



Douglas
County
Community
Foundation

CELEBRATING 20 YEARS

Professional Advisor News

June 2022

Greetings!

We hope this newsletter finds you well.

As global and national events continue to remind us about what's really important, our board of directors and staff remain deeply and increasingly committed to deploying the power of giving to create positive change in the world.

Recently, we reflected on a 2017 [Forbes post](#) about the important role community foundations play in responding to tragedies and disasters. Still relevant nearly five years later, this article offers a simple review of the ways DCCF and other community foundations across the country are uniquely qualified to address global issues with local impact, and local issues with global impact, through a combination of deep community knowledge and charitable giving expertise. The short article may also be worth sharing with clients who are building philanthropic legacies now and for their families' future generations.

Thank you for trusting us to help you stay current on legislative changes that impact charitable giving, trends in philanthropy, and planning techniques. We look forward to continuing to help you serve your philanthropic clients by offering solutions to address local, national, and global needs, as well as helping your clients build legacies across generations.

—Chip Blaser, Executive Director

Finding the good, giving as a wealth strategy, and an open invitation



It can be hard to see the good in people as heartbreaking exceptions seem to dominate modern life, but it is worth remembering that philanthropy — “**love of humanity**” — is alive and well. A [study](#) at Stanford University indicates that a **sense of community** and calls to action help align people around **common values**. Indeed, high-profile examples of philanthropy, from [Carnegie Hall](#) to the [manatees](#), help reinforce the notion that people can turn altruism into action through their leadership and financial resources.

What's more, nearly two-thirds of high-net-worth philanthropists agree that **charitable giving is part of their overall wealth strategy**, according to a recently released [study](#) by BNY Mellon, reporting the results of a survey of individuals with investable assets of at least \$5 million. Once again, the takeaway here for advisors is that it is important in any situation to at least

ask whether the client would like to **incorporate charitable giving** into their financial and estate plans. If the answer is yes, the team at DCCF is just a phone call away to provide guidance and serve as a sounding board.

Your clients' charitable intentions, coupled with DCCF's ability to structure donor-advised funds and other charitable giving vehicles to meet your clients' financial and community impact goals, create many opportunities for us to work together. The offer is always open for our team to stop by your office over breakfast, lunch, or even as a midday break to exchange ideas. We'd love to help you help your clients make a difference in our community.

Playbook: Helping clients organize their giving through a donor-advised fund



Your clients will arrive in 15 minutes. You're reviewing the file. Everything is in order. The estate planning documents are up to date, you're ready to share the latest investment results, and you are prepared to debrief the 2021 tax season and make tax planning recommendations for the remainder of this year. It sounds pretty typical up to this point, right?

As you continue to scroll through the materials, you see the names of several charitable organizations that your clients have supported every year for at least a decade. *Aha!* This is an opportunity to add even more value to your clients. Easy for a busy advisor to overlook, charitable giving habits are actually an important window into helping clients make planning decisions around their philanthropic intentions.

Here's a simple playbook to guide you through a client conversation to begin establishing a **charitable giving plan** using a **donor-advised fund** at Douglas County Community Foundation.

1 Call your clients' attention to their **charitable giving history**. They might not even be aware of how much they are giving or how long they've been supporting their favorite charities.

2 Gather more information about why the clients support those particular causes. Family tradition? Past involvement as a beneficiary of an organization's services? Desire to impact a particular area of need?

3 Talk with your clients about their **community involvement**. Do they serve on any boards of directors? Do they volunteer at local organizations?

4 Review any **charitable giving provisions** in the current will or trust. Are the clients leaving a bequest to favorite charities?

5 Ask your clients if they've ever considered organizing their giving through a donor-advised fund. If they are not familiar with donor-advised funds, perhaps offer a quick [primer](#), and certainly offer to introduce them to a member of the DCCF team.

6 Briefly mention that a donor-advised fund can be an **effective alternative** to a private foundation, thanks to **fewer expenses** to establish and maintain, **maximum tax benefits** (higher AGI limitations and fair market valuation for contributing hard-to-value assets), **no excise taxes**, and **confidentiality** (including the ability to grant anonymously to charities).

7 Also mention that a donor-advised fund at DCCF is frequently a **more effective choice** than a donor-advised fund offered through a brokerage firm (such as Fidelity or Schwab). That's because, at a community foundation, the donor is part of a **community of giving** and has opportunities to **collaborate** with other donors who share similar interests. In addition, the donor is supported in **strategic grant making, family philanthropy, and opportunities** to gain deep knowledge about local issues and nonprofits making a difference.



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The team at DCCF is a resource and sounding board as you serve your philanthropic clients. We understand the charitable side of the equation and are happy to serve as a secondary source as you manage the primary relationship with your clients. This newsletter is provided for informational purposes only. It is not intended as legal, accounting, or financial planning advice. Archived issues of this newsletter are available at dccfoundation.org/financial-advisor-news.cfm.