

Toolkit for Professional Advisors
Your Partner in Planned Giving Guide



BELIEVE IN TOMORROW.
Leave5.org

an initiative powered by





Introduction

LEAVE 5 PURPOSE

The purpose of Leave 5 is to inspire people to leave at least 5% of their estate to the local charitable causes they care about, in order to build more prosperous communities.

As you'll see in this toolkit, if everyone in the Abilene region left even a little money to their favorite organizations, that's a few hundred million dollars of impact!

PARTNERING ADVISORS

We want to recognize the professional advisors who agree to act as Leave 5 advocates with their clients. Advisors who commit to telling their clients about the Leave 5 campaign will be listed along with contact information in the "Find an Advisor" section of the leave5.org website, which will hopefully prove to be a referral source for you and your firm.

If you wish to be a partnering advisor, notify Jasmine McCabe-Gossett, Donor Services Director for the Community Foundation of Abilene, at jasminemg@cfabilene.org or 325-676-3883.

MAKING THE PLEDGE

Once your client is ready to make the commitment to leave at least 5% of their estate to charity, ask them to go to leave5.org and make the pledge. They will have the option to allow their name to be publicly displayed, or they can make the pledge anonymously.

leave5.org

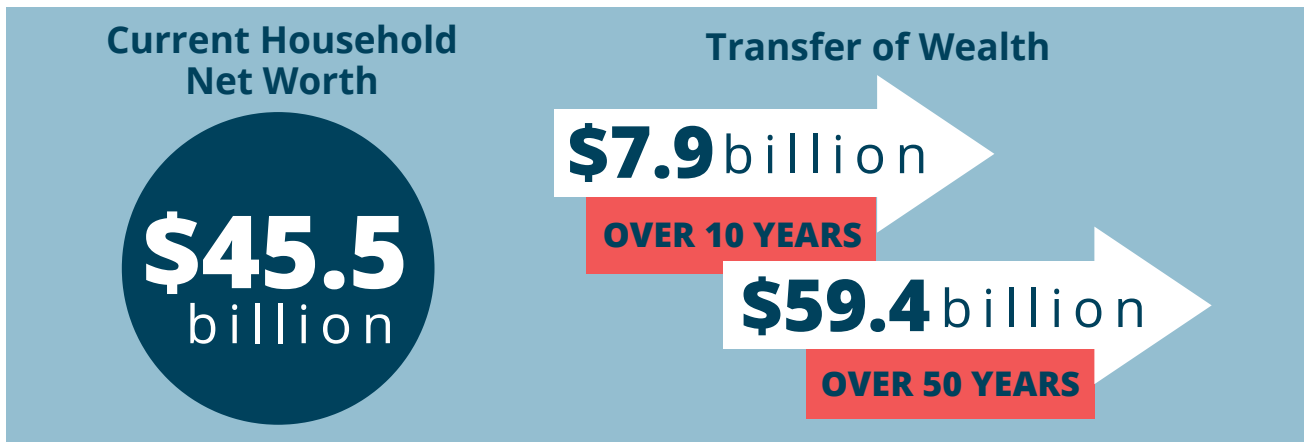




Transfer of Wealth Study

LOCUS Impact Investing's 2019 Transfer of Wealth Opportunity Analysis for the Abilene Region provides an estimate of our region's assets – homes, businesses, and investments – that will transfer between generations within the next 10 and 50 years.

It provides a research-based estimate of the household wealth that, with active donor engagement, might be available for charitable giving and philanthropic investing. These findings from a five-county region (Taylor, Nolan, Runnels, Shackelford and Coleman) are shown below.



Think of the impact.

Capturing **just 5%** of the 10-year transfer potential could create **\$395 million** in new endowments. Over 20 years, this endowment could support average annual grantmaking of nearly...

\$22 million

Distributing **just 4%** of those new endowed assets locally for impact over 20 years would generate significant grantmaking support for programs that enhance workforce, housing, literacy, arts, feeding, education and more.





Value of Working with CFA

Your clients can choose to leave a portion of their estate to any charity they choose.

For a list of participating nonprofits, please go to leave5.org. They can either leave it directly to the nonprofit organization(s) or establish an endowment fund at the Community Foundation of Abilene designated for the nonprofit or charitable cause they wish to support.

Here are some benefits of choosing the Community Foundation of Abilene:

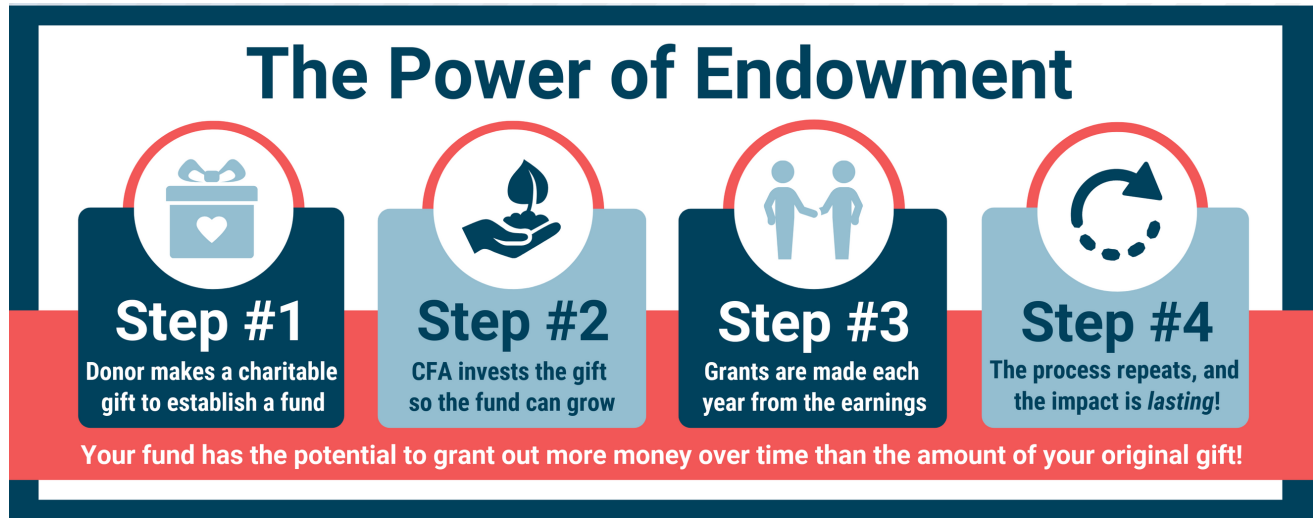
- **Donor legacy** - By establishing their own endowment fund, which can grow over time and make grants year after year, your client's legacy will live on for generations. The fund can be established in his/her own name, in honor of someone they love, or in the name of the cause they care about.
- **Diversified investments** - CFA works with an investment consultant and expert investment committee to make strategic investment decisions. Your client's endowment fund has the potential to eventually grant out more money than the amount of the original gift.
- **Honoring donor intent** - CFA places great importance on ensuring a fund makes grants that align with the donor's specifications, even after the donor has passed.
- **Widespread impact** - A donor's endowed fund can go on to make grants to multiple nonprofit causes over the years instead of just one. Or, if the donor is passionate about one specific cause, the fund can make grants each year to the specified charity.
- **Variance power** - If an organization designated to receive grants from the donor's fund either ceases to exist or significantly alters its mission after the donor's passing, the CFA board has the variance power to divert grants to another cause that aligns with the donor's specified interests. This is to ensure the fund continues to honor the donor's intent.





Fund Types Offered by CFA

If your client is interested in making a *lasting* charitable impact with his/her estate gift, consider talking to them about establishing an endowment fund with CFA.



Types of Endowment Funds:

Unrestricted Funds - Unrestricted funds give CFA the flexibility to respond to emerging needs in our community. We have two discretionary grant cycles each year when nonprofits can apply for grants generated by unrestricted funds. The CFA grant committee decides which grants to award through these cycles.

Field of interest Funds - These funds are for donors passionate about a specific type of cause, such as education, children and youth, healthcare, arts, etc. Nonprofits serving that specified cause can apply for grants from field of interest funds each year.

Designated Funds - These funds establish a lasting source of income for a specific nonprofit organization. Each year the designated nonprofit(s) receives a grant paid out from the fund.

Scholarship Funds - Grants from these funds provide college scholarships for area students. Scholarship funds are often established to honor the donor or a loved one. The donor gets to establish the qualifying criteria for scholarships awarded from the fund.

Donor-Advised Funds - This type of fund gives your client's family, or whoever they designate as the fund advisor, the flexibility to recommend which nonprofits receive grants from this fund throughout the year. This is a great way for their family or friends to continue being charitable for generations. Your client can choose an advisor(s) to make grant recommendations after they've passed away.





CFA Donor Stories



Pat Meleen Vaughn

Pat's charitable passions continue to make an impact today because of the funds she established from her estate. She left gifts to establish two field of interest funds in her name: the Pat Meleen Vaughn Fund for Celebration of Life, and the Pat Meleen Vaughn Fund for Humane Treatment of Animals. Her estate gift also established a designated fund for four churches and the Hendrick Medical Center Foundation.

First Financial Trust worked with Pat to help with her estate planning needs.



Ruth and Bill Burton

The Burton legacy lives on through the Ruth and Bill Burton Family Endowment Fund, established by their estate gift to CFA. This donor-advised fund allows their daughter, Shellie, to recommend grants to nonprofit causes all throughout the year.

Grants from this fund have helped dozens of nonprofits over the years, supporting programs that align with the the Burton family's charitable interests.



Amber and Bill Cree

The Crees worked with attorney Robert Grisham to establish a Charitable Remainder Unitrust (CRUT). CRUTs allow donors to receive income from the trust while they are still living. Once they pass, the remainder of the trust goes to a charitable organization.

The Crees chose CFA as their CRUT beneficiary, establishing the Amber and Bill Cree Designated Endowment, which distributes grants annually to the Grover Nelson Park Zoological Foundation and Hendrick Home for Children, two organizations for which Amber spent 38 years serving as a volunteer and board member.





Conversation Starters

Here are some questions to help spark conversation about your client's charitable interests.

Bridging Questions

- How do you wish to be remembered by your family, friends and community?
- If you were given \$10 million dollars and you had to give it away, which causes would you support? Why would you choose these causes?

Gauging Interest

- How has giving back to your community positively affected your life?
- Are you actively involved in supporting any charitable organizations financially or as a volunteer?
- Are there any charities you have supported for a long time?

Digging Deeper

- Do you give primarily for the tax savings, or does your giving reflect your core values or your family's values?
- Do you want to involve your family in charitable giving? If so, how would you do that?

Next Step Questions

- Have you ever thought of including a gift to charitable organizations in your estate plans, after you have adequately provided for your loved ones?
- What holds you back from engaging more deeply in philanthropy?
- Do you mind if I follow up on this conversation with you?





Bequest Template

You can use this language below as a guide for a bequest in a will to create (or add to) an endowment fund.

I give _____ (e.g., dollar amount, specific property, residuary estate, entire estate) to the Community Foundation of Abilene, a nonprofit corporation of the state of Texas.

This gift shall be used to add to (or to create) a component fund (to be known as the _____ Fund, which shall be administered in accordance with the terms set forth in the _____ Fund Agreement with CFA. In the event that I fail to execute such agreement, this gift shall be used for such general and charitable purposes as CFA's Board of Directors shall determine, in its sole discretion, as set forth in the Bylaws of the Community Foundation of Abilene.

If a client chooses to establish an endowment fund at the Community Foundation of Abilene, we will work with them to determine what type of fund(s) would be best for them and determine fund designations. CFA staff will work diligently to ensure donor goals are met and funds are distributed according to original intent.





Contact Us



**Let us know how we can help
your client's charitable legacy
live on.**

cfa@cfabilene.org
325-676-3883
cfabilene.org

Believe in tomorrow.

leave5.org

