



Welcome to LBCF's Financial Advisor Program

Participating in our Financial Advisor Program creates a distinct advantage for you and your clients. **Financial Advisors can continue to manage their client's assets and meet their client's tax and charitable goals.**

A WIN-WIN FOR YOU AND YOUR CLIENTS

The Financial Advisor Program benefits everyone involved, creating a significant and positive impact for your client's charitable causes. You can:

- Continue to manage the assets contributed by your clients on your firm's investment platforms
- Convert non-managed client assets, such as real estate, closely held interests, businesses, and personal property into charitable dollars that you can manage
- Offer your clients a value-added service by connecting them to some of the best resources and services on the market
- Extend your services to multiple generations through family giving

IDENTIFYING CLIENTS WHO QUALIFY

An ideal client is someone who has one or more of the following:

- Has a spike in current taxable income and/or is expecting high capital gains exposure in the near future
- Is in a "transition" phase of life: empty nest, retirement, or involved in estate planning
- Wants to leave a legacy for future generations
- A desire to give something back to their community
- Wants a charitable tax deduction now with the flexibility to make distributions in the future
- Want to grow their contributions tax-free over time
- Plans to sell a private company
- Plans to pass down charitable assets to the next generation of family members

“The Financial Advisor Program is valuable to both advisors and their clients. The Long Beach Community Foundation can handle complex charitable transactions, including the donation of real estate and closely held interests, giving financial advisors the power to offer flexible options not otherwise available.

More importantly, advisors can continue to manage their clients' finances no matter what type of charitable giving vehicle they choose.”

John Shadden, Morgan Stanley



Complex Assets

Charitable giving encompasses more than just cash donations. Families and businesses can tap into our expertise to quickly and easily donate hard-to-value assets, and open family or corporate funds to further their charitable goals.

Your clients may use assets they already own to attain a new level of giving; a level they might not have considered possible. We specialize in accepting complex assets for charitable purposes, including:

GIFTS OF REAL ESTATE

- Personal Residence
- Commercial Property
- Farmland or Undeveloped Property
- Other Real Property

GIFTS OF PERSONAL PROPERTY

- Royalties, Copyrights, Patents
- Valuable Collectibles

GIFTS OF BUSINESS INTERESTS

- Closely Held Stock (S-Corp, C-Corp, Partnership)
- Stock Options/Restricted Property

OTHER ALTERNATIVE ASSET GIFTS

- Life Insurance Policies
- Retirement Plans
- Negotiable Instruments
- Oil and Gas Interests
- Private Equity

*This list is not intended to be all-inclusive of acceptable complex assets.
Charitable gift acceptance is dependent upon asset review and approval.*



PHOTO BY: NANCY FOSTER

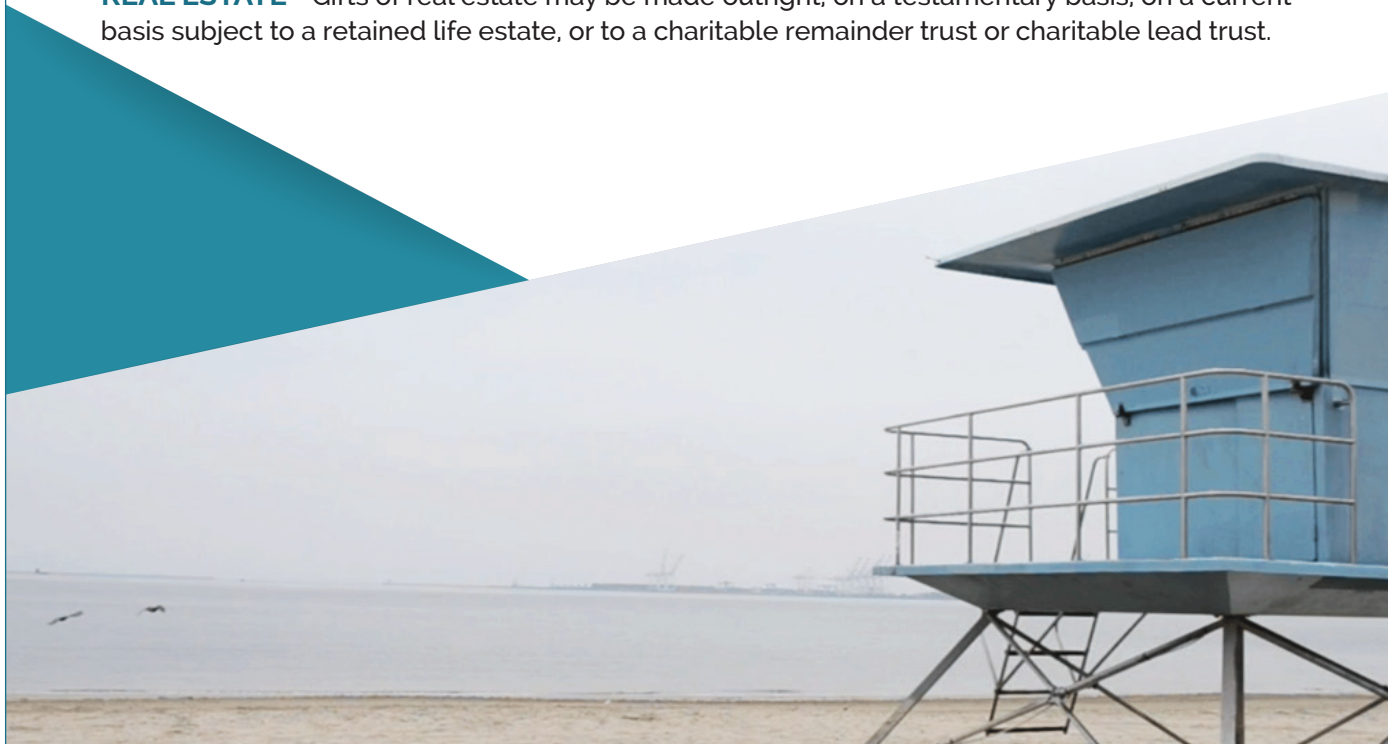


Making a Planned Gift

Planned giving is a term used to describe a wide variety of giving vehicles that allow you to give to a charity during your lifetime and/or after your death, while meeting your current income needs and providing for your heirs. Planned giving is typically done in conjunction with estate planning, and is a viable option for donors of all income levels. Planned giving is attractive for many reasons. It allows you to make larger gifts than you otherwise could out of your current assets. Depending on how a planned gift is set up, it can allow you to receive income for life, earn higher investment yields, or reduce capital gains or estate taxes. Planned gifts often appeal to people who want to support a charitable organization but aren't certain how much of their assets they'll need for themselves during their lifetime. The planned giving vehicles available through the Long Beach Community Foundation (LBCF) include bequests, gifts of real estate (outright or via a charitable remainder trust and charitable lead trust), and charitable gift annuities.

CHARITABLE BEQUESTS – A charitable bequest is anything you give or leave to charity from your estate through a will or trust. An "estate" is any property, money, or personal belongings that you may have at the time of your death. You can arrange to bequeath a gift from your estate in several ways. You can set aside a specific dollar amount, leave a percentage of your estate, or leave any assets left over after your beneficiaries have been provided for. Some people use a bequest to give a charity something they own, such as a home or jewelry. Others leave a paid life insurance policy, retirement plan, or other financial investments, such as stocks, bonds, or CDs. These gifts may provide tax savings, to which your professional advisor can provide details. LBCF will accept gifts of illiquid assets such as real estate, tangible personal property and intangible personal property, subject to approval.

REAL ESTATE - Gifts of real estate may be made outright, on a testamentary basis, on a current basis subject to a retained life estate, or to a charitable remainder trust or charitable lead trust.





Making a Planned Gift

CHARITABLE REMAINDER TRUSTS – Charitable remainder trusts allow you and/or other designated beneficiaries to receive income from a trust for your lifetime(s), or for a period not to exceed 20 years. At the end of that time, the balance of the trust is transferred to a charity that you have selected. You can take a charitable deduction for a portion of the gift you make to the trust in the year the trust was formed. (In some cases, additional funds may be added in later years.) The two most common types of charitable remainder trusts are annuity trusts and unitrusts, which differ in how income you receive from the trust is calculated and distributed.

CHARITABLE LEAD TRUSTS - Charitable lead trusts allow you to designate a charity to receive a regular, fixed amount from a trust for a specified time period or the lifetime of a designated person. At the end of that time period, the remainder of the trust passes to your designated heirs or other non-charitable beneficiaries.

CHARITABLE GIFT ANNUITY – A gift annuity is a simple, contractual agreement between one or two donors and the Community Foundation in which the donor(s) transfer assets to the Foundation in exchange for the Foundation's promise to pay the donor(s) an annuity.

BENEFICIARY DESIGNATION – By designating a charity as the beneficiary of your life insurance or retirement assets, you can enjoy some flexibility in your charitable giving as well as certain tax advantages. The designated charity will receive the specified assets upon your death, and you have the option of changing the eventual recipient throughout your life.

LBCF COMMUNITY ENDOWMENT FUND - Whether you have predetermined charitable preferences or are simply motivated by making a positive impact on your community, the LBCF Community Endowment Fund provides an easy and efficient way to be a difference maker. Your gift to the LBCF Endowment Fund is an efficient, caring, responsible way to provide for the future of this great community. Our community needs are constantly changing and this fund changes to meet those needs. Awarded nonprofit organizations provide services to meet critical, new and emerging community needs while leveraging additional funding sources including other foundations, individuals, and key stake holders.



Six Reasons to Work with LBCF

The Long Beach Community Foundation (LBCF) is a single, trusted resource your clients can use to give nationwide to the causes they care about most, while gaining maximum tax benefits under state and federal law. We offer a variety of giving options - including the ability to set up a charitable fund in your client's name, or give anonymously. Here are six ways we can help you help your clients achieve their personal and financial goals.

1) WE ARE YOUR PARTNERS LBCF provides support, information, expertise, and professional administration related to charitable giving options. ***You stay in control of your client relationships and continue to manage the investments. And our advice is free.***

2) WE HELP YOU BUILD STRONGER RELATIONSHIPS Studies show that many high-net-worth individuals are expecting to talk about giving with their advisors.

3) WE HELP YOU CONNECT ACROSS GENERATIONS When you help families establish charitable funds at LBCF you begin an ongoing process of involvement with current and future generations.

4) PLANNED GIVING EXPERTISE We help you provide your clients the best charitable giving strategies based on each client's unique financial situation, tax status, and giving goals.

5) WE CAN GUIDE YOUR GIVING

For clients without specific charitable goals, LBCF can steward their philanthropic dollars to the most pressing needs in the local community through its Community Endowment Fund. Or, LBCF can work with you and your client to connect them with the charities that best match the causes important to them.

6) GREAT GIVING EXPERIENCE LBCF can establish donor advised funds and are frequently named in bequests as stewards for estate assets a client directs to specific charitable needs.

Giving through LBCF also saves your client time, providing resources for evaluating potential grant recipients, as well as the ability to give to multiple charities with a single gift.



About LBCF

If you work with philanthropic families or companies, we can help you understand and assess tax saving options to make the most of your clients' charitable giving, while at the same time maximizing your business with your clients. In addition, you will be connecting your clients with the most trusted leader in the philanthropic field. We are recognized for our ability to handle challenging charitable transactions and for our in-depth knowledge of charitable giving both locally and nationally through our expanded network of professionals. Instantly you and your client will have access to staff who will make sure each donation provides the greatest charitable, civic, and financial benefit possible.

The Long Beach Community Foundation is a public charity, so your clients will receive the maximum tax deduction allowed by law, avoid capital gains tax, and may be eligible to receive a lifetime income stream. We look at each donation individually and create giving plans that maximize gifts to the community and provide bottom-line benefits to the donor.

The Long Beach Community Foundation is not engaged in rendering legal, accounting, or other professional service. If legal advice or other expertise is required, the services of an appropriate professional should be sought.

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