

Advising your Charitable Client

Desires to avoid an immediate capital gain tax	Your client may say, "I manage a rental unit that provides needed income, but it's too much work. What do you advise?"	Using the rental property to fund a charitable remainder trust (CRT) will not only secure lifetime income (perhaps more than from the rental property), but also eliminate the capital gains tax, allow him to claim a sizeable tax deduction, and ultimately support a favorite charity.
Concerned about taxes	For example, "I want to sell appreciated property, but I'm concerned about capital gains taxes. How can I eliminate or reduce my taxes?"	Giving all or part of the asset to charity will eliminate or reduce capital gains taxes, continue or begin to provide lifelong income, and/or provide satisfaction about supporting a favorite charity.
Wishes to leave a legacy	For the client who says, "I have no children, and it's time to write a will."	How does your client want to be remembered? You can suggest a charitable fund at the Foundation as a way to support the issues they are passionate about in perpetuity.
Concerned about retirement plan assets	For example, "I have a large retirement fund, but I'm worried that my children will receive only 20 or 30 cents on the dollar."	Using a retirement fund to create an endowment will reduce estate tax, eliminate income tax on the IRA distribution, and create a family legacy. In the meantime, other assets can be used for gifts to family members.
Wants to help a specific individual	Your client may say, "I have a longtime employee (or friend, sibling, or parent) I'd like to help."	A life-income gift, such as a charitable gift annuity, will assure the friend/family member a lifetime income — and allow your client to support a favorite charity at that person's death.
Wants to be charitable but is unsure where to give	For the client who says, "I'll be receiving additional income this year. I'd like to give some to charity, but I'm not sure which one."	A donor advised fund will lock in a tax deduction for the current year and allow time to choose the charity. With expertise on the nonprofit community, Foundation staff can connect donors with organizations in their areas of interest and provide opportunities for donors to co-fund projects with the Foundation.