



## Bequests – Stewardship and Administration



Date: March 28, 2013  
Time: 1:00 – 2:30 Eastern Time  
Presenter: Alison O'Carroll  
Senior Consultant  
PG Calc





## Introduction

Why be concerned about stewardship,  
administration, and measurement?

We already have the gift...right?

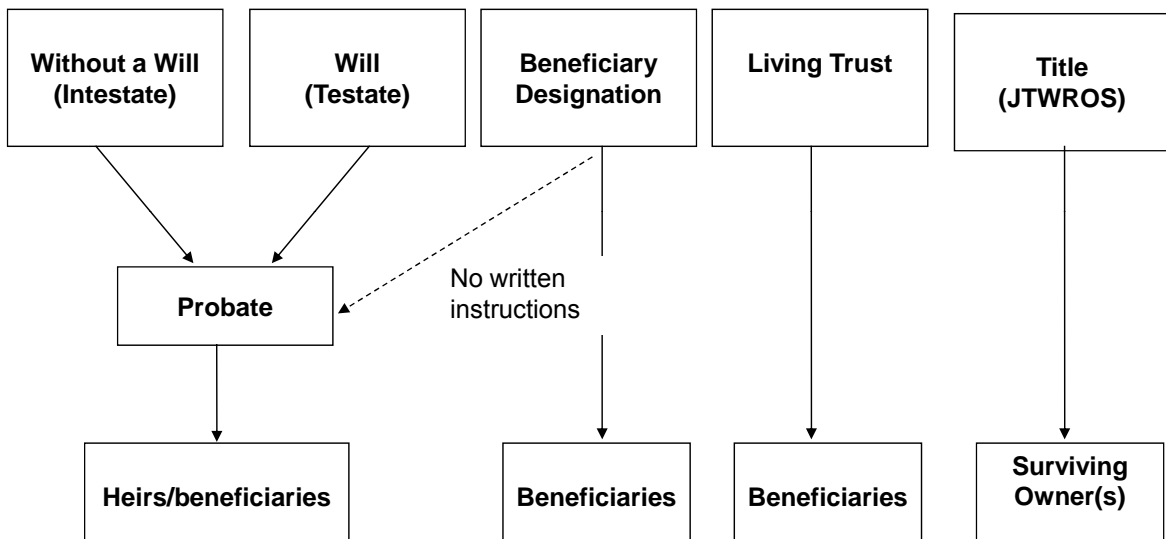


## Introduction

- I. Bequest Fundamentals
- II. Stewardship
- III. Administration
- IV. Measurement



# I. Fundamentals: Ways to Distribute Assets Upon Death





## “Non-Probate” Doesn’t Mean “Non-Taxable”

### TAXABLE ESTATE

#### Probate Estate

- Prop. owned in your name only
- Prop. owned as tenant in common
- Payments owed to your estate because of your death
- Proceeds payable to your estate, from life insurance policies and retirement plans

#### Non-Probate Estate

- Real estate and bank accounts held in joint tenancy
- Bank or brokerage accounts “pay/transfer on death”
- Life insurance proceeds/retirement benefits payable to named beneficiaries
- Property held in trust
- Property given to charity in exchange for a life income arrangement



## I. Fundamentals: Types of Bequests

- **Pecuniary:** “I give the sum of \$X”
- **Specific:** “I give 100 shares of XYZ Corp. stock”
- **Residual:** “I give [all or \_\_\_ percent] of the residue of my estate”
- **Contingent:** “If my spouse does not survive me, I give...”



## II. Stewardship – Benefits

- Right thing to do
- Keep bequest in place
- Increase bequest amount
- Result in additional planned gifts
- Accelerate bequest
- Additional, possibly larger outright gifts



## Stewardship

Stewardship begins the moment your **non-profit** is informed of the bequest gift – be prepared

- What happens before the good news gets to you?
- How does it get to you?
- Respond in a timely manner





## Stewardship: Donor Acknowledgment

### Upon Notification of Gift Intention

- Within 24 hours: contact donor
- Within 2-4 days: send LS welcome letter with Gift Notification Form ([Appendix A](#))
- Within 1 week: data entry
- Within 2 weeks: thank you call or letter from President/CEO or Board member



## Stewardship: What Next?

Deepen relationship through ongoing contact:

- Cards
- Phone calls
- Personal visits
- *Insider's Report* / quarterly letter (Appendix D)
- Interview for donor story, testimonial, quote
- Meetings with others in the organization
- Legacy society activities



## Stewardship: Consider a Legacy Society

- Formalizes stewardship
- Donors feel part of a special community
- Provides an avenue for donor recognition
- Marketing benefits





## Legacy Society: Are You Ready?

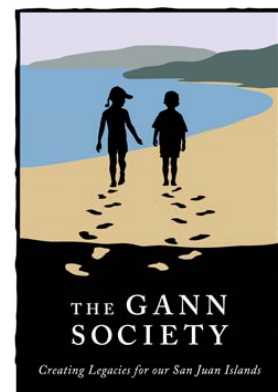


- Resources to commit?
- Known PG donors?
- Prospects for reasonable growth?



## Legacy Society – Key Aspects

1. Membership Standards
2. Membership Benefits
3. Donor Recognition
4. [Annual] Event





## 1. Legacy Society: Membership Criteria

### Be Inclusive



- Contingent Bequest Donors
- Go easy on required documentation



## 2. Legacy Society: Membership Benefits

- When deciding upon benefits to offer, keep in mind
  - they serve multiple purposes
  - quality not quantity is important
  - be consistent
- Offer 1+ “standard” benefits (Appendix B)
- Add 1-2 “unique” benefits (Appendix C)



# Legacy Society: Membership Certificate







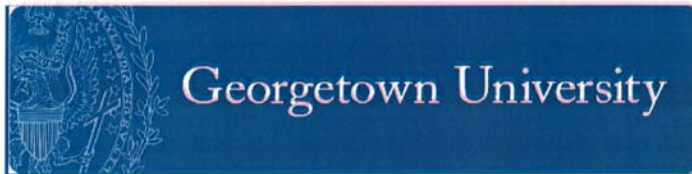
### 3. Legacy Society: Member Recognition

- Use multiple channels to recognize donors
- Consider deceased members
- Decide if gift size matters





## Recognition E-mail



We are pleased to welcome the newest members of the Georgetown Legacy Society. The Legacy Society honors those who have included the University for a gift in their estate plans (bequests by will or trust, retirement plan designations, life income gifts, etc.) These thoughtful estate commitments help to ensure Georgetown's excellence, for generations to come. For a list of the newest members, a full list of members and more information on the Legacy Society, [click here](#). If you would like to become a member or would like further information, please let us know by replying to this email. We would be honored to welcome you to the Georgetown Legacy Society!

**YOUR LEGACY.  
OUR GRATITUDE.**





## 4. Legacy Society: [Annual] Event

- Focus is on quality
- Choose the size that fits you best
  - Coffee and pastries with the President
  - Tour of your facility
  - Reception with Board members
  - Luncheon
  - Afternoon tea
  - Dinner



## Legacy Society [Annual] Event

- Primary goal: thank donors and help them to feel part of a special group
- Secondary goals: educate about organization's work, create a greater level of involvement
- Do NOT solicit or introduce new gift ideas
- DO invite prospects, professional advisors, estate executors, family members



## Annual Event –The Pride Foundation

### Grant making (incl. scholarships) organization

- Held at a private home, evening
- Wine and heavy hors d'oeuvres
- Evaluate 3 grant applications
- Choose one through collaborative process
- Great follow-up: thank you letter from recipient





## Stewardship: Other Activities

- Some of the best stewardship and recognition activities are regular, ongoing personal contacts

**The Challenge:** Have at least one substantive contact with each bequest donor each year

- Interview for donor story
- Invite to other activities/events at the non-profit (distinguish)





## Stewardship: How to Accomplish?

- Determine what you can do, given resources
- Start small and build
- Use volunteers
- Integrate into existing efforts at non-profit

**Have a plan**



## Stewardship: Puget Sound Blood Center

### The Situation

- Some planned giving activity in the past
- Heritage Society – 30 members
- Very little activity/contact for years
- One fundraiser, doing PG part time





## Stewardship: Puget Sound Blood Center

### The Action

- Personal contact via e-mail, phone, visits
- HS certificate developed
- “Partners in Life” quarterly events around the sound
  - One-page HS newsletter
  - Brief explanation of the HS
  - HS member shared story
  - Asked to consider such a gift



# PSBC: Heritage Society Newsletter

## Heritage Update

The Future of Health and Well-being Throughout the Community

**Special Edition**

**Inside This Issue**

- Remembering Mom
- What is the Heritage Society?

La Conner mother, Rae Allen with her mother, Lorena

### Daughter Donates to Platelet Research

Heritage Society member Arieta "Rae" Allen of La Conner recently made a generous gift to a program at PSBC that is close to her heart: platelet research. Rae's mother, Lorena Honeycutt, passed away only six months after a diagnosis of Myelodysplastic Syndrome, a blood disorder known as "pre-leukemia" for which platelet transfusions are important treatments. Unfortunately, Lorena's body began rejecting the platelet therapy.

In Rae's words: *"My mother was a vital woman she hunted, fished, crabbed, and clammed along the ocean shore...I wish you could have seen her face when she caught a fish. She would grin like a five-year-old. She went from this energetic, active woman to a person whose spirit wasn't crushed, but whose body was just a shell. It was hard to see over such a short period of time."*

Rae was inspired to give when she discovered that the PSBC Research Institute is currently investigating the very condition that caused her mother's premature death - platelet rejection. Rae has pledged to match dollar for dollar all gifts to platelet research made through the end of the year.

*"I am glad to be a part of the Heritage Society and to give gifts now, too."*

To see Rae talk about her mother and why she supports PSBC, or to join her in funding platelet research, visit [psbc.gecko.com/campaigns](http://psbc.gecko.com/campaigns).

#### Did you know?

Your IRAs, 401(k)s, annuities, and life insurance policies are distributed according to the beneficiary you select, **not** based on your will. If you have an account like these, call your account manager and verify that you have accurate beneficiaries listed. Otherwise, IRA funds roll into your probated estate and heirs can be hit with a larger tax burden.

#### At your service!

End of life concerns about finances are difficult to talk about. Puget Sound Blood Center has a network of professionals to evaluate your estate needs and give you unbiased advice. Contact Jeannine Galloway, ND At (206) 398-5967 to discuss some options.

Heritage Update: The Future of Health and Well-being Throughout the Community

PAGE 2

### What is the Heritage Society?

A number of years ago, several longtime blood donors and financial supporters of Puget Sound Blood Center came together with a shared desire to build a bridge to the future. They were grateful to live in a community with such wonderful health and wellness services.

They wanted to lay a foundation so that their children, grandchildren and great-grandchildren would have the same access to a safe and effective blood supply as they have had for nearly 70 years through the mission of Puget Sound Blood Center.

This group formed the Heritage Society — a recognition society for those who have placed the Blood Center in their will, created a charitable trust, or a charitable gift annuity.

You can save a life...not just today, but also in the future through your estate planning.

**Send in the bottom of this sheet via mail, or call Jeannine Galloway, ND at 206-398-5967 to talk about saving lives in the future.**

**CONTACT US:**  
Jeannine Galloway  
Heritage Society Manager  
Phone: 206-398-5967  
Email: [jeannine@PSBC.org](mailto:jeannine@PSBC.org)  
Web: [psbc.org/specialties](http://psbc.org/specialties)

Puget Sound Blood Center  
blood services | medical | research

Arieta Allen and her mother Lorena

**Yes! I support Puget Sound Blood Center's work to save lives.**

- Please note I have named Puget Sound Blood Center in my will.
- Please send me information on how to include Puget Sound Blood Center in my will.
- Please send me information on how to make a gift to Puget Sound Blood Center (that pays income for life to me and/or other persons).
- Please contact me, I'd like to discuss estate planning questions.

**Please send acknowledgment or information to:**

Home  Business

Name (N): \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Join the Heritage Society

**Blood Saves Lives!**

Mail this to:  
**PSBC Development**  
921 Terry Avenue  
Seattle, WA 98129



# PSBC: Heritage Society Member Certificate

Vision for the Future

*Heritage Society Member*

**George Jetson**

The Board of Trustees and staff of Puget Sound Blood Center thank you for your foresight and commitment to our mission – *saving lives, through research, innovation, education and excellence in blood, medical and laboratory services, in partnership with our community.*

*Thank you for remembering the Blood Center through your planned giving.*

\_\_\_\_\_  
Nancy Sclater, Chair  
Board of Trustees

\_\_\_\_\_  
James P. AuBuchon, MD, FCAP, FRCP (Edin)  
President and CEO

\_\_\_\_\_  
Michael Cheever  
Director of Development

\_\_\_\_\_  
Jeanne Galloway, ND  
Planned Giving Officer



## Stewardship: Puget Sound Blood Center

### The Response

- After a “Partners in Life” event, family contacted PGO. Let her know PSBC was in their will, now increasing gift from 5% to 25%, and additional gifts are being discussed
- HS member that had *never* been visited. PGO reached via e-mail, eventually visited (HS member certificate). Donor attended “Partners in Life” event, later met Director. Specific bequest left in will and another (residual) gift added
- Uncovered great donor story to inspire others



### III. Estate Administration - Overview

Bequest administration is the process of reviewing documents, providing needed information, monitoring progress, and stewardship.



## III. Estate Administration - Overview

### Benefits to Effective Administration

- **Ensure receipt of maximum gift in a timely way**
- Encourage others to make their own bequest gift
- Build stronger relationships with advisor community
- Closer relationship with other non-profits





### III. Estate Administration - Mechanics

- Will – probate, personal representative (PR)/ executor/administrator, probate assets, public record and process
- Living Trust – trustee, non-probate assets, no formal court supervision, no public record
- Beneficiary Designation – non-probate assets, death certificate, plan administrator or company



### III. Estate Administration - Mechanics

To do estate administration well, need:

- Basic understanding of the process
- Robust “tickler” system
- Good hard files and electronic records





### III. Estate Administration – Documents and Timing

#### Timing - reasonable expectations

- Non-taxable estate: 9-12 months
- Subject to estate tax: 16-18 months
- Factors affecting timing
  - Scattered assets, heirs
  - Assets difficult to value, sell
  - Hard to sell assets
  - Creditor issues, family disputes



### III. Estate Administration - Documents

#### Documents

- Notice of Appointment / Letters of Administration / Letters Testamentary
  - Starts the process
  - 30-40 days after decedent's death to file the will
  - Often includes copy of will
  
- Inventory and Appraisement / Valuation
  - 30 days from PR's appointment
  - Residual beneficiary – generally entitled to receive



### III. Estate Administration - Documents

- Petition for Discharge and Final Accounting
  - Closes the estate
  - 12 months from date PR appointed
  - Objections filed within 30 days
  - PR distribute promptly after that
  
- Notice to Creditors
  - Individual notice when known – 30 days to respond
  - General publication when not – 3-4 months to file
  - No distributions until after time elapsed



### III. Estate Administration – Internal Admin

- Have one point person
- Initial response - be prepared
  - Template letter to attorney
  - Letter to PR
  - Letter to family / friends
- Practice good stewardship
  - Additional thank you letters, interim and final
  - Stewardship report a year later
  - Invitation to legacy society event
  - Invite PR to your non-profit



### III. Estate Administration – Internal Admin

Don't Forget! Have a reminder (“tickler”) system

- Squeaky wheel gets the grease
- Specific bequest:
  - Review: 5-6 months
  - Second review, if needed: 4-6 months (so, 9-12 month mark)
- Residual bequest:
  - Review: 5-6 months for inventory copy
  - Review: 5-7 months after (10-13 month mark)
  - If federal tax return due: final review at 18 month mark
  - Contact in between



### III. Estate Administration – Internal Admin

- Disclaimer date: 9 months
- Policy considerations
  - Who is authorized to sign?
  - Aggressive vs. understanding
  - Process for questions
  - When to engage legal counsel?



### III. Estate Administration – Internal Admin

- Files and checklists
  - Open new file for each gift
  - Estate Gift Information Sheet (Appendix G)
  - Checklists: opening and closing an estate (Appendix G)
  - Keep everything!
  - Hard file vs. electronic

**Estate Profile**  
**Richard Starkey (Deceased) and spouse Barbara Starkey (Deceased)**  
Charity: Auburn Historical Society (AUBURN)

**Donor :** Mr. Richard Starkey (DOB 07/07/1940, DOD 10/01/2012)  
100 Mulholland Drive  
Los Angeles, CA 987622

**Spouse:** Mrs. Barbara Starkey (DOB 04/29/1942, DOD 10/01/2012)  
100 Mulholland Drive  
Los Angeles, CA 987622

Phone: 919-773-1288  
SS Num: 748-30-9843

Phone: 919-773-1288  
SS Num: 664-47-7336

**Legacy Society Memberships:** The Auburn Legacy Society,

*There is 1 bequest gifts with a total estimated distribution of \$250,000.00*

Gift Key 3 -- Bequest Status: Partial Distribution

Gift Date:	07/08/2009	Gift Amount:	\$250,000.00	Account 1:	
Transfer Type:	Ben Desig	Gift Probability %:	100%	Account 2:	
Restriction Type:	Pecuniary	Amount times %	[\$250,000.00]	Account 3:	
Percentage of Estate:	0%	Notification Date:	10/16/2012	Account 4:	
Bequest Asset:	Retirement Asset	Confidence Level:	Very Likely	Account 5:	
Asset Description:	2 separate retirement accounts			Anonymous:	No
Date of Notice of Estate Filing:	10/25/2012	Bequest Known in Advance:	No		
Estimated Close Date:	12/31/2012	Bequest Rejected:	No		
Account Closed Date:					

Gift Name : Starkey Bequest - to benefit Historical Preservation

Distribution Date	Amount	Description
10/29/2012	\$148,000.00	Account ending in 4567
<b>Total Distributions:</b>	<b>\$148,000.00</b>	

Purpose: Preservation of historical buildings and furniture



## Estate Profile (continued)

### *Contacts*

<u>Contact Date</u>	<u>Contact Description</u>
10/31/2012	Received partial distribution. Expecting final distribution before end of year.
10/30/2012	Bequest Status changed from In Process to Partial Distribution For Gift Key 3
10/30/2012	Sent letter "Attorney_Confirmation" to Beverly Sternberg
10/30/2012	Bequest Status changed from Notification to In Process For Gift Key 3
10/17/2012	Bequest Status changed from Intention to Notification For Gift Key 3
06/14/2012	Saw Barbara and Richard at Spring fundraiser.

### *Estate Advisors*

(EXECUTOR -Executor)

Mrs. Beverly Sternberg  
Sternberg, Sternberg and Dobbs  
2452 Michigan Avenue  
Suite 4500  
Chicago, IL 92713

Phone: 657-869-3900  
Fax:  
Email: Sternbergb@SSD.com

### Bequest Summary by Transfer Type

Gift Date	Gift Key	Asset/Type	Account #1	Bequest Status	Notification Date	Gift Amount	Probability %	Amt * Probability
<b>Auburn Society (AUB)</b>								
<b>Transfer Type: Beneficiary Designation</b>								
12/1/2012	19	Retirement Asset Pecuniary	abc	Notification	12/10/2012	\$7,500.00	100.00	7,500.00
	<u>Association</u>	<u>Name</u>	<u>SS Number</u>	<u>D.O.B.</u>	<u>Status</u>	<u>D.O.D.</u>	<u>Person Key</u>	
	Donor	David Hughes	111-44-5555	7/12/1941	Current		24	
							<b>Number of Bequest Gifts:</b>	1
							<b>Total Gift Amount:</b>	\$7,500.00
							<b>Total Amt * Probability:</b>	\$7,500.00
<b>Transfer Type: Will</b>								
5/20/1999	2	Cash Specific		Intention		\$110,000.00	100.00	110,000.00
	<u>Association</u>	<u>Name</u>	<u>SS Number</u>	<u>D.O.B.</u>	<u>Status</u>	<u>D.O.D.</u>	<u>Person Key</u>	
	Donor	Joseph Verdi	123-23-4345	10/10/1929	Current		3	
6/25/2002	18	Cash Pecuniary		Notification	8/12/2002	\$78,000.00	100.00	78,000.00
	<u>Association</u>	<u>Name</u>	<u>SS Number</u>	<u>D.O.B.</u>	<u>Status</u>	<u>D.O.D.</u>	<u>Person Key</u>	
	Donor	Kurt Stevens	330-99-8877	4/23/1924	Current		23	
5/4/2009	6	Tangible Property Specific		Intention		\$30,000.00	75.00	22,500.00
	<u>Association</u>	<u>Name</u>	<u>SS Number</u>	<u>D.O.B.</u>	<u>Status</u>	<u>D.O.D.</u>	<u>Person Key</u>	
	Donor	Thomasina Edison	738-93-7573	8/18/1932	Current		10	
8/9/2009	8	Cash		Intention	9/6/2012	\$10,000.00	50.00	5,000.00
	<u>Association</u>	<u>Name</u>	<u>SS Number</u>	<u>D.O.B.</u>	<u>Status</u>	<u>D.O.D.</u>	<u>Person Key</u>	
	Donor	Elizabeth Paternore	484-84-8484	4/15/1924	Current		13	
4/25/2011	16	Cash Pecuniary		Intention		\$50,000.00	100.00	50,000.00
	<u>Association</u>	<u>Name</u>	<u>SS Number</u>	<u>D.O.B.</u>	<u>Status</u>	<u>D.O.D.</u>	<u>Person Key</u>	
	Donor	Elizabeth Paternore	484-84-8484	4/15/1924	Current		13	
	Donor	Andrew Paternore	008-99-3445	10/7/1943	Current		22	
							<b>Number of Bequest Gifts:</b>	5
							<b>Total Gift Amount:</b>	\$278,000.00
							<b>Total Amt * Probability:</b>	\$265,500.00
<b>Auburn Society (AUB)</b>							<b>Number of Bequest Gifts:</b>	6
							<b>Total Gift Amount:</b>	\$285,500.00
							<b>Total Amt * Probability:</b>	\$273,000.00

12/3/2012

Bequest Summary by Transfer Type

1



### III. Estate Administration – Considerations

- Level of diligence required - depends on type of gift
- Residual Gift – antennae should be up!
  - How estate taxes are paid
  - Fees – a veritable hornet’s nest
  - Uncommunicative PR
  - Estate attorney also serving as PR
  - Non-cash assets



### III. Estate Administration – Considerations

- Restricted Gifts – *cy pres* doctrine
- Review documents carefully and in timely manner
- Don't sign anything without understanding it, seeing underlying documents

**YOU CAN DO IT**



## IV. Measurement - Overview

Think about measurement around four areas

- Bequest program growing?
- Profile of a bequest prospect
- Case for support
- Forecasting



## IV. Measurement - Growth

- # of realized bequests
- \$ amount of realized bequests
- Average bequest amount
- Median bequest amount
- Type of bequest

## Program Overview and Statistics

### Gift Type: BEQ

#### Number of Gifts By Transfer Type:

(All Transfer Types)	15
Transfer By Will:	10
Transfer By RL.T:	3
Transfer By Ben Desig:	2

#### Number of Gifts by Bequest Status:

(All Bequest Statuses)	16
Beq Status Blank:	1
Beq Status Intention:	4
Beq Status Notification:	0
Beq Status In Process:	1
Beq Status In Probate:	2
Beq Status In Litigation:	1
Beq Status Partial Distribution:	2
Beq Status Full Distribution:	5

#### Total Gift Amount for Gifts without Distributions:

(All Gifts without Distributions)	\$1,885,002.00
Beq Status Blank:	\$1.00
Beq Status Intention:	\$560,001.00
Beq Status Notification:	\$0.00
Beq Status In Process:	\$250,000.00
Beq Status In Probate:	\$750,000.00
Beq Status In Litigation:	\$325,000.00

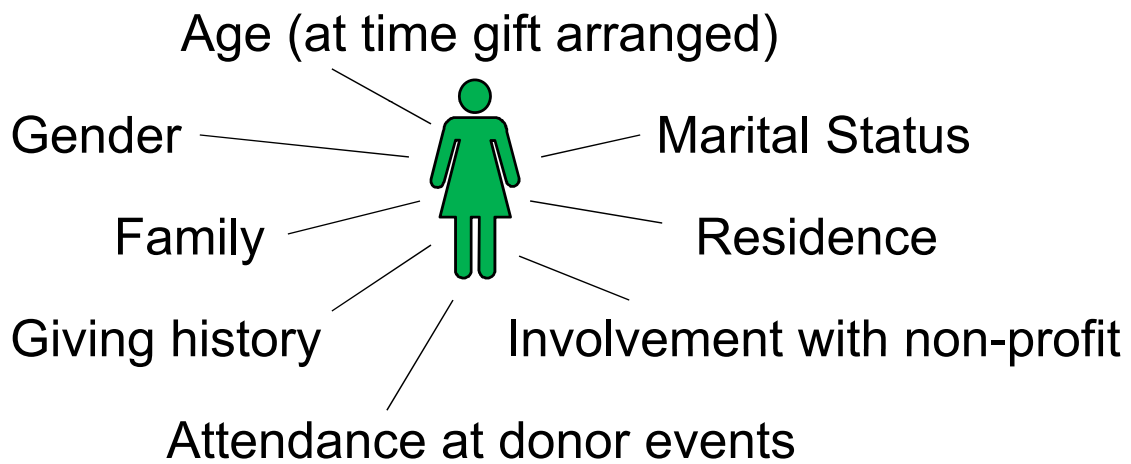
#### Total [Gift Amount \* Probability %] for Gifts Without Distributions:

(All Gifts without Distributions)	\$1,154,750.25
Beq Status Blank:	\$0.00
Beq Status Intention:	\$133,500.25
Beq Status Notification:	\$0.00
Beq Status In Process:	\$225,000.00
Beq Status In Probate:	\$487,500.00
Beq Status In Litigation:	\$308,750.00



## IV. Measurement - Profile

Who are your most likely bequest prospects?







## IV. Measurement – Build Support

Compare size of bequest to donor's lifetime giving

Total Estate Value	Annual Giving Multiple
< \$100,000	0.15
\$100,000 – < \$500,000	1.89
\$500,000 – < \$1,000,000	3.73
\$1,000,000 – < \$5,000,000	8.12
\$5,000,000+	11.65
<b>TOTAL</b>	<b>5.07</b>

Research by Russell N. James, III, J.D., Ph.D., CFP, Director of Graduate Studies  
in Charitable Planning at Texas Tech University



## IV. Measurement – Build Support

- Compare size of bequest to donor's **average** annual gift
- Impact of bequest stewardship
  - Size of annual gift before and after notification
  - Additional planned gifts after notification
  - Increase in size of planned gifts after notification
  - Average size of bequest gift for those known vs. unknown



## IV. Measurement – Forecasting

**The Question:** What is coming and when?

- Amount expected by year
  - Estates in progress
  - Bequest expectancies
- Slice and dice
  - Present value
  - Mortality assumptions
  - Probability of receipt

**Projected Remainder Amounts by Year as of 12/03/2012 based on the 2000CM Table**

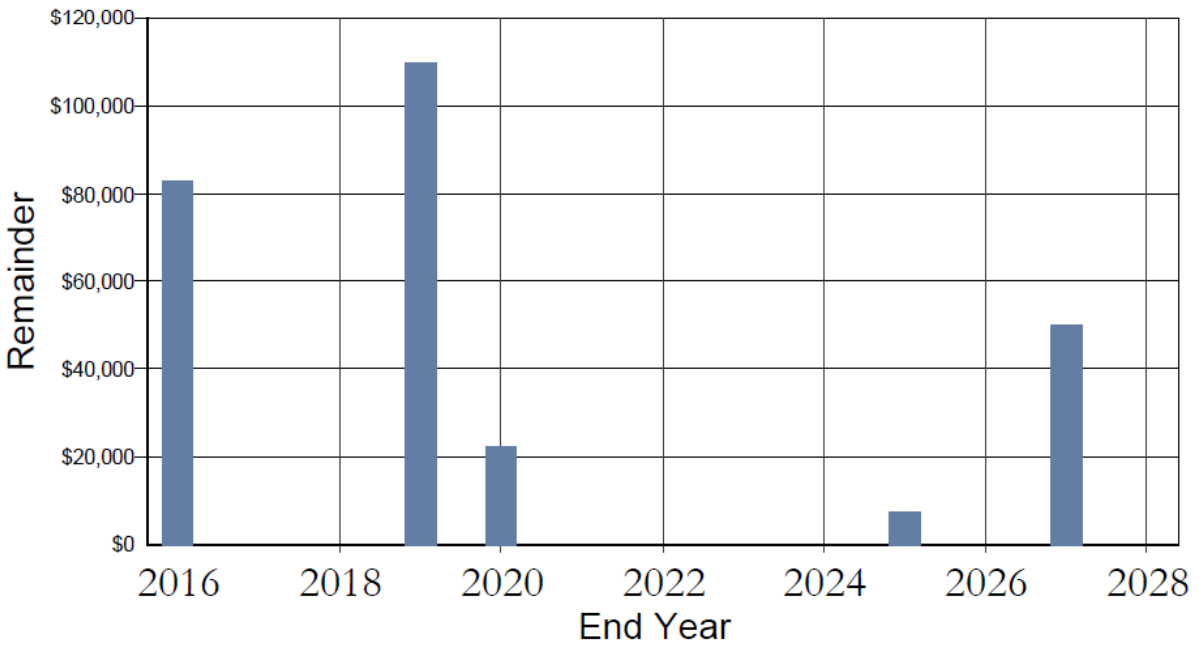
Year	Gift Type	Gift Key	Account #1	Tot Gift Amount	Market Value	Projected Value	PV @ 2%	PV @ 4%	
<b>Auburn Society (AUB)</b>									
<b>12/4/2016 - 12/3/2017</b>									
	BEQ	8		\$10,000.00	N/A	\$5,000.00	\$4,573.72	\$4,191.02	
	BEQ	17		\$1.00	N/A	\$0.00	\$0.00	\$0.00	
	BEQ	18		\$78,000.00	N/A	\$78,000.00	\$71,349.98	\$65,379.95	
			<i>BEQ Totals</i>	\$88,001.00	N/A	\$83,000.00	\$75,923.69	\$69,570.97	
<b>12/4/2016 - 12/3/2017</b>				<b>Totals</b>	<b>\$88,001.00</b>	<b>N/A</b>	<b>\$83,000.00</b>	<b>\$75,923.69</b>	<b>\$69,570.97</b>
<b>12/4/2019 - 12/3/2020</b>									
	BEQ	2		\$110,000.00	N/A	\$110,000.00	\$94,818.13	\$81,967.68	
			<i>BEQ Totals</i>	\$110,000.00	N/A	\$110,000.00	\$94,818.13	\$81,967.68	
<b>12/4/2019 - 12/3/2020</b>				<b>Totals</b>	<b>\$110,000.00</b>	<b>N/A</b>	<b>\$94,818.13</b>	<b>\$81,967.68</b>	
<b>12/4/2020 - 12/3/2021</b>									
	BEQ	6		\$30,000.00	N/A	\$22,500.00	\$19,014.33	\$16,121.27	
			<i>BEQ Totals</i>	\$30,000.00	N/A	\$22,500.00	\$19,014.33	\$16,121.27	
<b>12/4/2020 - 12/3/2021</b>				<b>Totals</b>	<b>\$30,000.00</b>	<b>N/A</b>	<b>\$22,500.00</b>	<b>\$19,014.33</b>	<b>\$16,121.27</b>
<b>12/4/2025 - 12/3/2026</b>									
	BEQ	19 abc		\$7,500.00	N/A	\$7,500.00	\$5,740.62	\$4,416.84	
			<i>BEQ Totals</i>	\$7,500.00	N/A	\$7,500.00	\$5,740.62	\$4,416.84	
<b>12/4/2025 - 12/3/2026</b>				<b>Totals</b>	<b>\$7,500.00</b>	<b>N/A</b>	<b>\$5,740.62</b>	<b>\$4,416.84</b>	
<b>12/4/2027 - 12/3/2028</b>									
	BEQ	16		\$50,000.00	N/A	\$50,000.00	\$36,784.71	\$27,224.08	
			<i>BEQ Totals</i>	\$50,000.00	N/A	\$50,000.00	\$36,784.71	\$27,224.08	
<b>12/4/2027 - 12/3/2028</b>				<b>Totals</b>	<b>\$50,000.00</b>	<b>N/A</b>	<b>\$36,784.71</b>	<b>\$27,224.08</b>	
<b>Auburn Society (AUB)</b>					<b>Total Gift Amount:</b>		\$285,501.00		
					<b>Total Market Value:</b>		N/A		
					<b>Total Projected Value:</b>		\$273,000.00		
					<b>Total Present Value @ 2%</b>		\$232,281.49		
					<b>Total Present Value @ 4%</b>		\$199,300.83		
<b>Grand Total</b>					<b>Total Gift Amount:</b>		\$285,501.00		
					<b>Total Market Value:</b>		N/A		
					<b>Total Projected Value:</b>		\$273,000.00		
					<b>Total Present Value @ 2%</b>		\$232,281.49		
					<b>Total Present Value @ 4%</b>		\$199,300.83		

12/3/2012

Projected Remainder Amount by Year

1

Projected Remainder Amounts by Year as of 12/03/2012 based on the 2000CM Table



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Bequests -- Stewardship and Administration

53



## IV. Measurement - Report

Sara Week of 9/24/12

### Events

- Legacy list for Kimball event

### Stewardship/Cultivation.

- Sent illustration for charitable gift annuity or charitable remainder trust to Dr. and Mrs. S.
- Quarterly letter to Legacy Circle and prospects

### Notifications/Gifts

- Charitable gift annuity donor Mrs. B. set up a second CGA with a gift of \$12,000.
- Mrs. N. is planning to do another charitable gift annuity when she gets back from vacation in October.
- Received \$61,941.50, a partial distribution from the estate of Mrs. L.
- Ms. G. has confirmed that she has made KCTS a beneficiary on her retirement assets.

**\$ Received in FY13: \$CAN \$85,589.24 , \$US \$454,531.41**

- **US Expected: \$178,151.58**
- **US Unexpected: \$256,379.83**
- **CAN Expected: \$85,589.24**
- **CAN Unexpected:**



## Summary

Key Word: **STEWARDSHIP**

- Stewardship of the donor while living
- Stewardship of the donor after passing
- Stewardship of your bequest program



# Questions and Answers







## Still Have a Question?

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