

## Giving advice on charitable giving

*Solano Community Foundation and Financial Advisors are working together for clients and community.*



**Financial advisors find themselves** at the convergence point of two dramatic forces in society today: the enormous increase in personal wealth and the renewed concern for community.

**The number of American households** with investable assets of \$500,000 or more continues to rise steadily. Charitable giving advice is a value-adding element in an advisor's portfolio and a service welcomed by clients who expect multifaceted approach to their wealth management.

**People from all economic backgrounds** are giving to their communities in record numbers. Community-based philanthropy is in the front ranks of this movement. In 2013, total gifts to community exceeded \$4.5 billion. Many of these gifts were the result of charitable remainder trusts and other planned giving instruments.

**These trends are affecting** financial advisor practices in two significant ways:

- 1 Advisors are incorporating charitable giving as an integral component in their financial and estate planning interviews and activities. The question "do you have charitable giving interests?" is standard planning practice for many advisors today.
- 2 Advisors are including community foundations in discussions with their clients. Foundations are serving a greater role as a trusted resource for advisors seeking charitable giving advice and information.

### Ways we can help.

Solano Community Foundation is able to support you and your clients at every step in the charitable giving process.

We can help you:

- Identify your clients' charitable giving interests and motivations
- Match personal charitable interests with tax planning needs.
- Create and implement charitable plans that are integrated into major business, personal, and financial decisions.
- Facilitate complex forms of giving and assist with executing instructions for technical giving instruments (such as charitable remainder trusts).
- Provide information on current community needs — and on the local agencies and programs that make a difference in the areas your clients care about most.
- Deliver grantmaking knowledge and expertise along with the administrative services involved in charitable giving.



### Think of Solano Community Foundation as your personal planned giving center.

Community foundations have earned the trust of thousands of professional advisors throughout the United States. We work through advisors to enhance the service clients seek — always respecting and working within the relationship you have developed and lead with your clients.

Solano Community Foundation can provide a single point of contact for all of an advisor's charitable planning needs: we're a convenient, professional resource that helps you do more for your clients.

Our business is community philanthropy.

Everyone wins when we assist advisors who seek to help clients benefit themselves and their communities through effective charitable giving.

Our motivation is simple: the Foundation is a nonprofit public corporation organized to help people give effectively to improve quality of life.

*“Solano Community Foundation is a resource that enables people to be charitable in a very personal way.”*

**-Dave Knitter**  
ATTORNEY

### Solano Community Foundation – A resource for advisors.

Attorneys, CPAs, financial planners, brokers, insurance agents, and other professional advisors are turning to the foundation to help enrich the charitable giving strategies of their clients. Here's why:

- The Foundation offers neutral experts with technical information on a range of planned giving options — from executing gifts of real estate, stock, or personal property to establishing Donor Advised Funds or income-producing charitable annuities. We help advisors provide their clients with the best charitable giving strategies based on each client's unique financial situation, tax status, and giving goals.
- The Foundation has in-depth information on local needs and nonprofit organizations. When clients ask, “how can I make sure my charitable gifts will make a difference?,” many advisors turn to us for information on the programs and agencies that are working effectively in the specific arenas interesting each client. SCF is in touch with local organizations and activities addressing the broad spectrum of community needs — ranging from the environment, arts, education, and economic development to special programs for youth, family, and seniors.
- The Foundation serves as the vehicle for giving that many advisors seek for their clients. For example, we can establish Donor Advised Funds — the very popular mechanism through which a client can make a charitable gift and stay personally involved in suggesting uses for that gift over time. SCF is frequently named in bequests as stewards for estate assets that a client wishes to direct to address specific areas of community need in perpetuity. Giving through a community foundation also provides a client time and resources for evaluating potential grant recipients, as well as the ability to give to multiple charities with a single gift.

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*There's so much more we'd like you to know. Solano Community Foundation can help you help your clients achieve their charitable giving goals. We welcome the opportunity to work with you. For information, call Stephanie Wolf, CEO, at 707-399-3846, or send an email to [swolf@solanocf.org](mailto:swolf@solanocf.org).*