



THE
ANGELETTI
GROUP

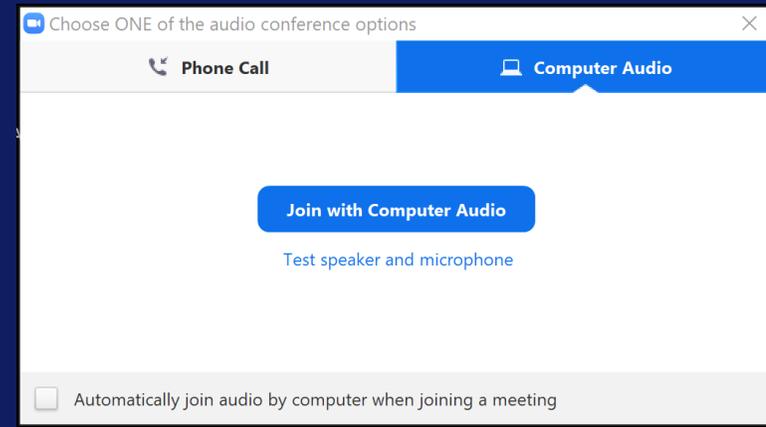
Planned Giving During the Time of COVID-19 and Beyond

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Logistics

- You have the choice of using your computer audio or calling into the meeting via phone. If you call in separately use the number specific to your location/time zone in the calendar invite, and the 9-digit Meeting ID #.
- Once in the meeting, the ribbon across the bottom of the window is your main tool for interaction and usage.
- The participant and chat button open a window on the right of your screen where you can see who is in the meeting and communicate with other participants, as well as mute yourself, raise your hand and enable and disable video.



Mute and unmute yourself

Enable and disable video

See other participants

Chat with other participants and host

Exit the meeting



CARES Act Coronavirus Relief Bill: What We Know So Far

Nonprofits with 500 or fewer employees eligible for Small Business Administration loans to be used for payroll, health-insurance premiums, facilities costs, and debt service.

Nonprofits that keep their employees on the payroll from February 15 to June 30 could have their loans forgiven, turning the loan into a grant.

Refundable payroll tax credit of up to \$5,000 for each employee if revenue dropped 50 percent in the first quarter of 2020 compared with the first quarter of 2019.

Increased cap on how much corporations may deduct for charitable gifts from 10% of taxable income to 25%. The limitation on deductions for food donations by corporations also increases from 15% to 25%.

CARES Act Coronavirus Relief Bill: What We Know So Far



Many people will receive cash payments (called Recovery Rebates) of up to \$1,200.

Full tax deductibility for all cash gifts up to \$300 (\$600 per couple) regardless of whether you itemize or not.

For individuals who do itemize, gifts are now tax deductible up to 100% of your adjusted gross income (up from 60% last year).

Penalty-free Coronavirus-related Retirement Plan withdrawals up to \$100,000.

Waiver of 2020 Required Minimum Distributions (RMDs) for certain retirement plans and IRAs. Any minimum distribution from retirement plans that would have been required in 2020 can be delayed until 2021.

Stage I Gift Planning Program - Gifts that cost nothing today

- Beneficiary Designation Forms:
 - Wills
 - Retirement Plans
 - Life Insurance Policies
 - Payable on Death Accounts
 - Transfer on Death Accounts
 - Donor Advised Funds
- 80% of Gift Planning Revenue

Stage II Gift Planning Program - Gifts to meet personal planning objectives

- Increase income in retirement
- Provide for an elderly parent or loved one
- Help pay for college
 - Charitable Gift Annuities
 - Charitable Remainder Trusts
- Gifts to maximize inheritance
 - Wealth Replacement Trusts
 - Charitable Lead Trusts

Stage III Gift Planning Program - Family Wealth Planning

- Full integration of philanthropy into tax, estate and financial planning in partnership with advisors
- Family succession planning
- High net worth individuals
- Gifts of complex assets
 - Business interests
 - Closely-held stock
 - Collectibles
 - Hedge Funds

Program Refinement: Involving Your Donors

- Establish a high level Planned Giving Council to help cultivate new donors and give donor-centered guidance to your program
- Identify key current planned giving donors and prospective donors as members
- Council helps with recognition components, marketing and policies around planned giving best practices

Program Refinement: Involving The Advisors

- Establish a Professional Advisors Committee with respected local professionals, many of whom work with your donors
- List them on your website and use them as references when complicated gifts arise
- Educate them on your organization's mission so that they can appropriately speak about your role in the community to clients

Questions & Discussion

**Thank You &
Stay Healthy**