In Planned GlvIng Success SECURE Act and IRAs SECURE Act effective 1/1/2020 Inherited IRAs can no longer be distributed over the life expectancy of the beneficiary – the "Stretch IRA" is now limited (some exceptions, such as surviving spouse) Beneficiaries must take their entire distribution within a 10-year period – a tax hit for beneficiaries Donors should review beneficiary designations and

 Donors should review beneficiary designations and consult advisors

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Example – IRD Asset Gift

- If a donor wants to leave \$25,000 to a favorite charity and \$25,000 to an individual, it's generally preferable to leave \$25,000 of retirement fund assets, such as an IRA, to the charity. Charity pays no taxes.
- Other assets, such as cash or securities outside of retirement accounts, should be left to the individual.
- The opposite approach would be fine for the charity, but not as good for the individual.

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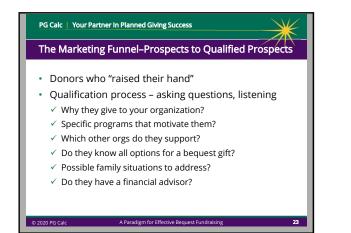
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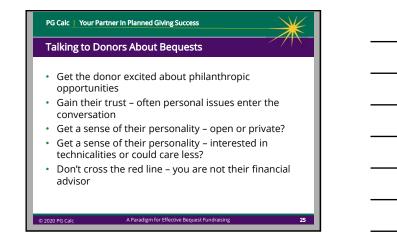


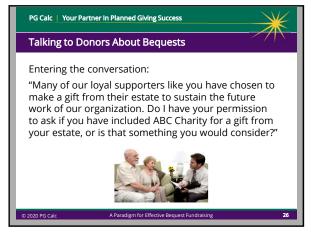


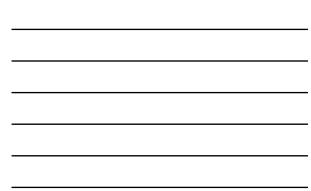


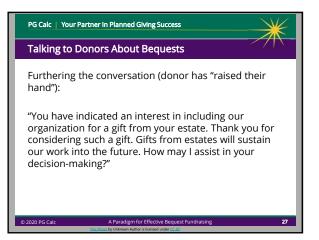












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Talking to Donors About Bequests

- When the donor says: "I've done this"
- Exploring their commitment

"Thank you for including ABC Charity in your estate plan. Gifts from estates are important to our future. Do I have your permission to ask you a few questions about your gift so we can be sure we use your gift as you wish?"

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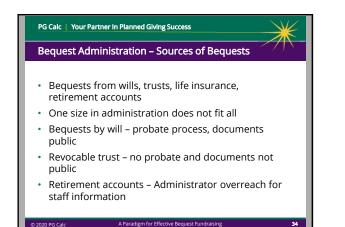


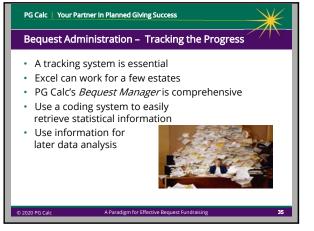
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The Legacy So	ciety – Membership Form	X
*	Legacy Society Member Survey	
PG Calc	MEMBERSHIP FORM	
	entment of forward thinking donors who have provided for the future of the Charity in the ment plan and the insurance designations, He income gifts, or other planned gifts. With ou the Legacy Society.	
Address		
Phone number	Email	
I/We wish to be referred	to as	
in any donor recognition mate	rials. My date of birth is	
Include my spouse/partne		
as a member. My spouse/part	ner's date of birth is	
I/We wish to remain anor	nymous and do not wish to be recognized publicly at this time.	
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Bequest Administration - Documents for the File

- Copy of entire will or trust, mandatory if residuary bequest
- Paragraph in will or trust if pecuniary or specific bequest
- Inventory 30-60 days, ordinarily after notice of estate
- Family Acknowledgment Form supplied by the charity

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- Appraisal for real estate if charity gets a portion of proceeds
- If residuary bequest detailed accounting
- Receipt and Release

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PG Calc | Your Partner In Planned Giving Success Bequest Administration - Restrictions Will or trust - are there restrictions Restrictions - can the charity honor the restriction Consult charity counsel and Personal Representative if issues

- Does state Attorney General need to be consulted?
- Judicial action may be required



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