



Client-Centered Philanthropy

For Professional Advisors
and Their Clients

COMMUNITY
FOUNDATION
of Snohomish County

Working with the Community Foundation is Good for Business

- 1 Help your client leave a legacy, not just an inheritance.** By providing charitable options tailor-made to meet your clients' financial and charitable goals, we can help them provide for themselves, their heirs, and their community.
- 2 Access FREE expertise.** Our Nonprofit Services program and our extensive grant making work gives us a unique insight into more than 500 nonprofits working in Snohomish County. Let us know your client's interests and we can provide you with options for your next client meeting.
- 3 Ensure oversight forever.** We help your clients find tax-friendly ways to support one or more charitable causes and we handle all the administrative details. Our staff and board ensure that your client's gift is used as she intended even after she is gone, and we confirm that all grant recipients follow IRS guidelines.

Strengthen Relationships with Clients

74% of advisors say that discussing philanthropy with clients is good for their business. It presents a more comprehensive approach to managing their wealth and shows interest in more than just their money.

Your Dreams. Our Mission.

The Community Foundation provides a way for an individual or family to give to specific charities, communities or causes. Anything is possible. Just tell us what you care about and we will help create a plan tailored for you.

GIVE NOW

Start a charitable fund today with \$25,000 using cash, securities or other assets for immediate tax savings. You can also build a fund over 5 years with \$5,000 per year.



GIVE LATER

Leave a legacy gift to a charity or specific cause in your will or through a beneficiary designation upon your death. (For more details see reverse)

Here's how the Community Foundation can Help

- Create an agreement that spells out the details of your donation including which causes you'd like to support.
- Your fund is invested to grow over time. Our 10 year average rate of return is 7.2%.
- Annual earnings from your fund provide grants to the charities or causes of your choice.

Funds for Nonprofits

Designated Funds

Started by a donor for a specific nonprofit of their choice for whatever purpose the donor chooses. These funds can be named in honor or memory of a loved one. The nonprofit receives a grant once per year from the fund.

Agency Endowments

Established by a nonprofit with its own money from savings or donations. The nonprofit can request the fund be returned by a vote of their board.

Funds for Active Donors

Donors who start donor advised funds make grants to their favorite local nonprofits, schools or parks. Our staff provides the administrative work, much like a private foundation.

Funds for The Community

These funds allow us to meet changing community needs. Grant criteria shifts as new issues emerge within the scope of the fund. Grants are reviewed by community volunteers. Community Foundation staff provide oversight of these funds in perpetuity so that the original intent of the donor always remains.

Area of Interest

Whether it's youth programming, animal welfare or services for seniors, donors can create a fund to support their causes.

Geographic Area

Donors can create funds to support their own community or city.

Community Impact

Anyone can donate any amount to help grow one of the five community impact funds: arts, education, environment & animals, health & wellness, and human services.

Leave a Legacy

Leave **99%** of your estate to your children, family, friends and...



1% ...to the community



Animals & Environment



Housing, Shelter & Food



Arts, Music & Theatre



Senior Care & Support



Children & Education

We can help you. Here's how.

You can create a lasting legacy that will benefit your community for generations to come by leaving a charitable gift to the Community Foundation in your will, trust or through another deferred gift. Talk with your attorney, financial advisor, or accountant about how a charitable gift can help you meet personal and financial goals too. Contact (or have your professional advisor contact) Elena Pullen-Venema, MBA, CAP[®], the Foundation's Director of Gift Planning, to answer any questions you may have about tax-friendly giving options at elena@cf-sc.org or (425) 212-4056.

Specialized Resources at Your Fingertips



My client says he wants to create a private foundation. Would a donor advised fund be a better option? We can help you and your client understand the pros and cons of private foundations, donor advised funds, and other charitable options so they can make an informed decision that helps them meet charitable and financial goals.

Is there a way to transfer an IRA required minimum distribution (RMD) to charity to reduce my client's taxes? Donating an IRA RMD to a qualified charity like the Community Foundation can help clients age 70½ or older avoid additional tax, not only by keeping them in a lower tax bracket, but also because reducing income can lead to increased deductions that may have been phased out otherwise. It can also lead to lower tax rates for social security, income, and/or capital gains.

Can I continue to manage my client's assets if he creates a fund with the Community Foundation? Yes. We offer opportunities for you to continue to manage a client's donated assets. Ask us about our partnership program for financial advisors.

My client wants to make a gift using appreciated stock or real estate, but his favorite charity says they can only accept gifts of cash. Can the Community Foundation help? Yes. Your client can set up a fund with the Community Foundation with stock or another non-cash asset like real estate. They can then make cash grants from that fund to the charity of their choice.

I have nonprofit clients. Do you offer services I might be able to share? We offer a variety of free workshops, consulting services and fund management services for local nonprofits.

Looking for resources that can help you meet your clients' goals? Let us know how we can help.

Check out the professional advisor section of our website:

For Attorneys www.cf-sc.org/plan/attorneys

For Financial Advisors www.cf-sc.org/plan/financial-advisors

For Accountants www.cf-sc.org/plan/accountants



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Let us know how we can help.

Would you like to give your clients the opportunity to ask specific questions about charitable giving options? Contact Elena Pullen-Venema to arrange a private meeting where you and your clients can explore a variety of options.

Elena Pullen-Venema, MBA, CAP®
Director of Gift Planning
elena@cf-sc.org | (425) 212-4056

Learn more about the
Community Foundation's
resources for professional
advisors at www.cf-sc.org/plan



Although the Foundation is a public charity, it does not promote one charitable cause. Instead, our mission is to provide for Snohomish County's changing needs by building and holding permanent endowments that support all kinds of nonprofits now and into the future.