

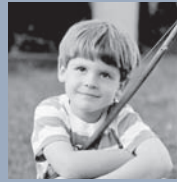


An Overview of Giving Options

Mankind has always been endowed with a charitable spirit. But no society has embraced philanthropy more than our own. With each generation, Americans establish new plateaus by which the generous spirit is measured. There is an understanding that giving is both a reflection of the best parts of who we are and the key to the most important work we will accomplish as neighbors and in our communities.

Our belief in the value of philanthropy is much more than philosophical. It is reflected in many ways, including our tax code.

Our tax laws encourage the support of charitable organizations and the tax code provides benefits that make it possible for the philanthropic spirit to be expressed through many forms of giving.



Charitable Remainder Trust

Perhaps the most versatile charitable giving tool. With the CRT it is possible to bypass capital gains tax on the sale of

highly appreciated assets, generate an increase in income, receive a charitable income tax deduction, and fulfill your philanthropic objectives.

The CRT is a legal trust that can be constructed to produce a predictable annuity payment each year or take advantage of investment growth opportunities in the trust principal.

Charitable Bequests

Next to writing a check, perhaps the best known vehicle for philanthropy is the bequest. A bequest establishes your wishes today without relinquishing needed assets during your lifetime. Bequests can transfer a specific asset. You can also give a percent of the estate after costs and taxes. Another good idea is to transfer property to a testamentary trust. If you would like more information on the strategies discussed here or other gift pl:



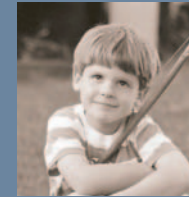
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(This information is provided as an educational service. Personal advisors should always be consulted in the planning process.)

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Expressions of Philanthropy



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Ways To Make Your Charitable Contribution

Each year it is the generous spirit of friends that makes our work possible. This generosity is evident in countless ways, including gifts of financial support. And while giving may seem a straightforward discussion, there are many ways that friends choose to make a gift. Some careful planning will ensure that your objectives are met. This brochure is designed to provide an overview of some of the most common ways to make a gift and the benefits of each.

Current Gifts

The most common way to make an immediate gift is by writing a check. This type of cash gift provides immediate liquidity for charity and generates a charitable income tax deduction for the donor in the year of the gift.

Giving stocks or bonds may provide greater tax benefits. If you have owned securities for more than one year and the fair market value has increased since you purchased them, you can avoid capital gains tax and receive a charitable income tax deduction equal to the fair market value.

A gift of real estate that has been held for more than a year also has the advantage of providing you with a charitable deduction based on the current fair market value, as well as bypassing capital gains tax on the appreciation.

Selected artwork, books and antiques are examples of gifts of personal property that can, in certain situations, be an appropriate gift. To ensure that any tangible personal property qualifies for a favorable charitable tax deduction, please contact us.

Planned Gifts

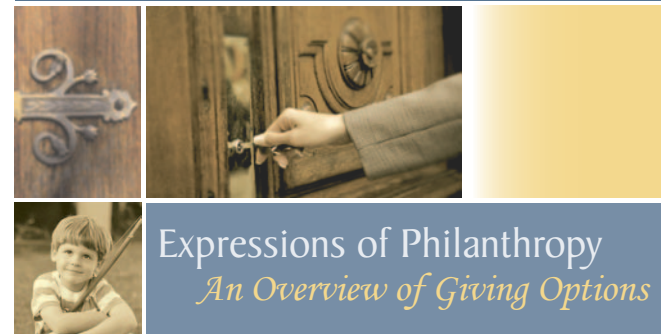
The term planned gifts refers to specific strategies that (in most cases) benefit charity at some point in the future while offering immediate benefits to the donor.

The gift of a paid-up life insurance policy is a good example. By designating a qualified charity as owner and beneficiary of such a policy, you will receive a charitable income tax deduction that, in most cases, is equal to your cost basis in the policy.

Gifts That Generate Income For You

The Gift Annuity is a great example of how a gift generates income for the donor. This is actually a contract between a donor and a charity that is part gift and part annuity. In addition to the annuity payment, the donor receives a charitable income tax deduction and a portion of each annuity payment may be tax-free.

The Deferred Payment Gift Annuity in which annuity payments are delayed for a number of years offers rates that make it an attractive supplement to retirement income.



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For More Information...

I have reviewed your brochure on Expressions of Philanthropy and:

- I would like to speak with someone who can provide additional information.
- I would like to receive information on other charitable tax planning options.

Name _____

Street _____

City _____

State / Zip _____

Home Phone _____

Work Phone _____

E-mail _____

(Please complete and return to the address indicated on the back panel. All inquiries are treated with complete confidence.)

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