



Legacy Giving



The Great Wealth Transfer

- The Boomer Generation is sitting on enormous wealth, compared to the previous Greatest Generation, due to more two-earner households, higher earnings, performance of investments and retirement savings, and growth of home values.



The Great Wealth Transfer



- Nearly \$75 trillion is going to be passed on from older generations in the U.S. over the next 20-25 years.
- Boomers had far fewer children than their parents, and more are childless (20%) or never married.
- By 2030, potential inheritances by Gen X and Millennials will result in 5X as much wealth as they have today.



The Great Wealth Transfer

Implications:

- More flexibility and incentive for Boomers to leave portions of their estates to causes and organizations they care about, not just to their descendants.
- Education and seed-planting regarding “Legacy Giving” (estate planning and planned giving) is becoming even more important to non-profits.



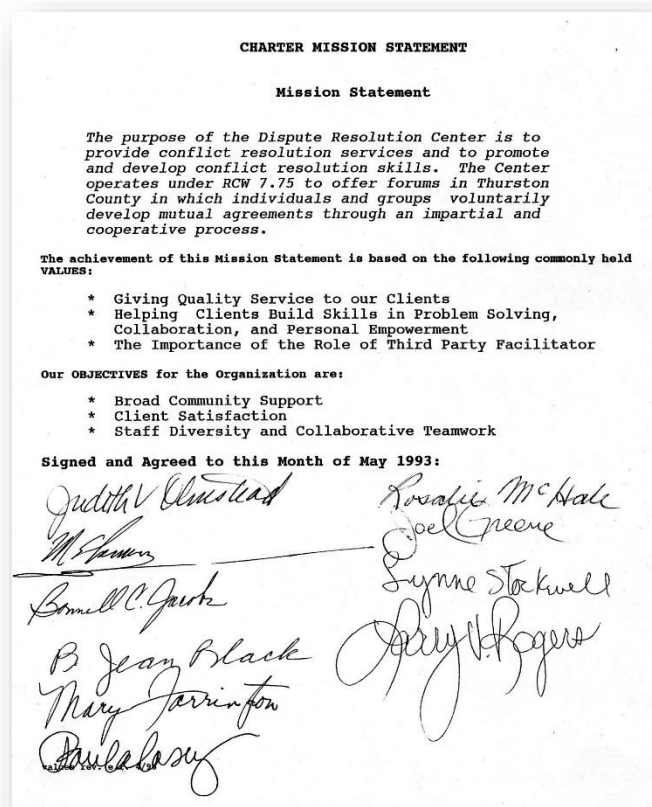
Challenges



- Only 33% of adult Americans have an up-to-date estate plan, like a will or trust.
- “I haven’t gotten around to it” is the main reason given.
- Only about 5% of people have included charitable causes in their wills/estate plans.



Planned Giving is a Key Element of the DRC's Sustainability Strategy



- The DRC's "Founding Mothers and Fathers", and many other long-time volunteers and financial supporters – highly invested with a strong sense of ownership – are now in their 60's, 70's, 80's and even 90's.



Planned Giving is a Key Element of the DRC's Sustainability Strategy

- Bequests and planned gifts go to the DRC's Legacy Fund endowment, with earnings used to sustain core capacity and services.
- Our Legacy Society is currently made up of 12 supporters who have informed us* that the DRC is included in their estate plans.

*Others may have included the DRC but wish to remain anonymous at this time.



Planned Giving is a Key Element of the DRC's Sustainability Strategy

“We strongly believe in the mission and work of the DRC and have made plans to dedicate a portion of our estate to help ensure it will be here to serve our community for years to come.”



“I am deeply committed to leaving a legacy by having the DRC be a part of my estate plan. Legacy is a weighty word, but it suits the importance and value of supporting a path to a more civil community.”

Legacy Society members Deborah Jayne & Kathy Baros Friedt



Discussing Planned Gifts

- **Key Audiences:**
 - **History of support (More than 50 DRC donors have 10+ consecutive years of giving)**
 - **Volunteers – High commitment to mission (More than 30 current DRC volunteers have 10+ years of service), former Board members and inactive former long-time volunteers**
 - **Donors with whom we already have a strong relationship**
 - **Older, single/widowed and/or no children**



Discussing Planned Gifts

- **Don't focus on death**
 - Instead talk about creating a legacy (“Be remembered as a peacemaker”)
- **Will awareness**
 - Having a will is the best way to protect the people and causes they care about
- **Benefits of Planned Giving**
 - Bequests are a way for donors to make a large, meaningful gift with lasting impact – one they might not be able to make in their lifetime



“With Thanksgiving around the corner, I thought this would be a good time to review my estate plan.”



Ways to Leave a Lasting Legacy

1. Include an organization you support – like the DRC – in your will, either a specific dollar amount or percentage of your estate.
2. Name them as a beneficiary of your pension plan or 401k.
3. Name them as a beneficiary of a life insurance policy.
4. Encourage family and friends to include gifts to charities in their wills.
5. Ask your financial advisor or estate attorney to encourage legacy giving to their other clients.

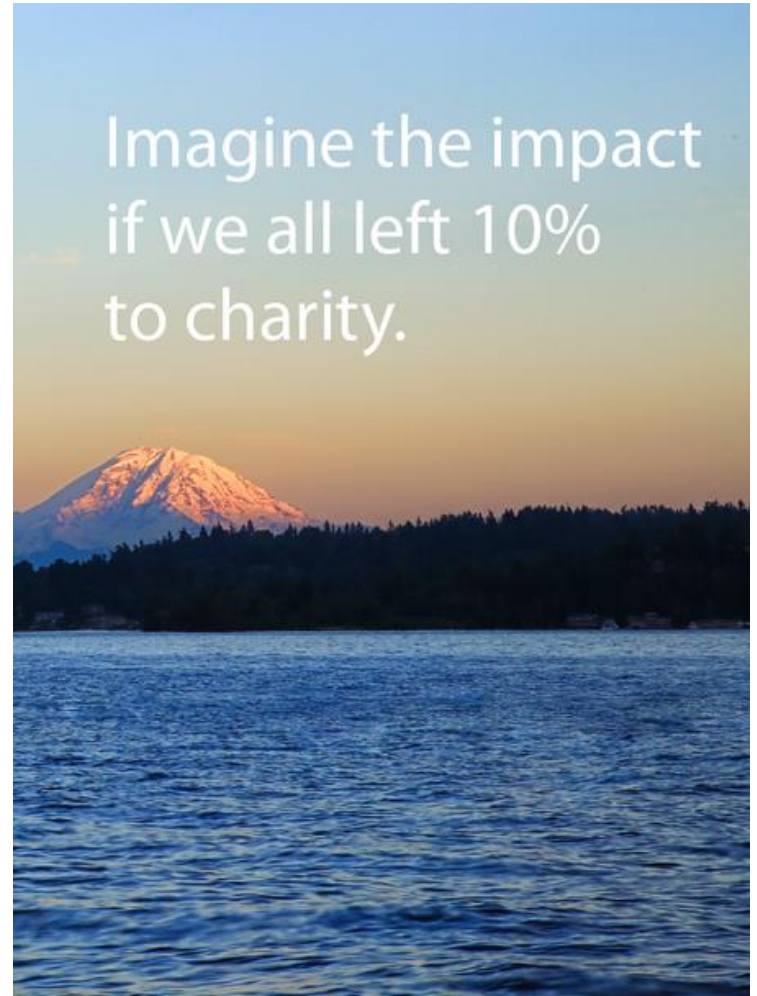




Leave 10 is a collaborative effort by local non-profits to encourage members of our community to designate 10% of their estates to causes they care about.

As part of Leave 10, the DRC is partnering with the Community Foundation of South Puget Sound, the South Sound Planned Giving Council and other area non-profits to raise awareness of estate planning and planned giving, focused on National Estate Planning Awareness Week, October 17-23.

Imagine the impact
if we all left 10%
to charity.



Upcoming activities and events:

- “Seed planting” mailing, emailing & social media posts to DRC donors and volunteers promoting Leave 10, sharing donor testimonials, and encouraging including the DRC and other charities in their estate plans.
- October 20th – Community Foundation event for local financial planners, estate planning attorneys and non-profits.
- Online workshop - *“Securing Your Wishes: Where There’s a Will There’s a Way”* – streamed live on October 20th and recorded for charities to share with their supporters to view at their leisure.
- Ongoing discussion of planned giving in stewardship conversations with DRC supporters.
- Possible 2023 estate planning / planned giving workshop for DRC supporters (possible partnership with TC Volunteer Legal Services).

