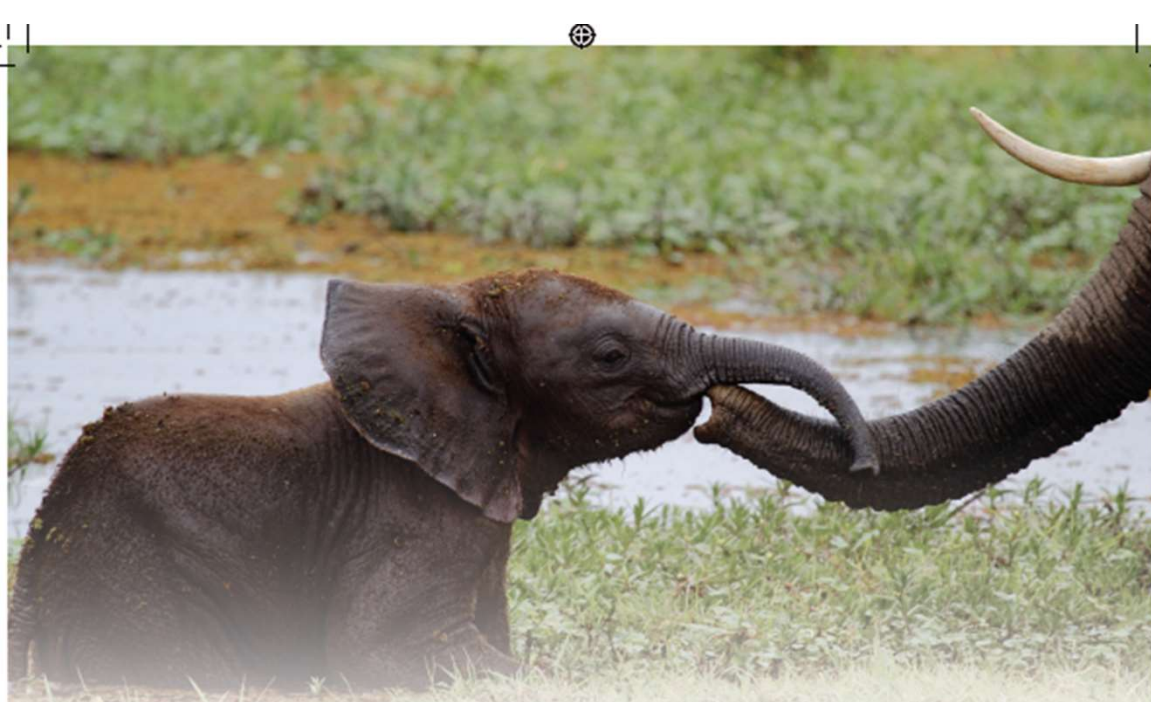


***Complex Gifts:
Know Enough to be Dangerous &
Gifts of Real Estate***

**Charitable Gift Planners of Kentuckiana
2023 CGPK Gift Planning Conference
October 13, 2023**

**Mark A. Vergenes
President
Mirus Financial**

**James E. Connell
President
Connell and Associates**



□ GIFTS OF REAL ESTATE:

Give a Home. Give Hope.

FOR YEARS, NATIONAL GEOGRAPHIC has enriched your life at home. Now, for the first time, your home can enrich National Geographic—and the world. Your donation of real estate (a home, second home, or other property) benefits the planet by supporting research and exploration. The same donation benefits you by providing a substantial tax break. Contact National Geographic to learn how your home can make all the difference in the world.

For more information, please call

The Office of Estate Planning at National Geographic

Tel: (800) 226-4438 | Email: plannedgiftinfo@ngs.org

National Geographic is a 501(c)(3) tax-exempt organization.

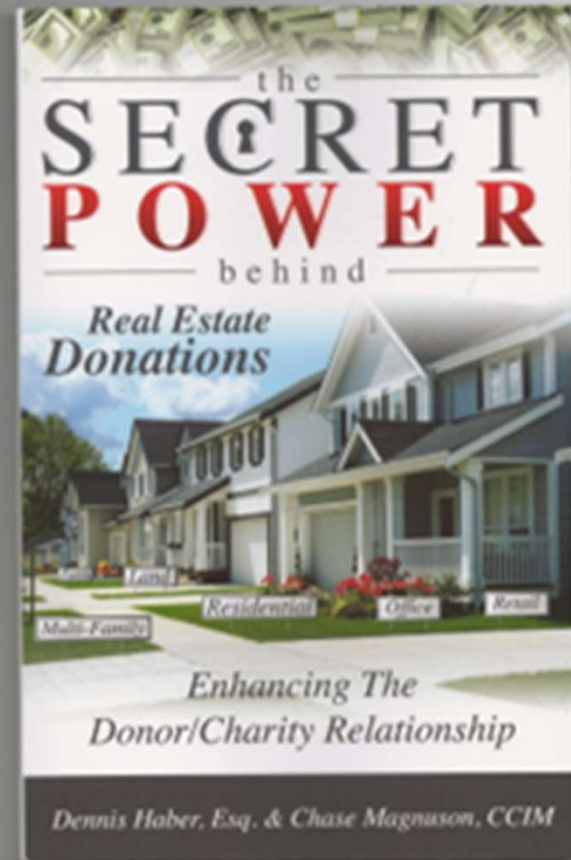
www.nationalgeographic.org/donate

CELEBRATING
125 A NEW AGE OF EXPLORATION
YEARS

PHOTO: RAMESH RATWATTE

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- National Geographic launches first ever real estate gift ad



Introducing the **HIGHER FORM OF GIVING PROGRAM**

▲
For Gifts of Real Estate

Administered by
The Education Foundation
of the CCIM Institute



HOW WE MAKE GIFTS OF REAL ESTATE BETTER TO GIVE & RECEIVE

Step 1.

Fundraisers approach potential donors of real estate properties with help from the **Higher Form Of Giving Program** that clearly defines the ease of process and depth of advantages.

Step 2.

When the giver is ready to move forward, specialists from the **Higher Form Of Giving Program** make direct contact and begin the donation process.

Step 3.

Marketing of property may be turned over to a CCIM (Certified Commercial Investment Member) Designee, a recognized expert in the commercial and investment real estate industry (in the case of residential properties, properly qualified professionals are enlisted). The elite corps of CCIMs and their affiliates include brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers, and other allied professionals. The global commercial real estate network of 15,000 CCIM members close thousands of transactions annually, representing more than \$200 billion in value.

Step 4.

The property may be sold and the charitable organization receives a donation.

Step 5.

Everybody feels good.

The Education Foundation of the CCIM Institute was established in 1988 to advance and support the educational and research initiatives that enhance the value and prestige of the CCIM designation and other career-building programs of the CCIM Institute. To find out more, please visit us at www.ccimef.org.

Giving
fundraisers
new reasons
to aim
higher



The all-in-one solution that's good for all

A down economy hasn't been the only roadblock to charitable fundraising. Until recently, the generosity of those wishing to donate real estate to just causes has been thwarted because of perceived risks to the recipients. In fact, 80% of real estate offered to charity have been turned away due to:

- Fear of drain and scope creep on time and resource challenged staffs;
- Costs of investigation including legal issues,
- Hidden encumbrances, and any or all other due diligence issues;
- Environmental risks;
- Holding costs including maintenance, entitlements and market futures.

Now with the **Higher Form Of Giving Program**, fundraisers may be able to secure **the donation of real estate-related assets** with less risk and no hands-on involvement. With its best-of-class real estate heritage, the Education Foundation of the CCIM Institute is uniquely qualified to facilitate these problematic real estate donations **for any qualified charity**.

BUILDING DONATIONS ON A SOLID FOUNDATION

- The **Higher Form Of Giving Program** allows the donor to make a charitable donation of real estate to the charity or charities of the donor's choice.
- Everything in between is administered by the non-profit Education Foundation of the CCIM Institute, the leader in creating and delivering the commercial real estate industry's highest level of education, technology and research for best transactional and ethical practices, with 15,000 members around the world.
- The Program is run by professional specialists

from all real estate disciplines, from financial to compliance, selected by the Education Foundation of the CCIM Institute for their years of experience and success in the most difficult and obscure transactions of this kind.

HIGHER POTENTIAL THROUGH LOWER RISK

Besides an appraisal fee paid by the donor that is later reimbursed from escrow, there is absolutely no financial responsibility for the giver, recipient or transaction agent:

- The **Higher Form Of Giving Program** takes care of all legal and financial aspects of the gift and the process to translate it into cash for the recipient receives even before the property is finally disposed.
- We cover every front-end cost (besides appraisal) for investigative, due diligence processes with all parties and the banking relationships that enable direct cash settlements.

EVERYONE BENEFITS FROM GIFTS OF REAL ESTATE

- **For Fundraisers** involved with qualifying foundations, charities and non-profits, the willingness of donors to provide charitable donations of real estate is an avenue for needed funding to help offset reduced donations in other categories.
- **Donors** may qualify for a tax benefit based on the current fair market value of the property, not the original purchase price. This type of gift is completely federal tax code compliant and

accepted by the IRS. The advantages of this credible and philanthropic giving of real property may include:

- ~ Satisfaction of helping worthy charitable causes
 - ~ Positive public relations opportunities
 - ~ Sizeable charitable deductions for a number of years
 - ~ Reduction or elimination of capital gains taxes with a possible income stream for the donor while directing funds to a charity through a trust
 - ~ Freedom from a financially draining, under performing property
 - ~ Elimination of property taxes
 - ~ Elimination of property maintenance and other obligations
 - ~ Elimination of liability and insurances
- **Individual estate, trust, and tax professionals** can now advise on the fiscal advantages of disposing of real estate by making a charitable contribution.

LET'S GET MOVING

Everyone agrees that charitable fund raising is a challenge and needs a stronger economy to prosper. Another avenue for charitable contributions is from the gifting of real estate.

That's why the **Higher Form Of Giving Program** is the right idea at the right time. To find out how we can help you get involved, contact:

Doug Strickland
Director of Real Estate Gifting
(877) CCIMEF1 (224-6331)
info@ccimef.org

Do You Own Property?



GW accepts gifts of all types of real estate. For information on how you can turn your property into a lasting legacy at GW, look on the opposite side of this page and return the coupon on the right.

Yes, I'm Interested.

- Please send me more information about gifts of Real Estate
- I am interested in giving a gift of Real Estate

Approximate Value: _____

Name: _____

Address: _____

Phone: _____

E-Mail: _____

Clip & Mail to:
The George Washington University
Office of Planned Giving – Real Estate
2100 M Street, NW, Suite 310
Washington, DC 20037

THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON DC

For more information, please contact:
Chase Magnuson,
Director of Planned Giving for Real Estate
202-994-4979 or chasem@gwu.edu
or visit www.gwu.edu/give/waystogive/plannedgifts



Say Yes Three Times and Receive a Huge Cash Rebate

Yes, I'm a UCSD alumnus

Yes, I'm selling a home or looking to buy a home

Yes, I want a huge cash rebate

Introducing the Alumni Rebate Program

You're in the market for a new home. So you will be listing your existing one. As a member of the UCSD Alumni Association, you can earn large rebates on either or both home sales by enlisting in the Alumni Rebate Program free of charge.

How does it work? HomeSold, a division of Fidelity National Financial Corporation, maintains a nationwide network of participating real estate agents who give back a share of their commissions in exchange for their participation in the program.

These savings are turned over to you in the form of a cash rebate paid when your home is sold or purchased. All you have to do, when you're ready, is contact us. We assign a top performing real estate agent to assist you with your transaction. We choose only the very best agents from among the nation's major real estate companies.

We also assign a special coordinator to assist you

on all the details of your sale or purchase. Your satisfaction will be his or her top priority.

Take the stress out of buying or selling your home by leaving all the details to us. And earn thousands of dollars in cash.

The *Alumni Rebate Program* is presented by HomeSold with financing available from Greenlight Financial Services.

How huge is huge?

Proceeds on sale of existing home	\$300,000
Real estate agent rebate on sales commission	\$2,250
Purchase price on new home	\$400,000
Real estate agent rebate on purchase commission	\$3,000
Total rebate using Alumni Rebate Program	\$5,250

The example above is based upon real estate agents receiving a 3% commission on the actual sales price and purchase price of a home. Your actual rebate may vary.

Visit
www.alumnirealestateservices.com

Call
(800) 615-4699



The Amazing Charitable Gift Annuity

Trading One's Home for Cash and a Gift Annuity



Peggy was eager to move into her dream unit at Rose Villa but couldn't sell her home in West Vancouver.

She then read an article in the *Senior Messenger* about the real estate program at

Fort Vancouver National Trust whereby the Trust acquires one's residence in exchange for cash and a charitable gift annuity. Peggy inquired and the exchange was executed within a six-week period.

As the illustration shows, Peggy received cash that she used for her down payment at Rose Villa and, beginning in December of 2010, will receive life-income payments from her gift annuity. (Peggy's rate is higher at 7.2% by deferring payments for one year.) Peggy declared, "This really worked well for me. I'll also leave a testamentary endowment gift to the Trust that will bear my name and provide some perpetual support to their very special mission."

Peggy's Gift Plan



Annual payout of \$11,520 for one life. Tax free portion of \$7,880.

Please run me a confidential illustration. Below is my information:

Home address: _____

Approximate value: \$ _____ Age(s) for gift annuity: _____

Owner's contact information
(phone or email) _____

Mail, phone or email your information to Tom.

Photo: Tom Bashwiner and Peggy

Rates for One Life Gift Annuities*

Age	Rate	Age	Rate
60	5.0%	76	6.4%
61	5.1%	77	6.6%
62	5.1%	78	6.7%
63	5.2%	79	6.9%
64	5.2%	80	7.1%
65	5.3%	81	7.3%
66	5.4%	82	7.5%
67	5.4%	83	7.7%
68	5.5%	84	7.9%
69	5.6%	85	8.1%
70	5.7%	86	8.3%
71	5.8%	87	8.6%
72	5.9%	88	8.9%
73	6.0%	89	9.2%
74	6.1%	90+	9.5%
75	6.3%		

* Rates for Two Life Annuities are slightly lower

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National Trust

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