

then payouts are required to being but you haven't yet sold the property to generate cash flow or income for the beneficiary payments. In that case, use a FLIP CRUT. Payments are deferred until the specific condition is met - the property is sold.

~Slide 46 - Curtain~

Seriously consider a FLIP CRUT for that entrepreneur who is ready to sell the business and wants to give some or all of the proceeds to make a transformative gift. The key is to transfer the some or all of her business interest BEFORE the sale. The trust then sells the interest and capital gains and income tax on that portion is avoided. More money for impact, less tax burden for the client. Beware of waiting too late to suggest this - cannot have a buyer in the wings.

~Slide 47 - CLT Benefits~

A really cool tool that is slowly gaining traction, but should be employed more, is the **Charitable Lead Trust**. An easy way to think of them is to consider them a trial run or loan. The client transfers the asset (cash or other asset) to the trust. The income is paid to the charity for a term of years. At the end of that term, the principle passes back to the client/grantor (or to heirs). Consider this vehicle when there is a windfall, especially of cash - a bonus, cashing in stock options - that triggers a significant tax burden. Can help reduce estate taxes if that is the need. A CLT would be good for a pledge to a capital campaign or for endowment funding. This tool deserves more attention.

~Slide 48 - What You Do with Money Quote~

With careful planning, a generous spirit, and willingness to explore options, many clients can discover, with your help, that they can give bigger than they dared dream. They truly can become philanthropists.

"A life well-lived shouldn't be viewed through a rearview mirror with the final assessment of accomplishment or regret at the end of the journey. It can and should be carefully plotted and planned for," said Keith Banks, president of U.S. Trust. "The wealthy are driven by a sense of purpose and desire to succeed, but **what makes life fulfilling is not money; it's what they do with it**. As wealth managers, we have the opportunity to not only help our clients grow their wealth, but also to help them plan accordingly."

<https://newsroom.bankofamerica.com/press-releases/global-wealth-and-investment-management/us-trust-study-high-net-worth-investors>, May 28, 2015

~Slide 49 - 5%~

This is about the simplest way I can explain philanthropy. **What if everyone gave 5%** - just 5% - in their will or trust to her favorite cause? Can you imagine the impact on our community?!?! And, people, that is **less than sales tax**.