



Planned Giving: Working with Estate Planners

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Important documents and what you are doing now

1. Incorporation documents and any name changes or dbas?
2. Copy of IRS determination letter
3. Recent 990
4. Annual reports
5. Beware of charitable solicitation registration requirements!

Highest priorities and current asks

1. Where are you in your campaigns?
2. Are your Board members contributing?
3. Simple bequest language?

Working with estate planners and accountants

1. Donor acknowledgement letters – less is more
2. Example of ILIT and accountant not willing to file a return allowing the deduction
3. Timing of receipt of gift
4. IRS form 8283 for noncash gifts

Written gift agreements

1. Intended purpose? Restricted use?
2. Irrevocable/Modifications
3. Binding or nonbinding
4. Gift amount
5. Recognition
6. Gift acceptance policy – timing of the committee?

Planned gifts

1. Copy of will/trust (redacted)
2. If not a qualified charitable organization, then a gift may pass to its successor in interest or a trustee may select another institution
3. CRTs
 - a. I cannot give you information on the amount in the trust without the client/donor's permission.
 - b. Also some CRTs allow the donor to revoke and change the charitable remainder beneficiaries so you may not receive anything

Private Foundation to Donor Advised Fund

1. These are sources for you to look at too
2. Stewardship is important
3. Next generation involvement

Split interest gifts

1. An undivided portion of the decedent's entire interest in property
2. A remainder interest in a personal residence or farm
3. A qualified conservation contribution (not favored currently by IRS)
4. A remainder interest in a charitable remainder unitrust, a charitable remainder annuity trust or a pooled income trust
 1. Early termination?

Tangible Property

1. Do you have a related use?
2. Example of depreciated property

Planning opportunities

1. In Respect of a Decedent Property – IRD
 - a. Qualified plans, savings bonds, IRAs, etc.
 - b. No step up in basis and income tax consequences so better to give it away

Any Questions?

Thank you!

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