

# DOING PLANNED GIVING WELL

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THE EPISCOPAL CHURCH IN  
COLORADO

# Hosts



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# Q&A INSTRUCTIONS

At any time in the presentation submit your questions via the Q&A tab on your Zoom menu.



# PRAYER

Almighty God, whose loving hand *has* given us all that we possess: Grant us grace that we may honor *you* with our substance, and, remembering the account which we must one day give, may be faithful stewards of *your* bounty, through Jesus Christ our Lord. *Amen.*



# AGENDA

- Inspiring people to make plans to express their values through planned giving
- Mutual benefits
  - Why be proactive?
- Determining the types of gifts you are prepared to accept
- Getting started
- Best practices
- Resources
- Q & A

# DISCLAIMER

*This presentation is not meant to provide legal, financial, or tax advice. Please seek professional assistance for legal, financial, and tax advice.*

Everyone has an estate,  
which is the fair market  
value of your property  
and assets

## WHAT IS AN ESTATE?

Stocks, bonds,  
mutual funds, bank  
accounts, life  
insurance, employee  
benefits, personal  
property and real  
estate.



# ESTATE PLANNING

Estate planning is the process of managing a person's accumulated assets for the present and the future.

- Protect
- Preserve
- Distribute



# ESTATE OF GRACE

- The practical process of deciding what to do with assets can be a spiritual matter.
- An estate plan is a statement of what has meaning to a person.
- A will gives people the opportunity to share their assets among the people and organizations that have played an important role in their life.
- Prayerful planning does result in an estate of grace.

# PLANNED/LEGACY GIVING MYTHS

- Only wealthy people can make a planned gift
- It's too complicated
- The church shouldn't ask for these types of gifts
- Planned gifts will reduce annual giving
- Planned giving will deprive the family

## BENEFITS FOR INDIVIDUALS:

- Opportunity to reflect on values and the importance of the church
- Educates families on how to enact necessary legal plans
- Offers a way to make a permanent difference
- Strengthens spiritual practice of generosity and giving
- Peace of mind that assets will be distributed according to one's wishes

## BENEFITS FOR THE CHURCH:

- Generates funds to continue vital ministries
- Reinforces connection to long-time members
- Provides continuity and a bridge of support
- Enables faithful members to make a final witness of their stewardship of life
- Offers opportunities to acknowledge and thank those who make bequests

# TYPES OF PLANNED GIFTS

## Provide

### Income

- Charitable Gift

Annuity

- Current
- Deferred

- Pooled Income Fund

- Charitable Trusts

## Bequests/Estates

- Bequest/Will

- Retirement Plan/

Life Insurance

- Real Estate

- Life Estate in Home or Farm

# BEQUESTS THROUGH WILLS

80% of all planned gifts  
are in the form of a  
bequest in a will

## Types of Bequests:

- Specific Amount
- Percentage or  
Remainder

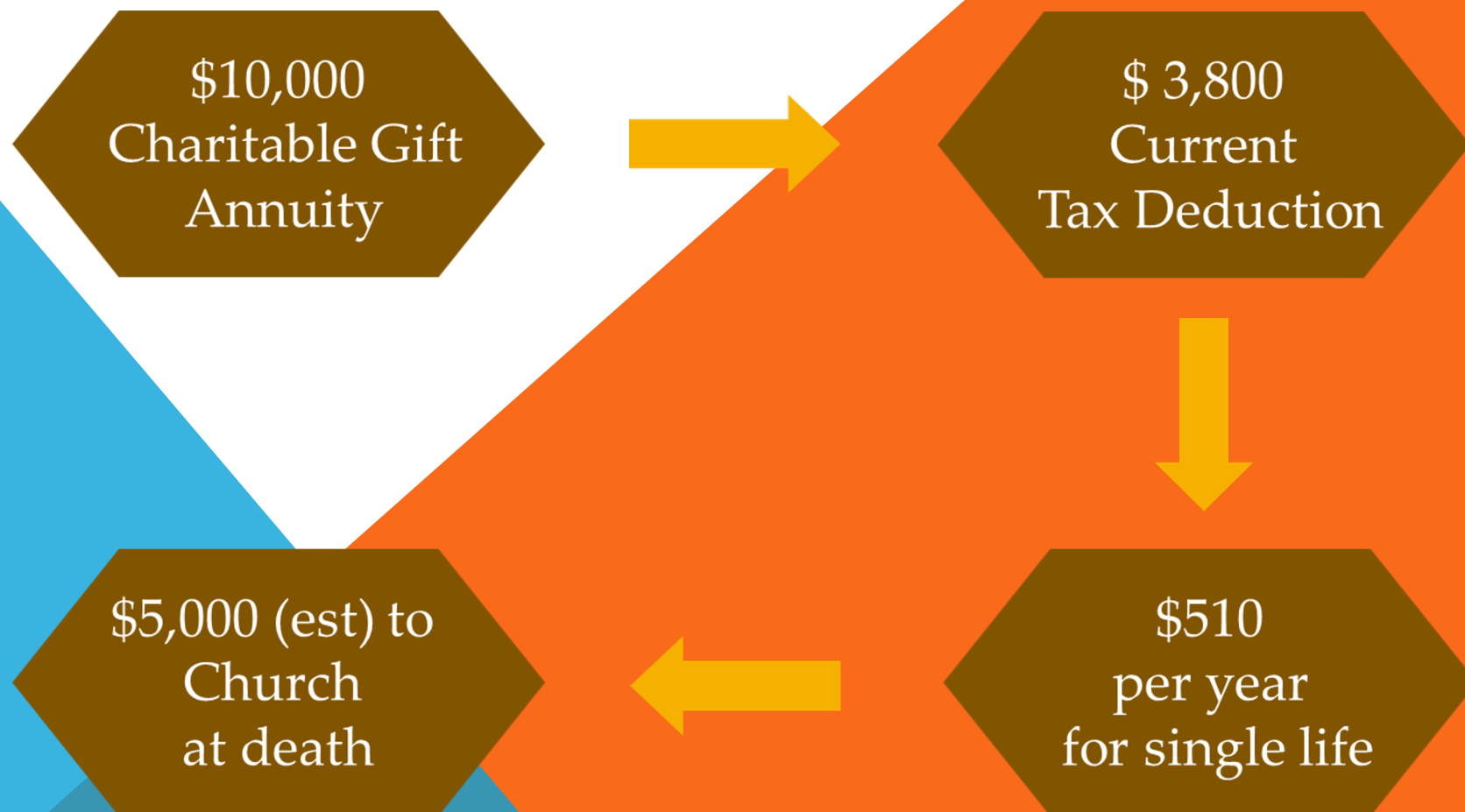


# CHARITABLE GIFT ANNUITY

- Fund with cash or appreciated securities
- Current year income tax deduction
- Fixed income- one or two lives
  - current or deferred
- Remaining balance to church at death
- Assets removed from estate of donor

# GIFT ANNUITY EXAMPLE

\*5.1% annuity purchased at age 70





# RETIREMENT PLAN BENEFICIARY

- 401K, 403B, IRA
- Possible to have multiple beneficiaries
- Beneficiary can be changed any time
- Eliminates income and estate taxes
- Simple and Effective



# RECEIVING LEGACY GIFTS NOW

Parishioners may consider giving a gift outright during their lifetime.

- Financial position is sufficiently strong
- Enjoy seeing the results
- Benefit from tax advantages
- Full value of gift benefits the charity

# ENDOWMENT AND MAJOR GIFT BASICS: GETTING STARTED

- Identify Leadership
- Initial meeting for program development
- Lead by example—leadership group part of founding members
- Choose a name if appropriate
- Vestry resolution & approval
- Create Documents—CEF has sample policies if needed
- Endowment and planned giving policies
- Gift acceptance policy
- Create branding & marketing material
- Create enrollment card/form—keep it simple!
- Announcement, presentation, initial enrollment period

# LEGACY SOCIETY BASICS: BEST PRACTICES

- Continued marketing and regular leadership meetings a must!
- Have you already made a legacy/planned gift? What type?
  - If no, would you like to learn more? Attend an initial presentation?
- Start database listing members and type of gift. Update for new members.
- Integration as part of year-round stewardship strategy
- Annual recognition of members
- Annual/Semi-annual presentations
- Types of planned/legacy gifts. Invitation for new members.

Personalized, one-on-one, no-cost, gift planning, which includes:

- **Consultation**
- **Advising**
- **Administration**
- **Maintenance**

### **For Individuals:**

- **Stock Gifts**
- **Charitable Gift Annuities**
- **Pooled Income Fund**

**WHAT SERVICES DOES  
THE FOUNDATION  
OFFER ME?**

# ADDITIONAL RESOURCES: OFFICE OF THE BISHOP

- Engaging Head and Heart workshops
- Year-around stewardship planning
- End-of-life decisions workshops
- Data analysis
- Suggested resources ([episcopalcolorado.org](http://episcopalcolorado.org))
- Templates

# Q & A

## OTHER WEBINARS IN THIS SERIES

- January 22 – Why Preplan?
- January 29 – Planning throughout the Year
- View recordings at <https://episcopalcolorado.org/congregational-resources/development-stewardship/legacy-and-planned-giving/>



THIS COMPLETES OUR WEBINAR.

**Thanks for Joining!**

