

CONVERSATION STARTERS

Philanthropy is a very personal decision. A professional advisor can help clients realize their charitable objectives by listening for charitable giving opportunities, explaining options, and suggesting solutions. Significant giving opportunities often arise when clients are making major business, personal, and financial decisions. Our staff can work with you and your client to recommend the best charitable solution.

Year-end tax planning. Perhaps you have a client who is experiencing a more significant profit or more income than expected this year, and they want to give a portion back to the community, but they have no time to decide on the most deserving charities. **Recommend establishing a Donor Advised Fund** through their community foundation for an immediate tax deduction and the ability to stay involved in recommending uses for the gift for years to come.

Preserving an estate. Estate planning identifies significant taxes going to the IRS, but your client wants to direct dollars for local benefit. The Community Foundation can work with you and your client to reduce his/her taxable estate through a **charitable bequest or other planned gift**. Your client's gift will create a legacy of caring in the community that stays true to his/her charitable intent forever.

Establishing a private foundation. Your client is thinking about establishing a private foundation but is looking for a simpler, more cost-efficient alternative. The Community Foundation can help you, and your client analyze the pros and cons of **creating a Donor Advised Fund**, a supporting organization, or a private foundation.

Closely held stock. Your client's net worth is primarily tied up in a closely held company, but it's vital for him/her to give back to the community. **Recommend establishing a Donor Advised Fund or planned gift**; your client is eligible for a tax deduction measured by the fair market value of appreciated stock (less any planned gift value).

Sale or disposition of highly appreciated stock.

Your client has appreciated stock and wants to use a portion of the gains for charitable giving, but the identified charities are too small to accept direct stock gifts. **Suggest establishing a fund at a Community Foundation with a gift of appreciated stock.** Your client receives a tax deduction on the full market value while avoiding the capital gains tax that would otherwise arise from the sale of the stock. Your client can even be involved in recommending uses for the gift, including the organizations and programs he/she cares about most.

Sale of a business. Your client owns highly appreciated stock in a company that is about to be acquired. The Community Foundation can work with you to suggest **several ways to structure a charitable gift (including the use of planned giving techniques)** to help your client reduce capital gains tax and maximize impact on the community.

Strategic giving. Your client is passionate about helping meet a specific community need and wants to make a meaningful gift. You and your client can work with our grantmaking experts to understand community needs and programs and then direct gift dollars to make the most significant impact.

Substantial IRA/401(k) assets. Your client wants to leave his/her estate to the community and family and has significant assets in retirement accounts. The Community Foundation can help you, and your client evaluate the most beneficial asset distribution to minimize taxes, giving more to his/her heirs, and preserving charitable intent.