

A family of five is walking away from the camera on a sandy beach. A man in a light blue jacket is in the center, holding hands with a woman in a white coat on his right. To his left, a woman in a tan coat is carrying a child on her shoulders. Another child in a white coat is walking between the man and the woman in the white coat. The ocean is on the left, and the sky is overcast. The text 'LIFE EVENTS & CREATIVE GIFT PLANNING' is overlaid in a white box with a thin orange border.

LIFE EVENTS & CREATIVE GIFT PLANNING

LIFE EVENTS - *What Are They?*

- A life event is something that happens that causes a redirecting of financial resources for personal benefit or the benefit of others (e.g. *family*)
- Life events can happen to us as well as effect us by way of loved ones.
- Life events can provide opportunities to advance causes we care deeply about if we have a plan.



LIFE EVENTS - *How Do We Manage?*

- We all have them, but do we have a plan to effectively manage them?
- The de facto plan involves the IRS
- Most people prefer to direct a gift to a charity rather than involuntary philanthropy to the government



FOR BOOMERS - *Are you prepared to...*

- Transfer wealth to your loved ones (heirs)?
- Are your direct heirs protected? (*divorce or other family situations*)
- Are your kids prepared to manage it?
- Have you considered a charitable component?
- What are you passionate about and what breaks your heart?



FOR GENX & MILLENNIALS - *Are you prepared to...*

- Transfer wealth to your loved ones (heirs)?
- Are your direct heirs protected? (*divorce or other family situations*)
- Are your kids prepared to manage it?
- Have you considered a charitable component?
- What are you passionate about and what breaks your heart?



FOR GENX & MILLENNIALS

Are You Ready to Parent your Parents?

- Provide wise counsel
- Manage financial affairs
- Protect for their well being and honor their dignity?
- Advanced medical directives, honoring a legacy, etc.
- Manage their estate both in life and end of life?
- Estate inventory documents, durable power of attorney, copies of estate documents, etc.



GIVERS WILL GIVE — *What role will you play...*

- Historically, givers would prefer to direct their gifts rather than have their gifts directed.
- Involuntary philanthropy -> \$ to the government
- Voluntary philanthropy -> \$ to the church / Charity



GIFT PLANING

Gift Planning Accomplishes Two Things:

1. Gift planning will reduce taxes
2. Trade an asset for income

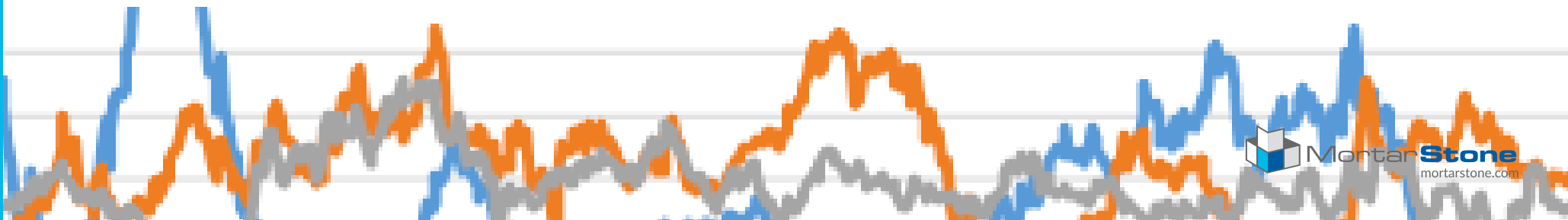


GIFT PLANING



When to Plan a Charitable Gift:

1. Have a 'personal IRA'
2. Control Investments
3. Share in a Bull Market
4. Hedge against a Bear Market
5. Diversify
7. Avoid ordinary income or capital gains (e.g. developer)
8. Hedge against financial disasters (e.g. Rainy Day Trust)
9. Control Income depending on needs
10. Receive income tax deduction



GIFT PLANING

Three Considerations for Life Events:

1. Determine 'when' to give
2. Determine 'what' to give
3. Determine 'how' to give



GIFT PLANING



Six Life Events that Will Affect the Majority:

1. Disposition of non-essential, low cost basis, low appreciating, non/low-income producing assets
2. Real Estate
3. Retirement Assets (e.g. IRA, 401K)
4. Stocks and Bonds Portfolio
5. Business Interest
6. Long-term Care



LIFE EVENT

Stewarding Non-Essential Assets

1. Life Insurance (e.g. universal, whole life, etc.)
2. Coin Collection
3. Collectables (e.g. art, instruments, artifacts, patents, mineral rights, etc.)



LIFE EVENT

Real Estate

1. Personal Residence
2. Rental Property
3. Second Home
4. Commercial Income Property
5. Undeveloped Land / Farm



LIFE EVENT

Retirement Assets

1. Retirement Assets are Toxic
2. Secure Act forces distribution (e.g. eliminate stretch IRA)
3. QCD and RMD
4. Testamentary Trust (for planning)



LIFE EVENT

Stock & Bond Portfolio

1. Portfolio reallocation
2. Avoiding Capital Gains
3. Shifting from growth to fixed income
4. Reduce Market Exposure



LIFE EVENT

Business Interest

1. Selling Business Interest
2. Gifting Business Interest
3. Transferring Interest to Family



LIFE EVENT

Longterm Care

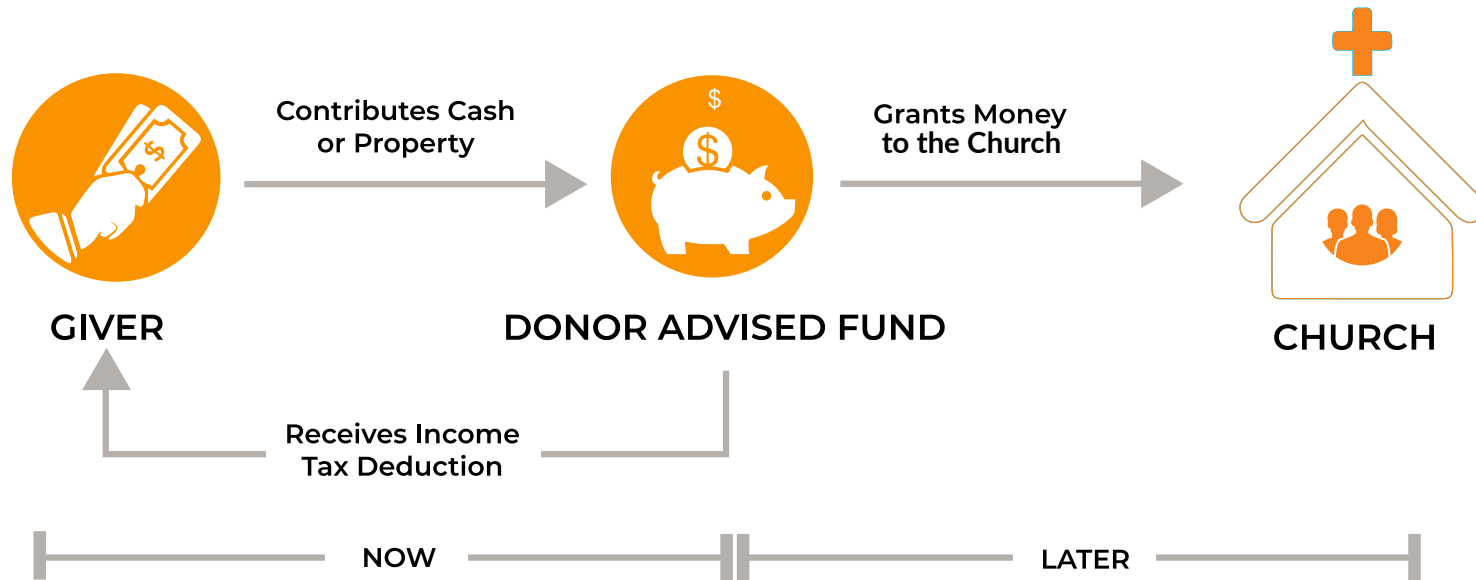
1. Trading assets to create income to pay for care
2. Managing the liquidation / transition with POA, established trust/vehicles, etc.



HOW TO GIVE

DONOR ADVISED FUND

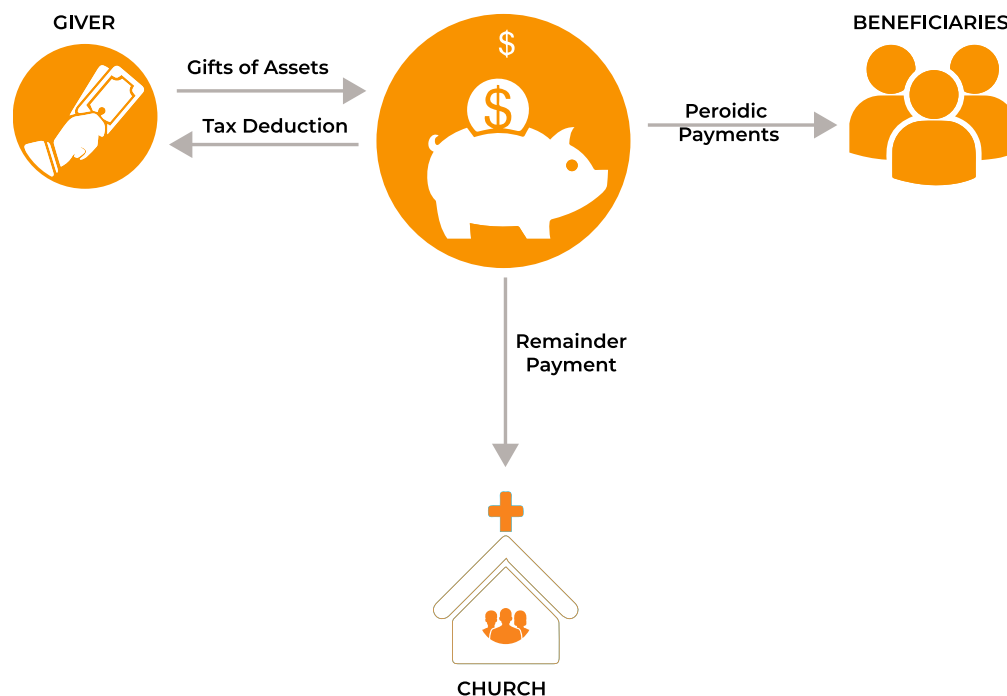
Stack gifts for future distribution & Reduces Taxes



WHAT IS A GIVING VEHICLE

➔ SPLIT-INTEREST GIFT

- Increase Cash Flow
- Defer Income
- Shelter assets



WHAT IS A GIVING VEHICLE

→ BEQUEST

Assign beneficial interest

- Either an amount or a percent
- Revocable vs. Irrevocable



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HOW MORTARSTONE HELPS

We provide a 5 hour in-depth online Gift Planning training for your team.

•What your training includes:

1. Customized Workbooks
2. How to Develop, Manage, and Run a Gift Planning ministry
3. Giving Vehicles and Which is Right for Your Church
4. Legal Counsel and Foundation Support
5. Giver Education Materials & Trainings
6. Q/A Time with Legal Counsel

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Click here to schedule a talk with one of our Generosity Advisors.***