



Toledo
Community
Foundation

"GIVING" ADVICE

Inspiring and Connecting Thoughtful Giving



Toledo Community Foundation
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About Your Foundation

Since 1973, the **Toledo Community Foundation** has provided individuals, families and businesses interested in the well-being of our community with an *efficient, effective, low-cost, professionally managed* mechanism to achieve their charitable goals.

For philanthropists wishing to maximize the impact and life of their charitable gifts, the Foundation provides *resources for thoughtful giving*. Using its expertise and personalized services, **Toledo Community Foundation** helps donors transform their philanthropic impulse to measurable community impact. Beyond the gifting of assets, the Foundation helps donors identify issues of importance to them and *inspires engagement* with community organizations addressing these issues, thereby maximizing the impact of charitable gifts and creating a greater sense of fulfillment.

Life-Changing Events

WHEN A CLIENT EXPERIENCES A LIFE-CHANGING EVENT, IT CAN BE A GOOD OPPORTUNITY FOR THE PHILANTHROPIC CONVERSATION. FOR ADVISORS WARY TO BROACH THE SUBJECT, COMMUNITY FOUNDATIONS CAN LEND RESOURCES AND GUIDANCE.

When Elva Johanson's daughter, Cynthia, died of cancer just over a year ago, the grieving mother was guided by a single principle: She wanted to memorialize her only child with a lasting legacy. As Mrs. Johanson, now 81, told close friends after inheriting her librarian daughter's wealth: "I was never intended to have to spend my daughter's retirement. It was she that was supposed to have mine."

In the weeks that followed, Mrs. Johanson and A.G. Edwards advisor Tom Hinck devised a plan. Hinck, who works regularly with the Gulf Coast Community Foundation in Venice, Florida, helped Mrs. Johanson establish a charitable gift annuity to provide her with income for the rest of her life and, at Elva Johanson's death, fund the Cynthia J. Johanson Memorial

Charitable Fund. The Fund will endow the American Library Association and the church both women attended.

Life-changing events—a death, illness or divorce, for example—often trigger what Randy Fox, president of the International Association of Advisors in Philanthropy and a CFP with InKnow Vision, a Naperville, Illinois-based collaborative think tank for advisors, calls "the philanthropic conversation." It's a conversation that can be challenging—for both the advisor and the client.

As Fox notes, "A lot of advisors tend to be focused on outcomes and number crunching. This is an in-depth, very personal conversation, helping clients identify things like: What

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The Power of Complex Gifts

ADVISORS WHO LOOK BEYOND CASH AND STOCKS CAN HELP CLIENTS MAXIMIZE THEIR CHARITABLE GOALS. WITH CAREFUL PLANNING, REAL ESTATE DONATIONS CAN BE IDEAL GIFTS THAT ALLOW CLIENTS TO FULFILL PHILANTHROPIC DREAMS WHILE BENEFITING FROM REDUCED TAX OBLIGATIONS.

Complex gifts of real estate can fulfill clients' philanthropic aspirations and community needs in a deeply personal way. Because tax obligations from real estate donations can complicate these gifts, advisors need to be vigilant to ensure that they are suggesting a giving strategy that benefits the charity, affords maximum tax benefit to the client, and also

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