

Esteemed Members Only: Bequests



Tony Martignetti, Esq.

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Where We're Headed

- This is NOT Planned Giving
- Charitable bequest features
- Types of bequests
- Entry survey
- Q&A



This is NOT Planned Giving

“The tax character of property acquired by a person from the estate of a decedent whose executor opted out of the estate tax regime is the same as it was in the hands of the decedent.”



Charitable Bequest Features

- Always respect your small lifetime donors
- Can't know about all the gifts
- Can understand the value in residual estates
- Easily most popular planned gift
- Let's forget about tax deduction
- Expect cash, but anything of value possible
- Realize, you're not sharing all this with potential donors
- Advise donors to talk to their attorneys
- Talking about the value of long-term gifts to your mission & values
- Or, in other words, you're not talking about death
- Respectable PG programs can stop right here



Types of Bequests: Outright

- Specific dollar amount
- Specific asset
- Paid earlier, right after expenses



Types of Bequests: Residual

- Percentage dollar amount
- Paid later, after expenses & outright bequests



Types of Bequests: Contingent

- Specific dollar amount (outright)
- Specific asset (outright)
- Percentage dollar amount (residual)
- Paid rarely—contingency must be satisfied



Entry Survey

This is your reminder.



Esteemed Members

Q&A