FOR ADVISORS

Starting the Conversation

You've built a relationship with your client based on your expertise and trust. Discussing philanthropy with clients is a way to strengthen that relationship and potentially extend it for generations. Specific situations open a door for this conversation to happen naturally.

LEAVING A LEGACY

A charitable provision in your client's estate offers significant tax savings. Why not also utilize this opportunity to leave a personal or family legacy? Mankato Area Foundation can help identify causes your client is passionate about while obtaining maximum tax advantages and meeting charitable goals.

SELLING A BUSINESS

If your client owns appreciated stock in a company approaching a sale, we can help shape a charitable gift that mitigates capital gains tax while making a lasting impact for a charity

RETIREMENT PLANNING

If your client is looking to retire but needs additional income to do so comfortably, a charitable gift annuity or a charitable unitrust may help. Planned giving options are great ways to solve income needs while providing a gift to your client's favorite charity. It is also possible to structure a plan that could provide for or include heirs.

YEAR-END TAX PLANNING

Did your client experience a bump in income that created a large tax liability this year? A donor advised fund can provide a tax deduction now while offering time for your client to choose a charity to support.

ACTIVE INVOLVEMENT WITH A NONPROFIT ORGANIZATION

Your client may have a specific charity that is a passion. Whether volunteering or supporting financially, it is close to heart. Including language within a will is an easy way to leave a gift that leaves a lasting impact.

WHEN THESE SITUATIONS ARISE, THESE QUESTIONS CAN HELP YOU IDENTIFY A CLIENT'S MOTIVATION FOR AND KNOWLEDGE OF PHILANTHROPIC GIVING:

Do you volunteer with a nonprofit organization? What motivated you to do so?

How do you decide which nonprofits to support?

Are there any charities that you support annually that you would like to continue supporting into the future?

What has been the most joyful charitable gift you have made? Why?

The sky is the limit, what would you like to accomplish with your charitable giving? Do you think this is possible?

If there was a way to divert dollars from taxes to a charity of your choice, would you want to explore options?

IF YOUR CLIENT IS INTERESTED, HERE ARE POTENTIAL FOLLOW-UP QUESTIONS:

Would you like your family to be involved with philanthropy?

How much wealth do you want to leave to your heirs? If there is an excess, would you want to include charity?

Are you interested in leaving a personal or family legacy in this community?

Do you like the idea of a private foundation but feel concerned about the privacy, costs and administrative requirements needed?

How actively involved do you want to be in your philanthropic endeavors?

COMMUNITY ACCREDITED FOUNDATION

Excellence. Accountability. Impact.™

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