

sever the surface from the minerals and give the minerals while retaining the surface. This severance can occur with an estate or testamentary gift.

~Slide 36 - Personal Property & Collections~

Gifts of personal property run the gamut and include collections. Different types of property invoke different rules regarding valuation and deduction. How the nonprofit organization will use the property also factors in. Whether the property will be used to fulfill the mission or will be sold for the proceeds affects the amount of the deduction.

~Slide 37 - Beneficiary Designations~

One of the easiest ways to give is to use beneficiary designations. Beyond the well-known designation forms for life insurance and retirement assets, there are paid on death (POD) and title on death (TOD) accounts at banks and brokerages. A death certificate and possibly other documentation may be required to assess the count upon the donor's death. Moreover, the charity may not even know about the account. As in all cases, the more notice and information you, if your client permits for lifetime gifts, or your client can share with the nonprofit about a potential gift, then better.

It can be tricky to navigate the loaded feelings when it comes to notifying the organizations. Stress the contingent nature of the gift. There is no requirement to provide gift values or details. For gifts in this category of beneficiary designations, knowledge is power as there are too many instances where the financial institution makes getting the funds due the charity a very long and strenuous process.

~Slide 38 - Life Insurance~

Granted, it's just as easy and flexible to name charities as beneficiaries of **life insurance policies**. But first determine if this is the best solution. Life insurance proceeds pass tax free to persons and entities (trusts, charities - NOT the estate). Especially if your client is concerned about making sure family has enough, suggest naming charities the beneficiary of retirement plans and kids the beneficiary of insurance policies. If that is not a concern, by all means, gift insurance to charity. Note, there are many ways to do this depending on the type of policy - term, whole life, paid up, etc.

Whatever you do, be sure the client's estate is NOT named the beneficiary of either life insurance or retirement plans. You want to avoid probating these assets and paying estate taxes!

~Slide 39 - 401k~

The beauty of gifts in wills and other **deferred** gifts is that the client gets use of the funds during her lifetime. She never has to worry about giving money away she might need. Even easier, and many times more tax advantageous, is to use **retirements plans** - IRAs and 401k - to give to