



Everyone Leaves a Legacy

Jake Wilson
Relationship Manager
Texas Presbyterian Foundation



Jake Wilson
Relationship Manager
Texas Presbyterian Foundation

What is Legacy Giving?

- Charitable donation
- Estate-planning efforts
- Tax benefits
- Long-lasting impact
- Winning combination



It's Not Always Easy...



"I'm afraid he left everything to charity... Oh, I see. I take it your name's Charity?"



Today's Agenda

1. **WHY** is Legacy Giving So Important?
2. **HOW** Do I Make Legacy Giving a Focus for My Congregation?
3. **WHAT** Are the Best Legacy Giving Vehicles?



1. WHY is Legacy Giving so Important?



Transformational Ministry

- **For churches and members**
- **Healing**
- **Desire to make a difference**
- **Wounds of wealth**



Conclusive Economic Advantages

- Risk management
- Increased ROI
- Blue sky scenarios





Simplify and Expand Your Vision

- **Start with simple**
- **Ask the right questions**
- **Focus on inclusivity**



2. HOW Do I Make Legacy Giving a Focus for My Congregation?



 **TALK
ABOUT
IT!**

 **EDUCATE ALL
GENERATIONS**





● The
Best
Part?



Legacy Giving Conversations: Do's and Don'ts

DO

- **Mention the benefits of legacy giving**
- **Tell stories of other donors**
- **Work towards establishing relationships**
- **Have clear family-first messaging**
- **Express gratitude**

DON'T

- **Mention death (initially)**
- **Ask for a gift during initial conversation**
- **Use confusing language**
- **Try to participate in the will making process**



3. WHAT Are the Best Legacy Giving Vehicles?



Recommended Legacy Planning Tools

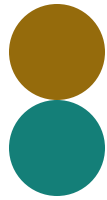
Bequest

Endowment

Donor Advised Funds

Charitable Gift Annuity

Charitable Trust

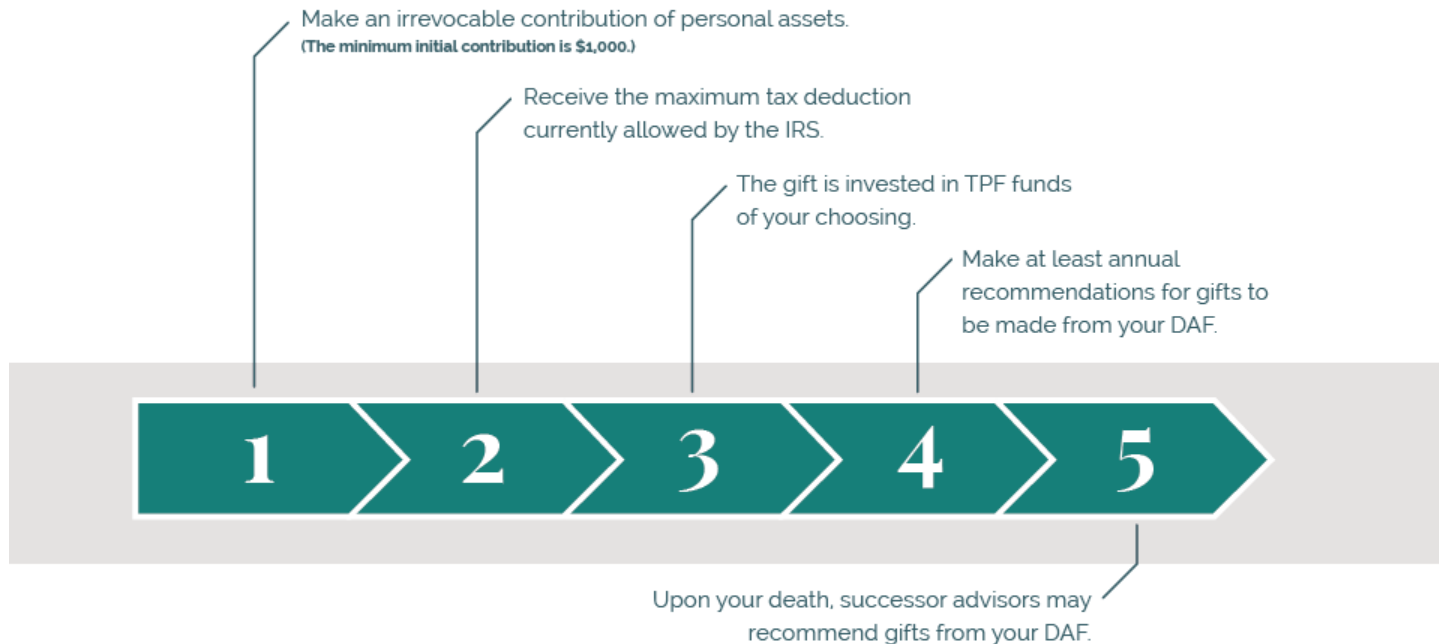


Simple, Flexible & Timely Donor Advised Funds

Let TPF help you establish a charitable gift that is simple, flexible, and timely and can impact your family for generations.

A Donor Advised Fund (DAF) is a low-cost, flexible vehicle for charitable giving. When you open a DAF with TPF, you make an irrevocable contribution to the account, you become eligible for an immediate tax deduction, and you may suggest distributions to the charitable organization(s) of your choice.

How a DAF Works



Why would you establish a Donor Advised Fund with TPF?

- ▶ Offers a flexible, timely way to give to various charitable organizations.
- ▶ Provides an immediate charitable tax deduction and may act as an offset to a significant taxable income event.
- ▶ Allows anonymous giving and could be an alternative to a private foundation.
- ▶ Facilitates a legacy of giving between generations.

Make a Difference Tomorrow, Today

Endowments

Is your goal to ensure that support of your favorite charity continues far into the future?

If so, TPF can help you create a permanent Endowment Fund to benefit this charitable organization for many years to come.

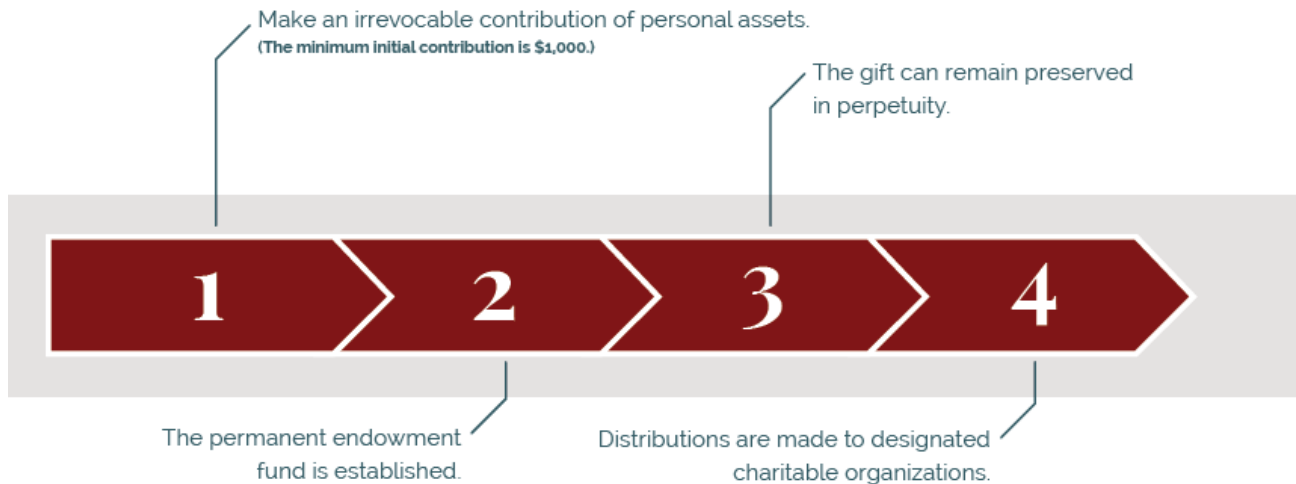
An endowment fund is a fund held by a charitable organization in which the donor has imposed a restriction that prohibits some or all of the fund from being spent currently. It is a permanent, trustee fund created with a tax deductible donation from a donor. To establish an Endowment, TPF requires an initial contribution of \$1,000.00. Endowments can be created by a donor during a lifetime or as part of a will.

TPF will work with you to execute an agreement that will meet your specific needs.

Benefits of an Endowment include:

- ▶ Carefully stewarded and professionally managed assets.
- ▶ The gift can remain preserved in perpetuity.
- ▶ Lasting legacy of giving created for generations to come.

How an Endowment Works



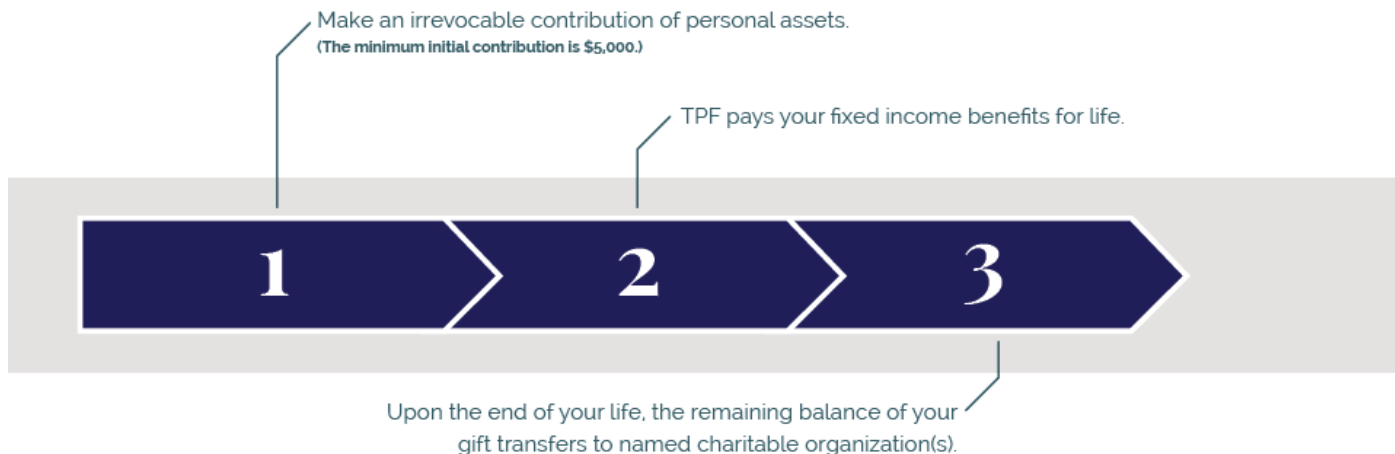
The Joy of Living & Giving

Charitable Gift Annuities

It's true, you can do both! A Charitable Gift Annuity (CGA) allows you to create a guaranteed stream of income for life with tax benefits that begin today, while at the same time leaving a legacy to your favorite charity for tomorrow.

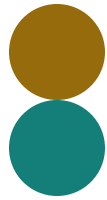
A Charitable Gift Annuity (CGA) is a simple contract that allows you to give a portion of your assets now, receive a guaranteed income for the rest of your life, and designate that the remaining assets are to be distributed to your favorite charitable organization(s) at the end of your life. TPF guarantees your lifetime income, even if the entire principal of the gift has been distributed. Additionally, a CGA could provide tax benefits to you.

How a Charitable Gift Annuity Works



Charitable Gift Annuity benefits allow you to:

- ▶ Receive a charitable tax deduction on a portion of the gift.
- ▶ Receive a portion of your distribution as tax free income.
- ▶ Reduce some of your capital gains taxes when funded with appreciated assets.
- ▶ Create a future legacy gift to charitable organization(s) of your choice.



Lasting Legacies

Charitable Remainder Trusts

A Charitable Remainder Trust established through TPF can help you meet your current financial goals and provide for meaningful stewardship of your assets in the future.

Powerful estate planning tools, Charitable Remainder Trusts are irrevocable trusts that allow donors to receive ongoing income for the remainder of their lives—and upon their death, could potentially include income for children or designated heirs. These trusts also allow donors to enjoy substantial tax benefits and provide generous gifts to organizations upon their deaths.

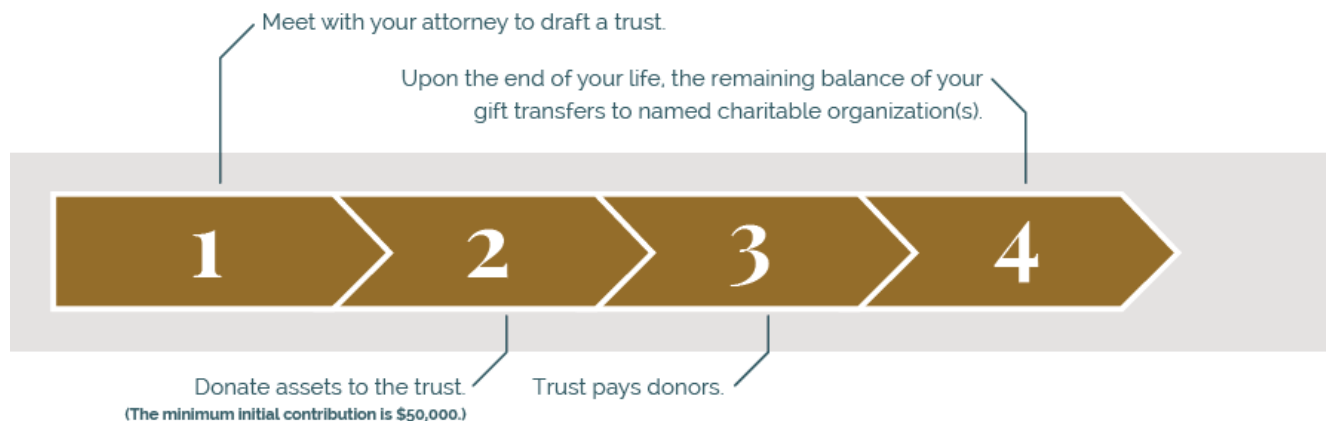
At TPF, these lasting legacies are not just for the very wealthy. Our initial funding requirement of \$50,000 is substantially less than that of commercial institutions.

Reminder: Trust documents must always be drawn up by an attorney.

Benefits of a Charitable Remainder Trust include:

- ▶ Income for life, lives, or term of years.
- ▶ Capital gains on the sale of your appreciated assets may be bypassed.
- ▶ Charitable income tax deduction for remainder portion of your gift.
- ▶ Future legacy gift to charitable organization(s) of your choice.
- ▶ Additional contributions can be added at any time.

How a Charitable Remainder Trust Works



You're not alone!

WWW.TPFLEGACYBUILDER.ORG

BIG NEWS:

**TPF'S LEGACY
BUILDER IS HERE FOR YOU!**



It's easy! You can scan the QR code
to visit the TPF Legacy Builder
website. See you there!





THANK YOU!

Jake Wilson

Relationship Manager

jake.wilson@tpf.org

800-955-3155

Texas Presbyterian Foundation