

## Your Philanthropic Partner

Whether you are a **Donor** or **Professional Advisor** working with a Donor, the *Community Foundation of the Florida Keys* is your partner in philanthropy ensuring strategic, effective and efficient charitable giving.

If you're an individual **Donor** who wants to make a charitable gift through your estate plan, ***we'll partner with you to meet your personal charitable goals – whatever they may be.***

If you're an **Attorney, CPA, Financial Manager, Estate Planner, or Professional Advisor** working with a client who wants to make a charitable gift through a will, bequest, trust or estate plan, ***we'll partner with you to meet your clients' needs.***

These are the **7** **guiding principles** we follow:

**Organization:**

We help review and organize donors' giving history and paperwork, discuss philanthropic goals, and help develop an organized giving plan for the future.

**Accountability:**

We help donors put their plans into action and ensure that their charitable wishes are fulfilled now and for the future.

**Objectivity:**

We put the donors' interests first to develop a plan without a personal agenda or proprietary product.

**Pro-Activity:**

We develop an action plan for giving that is pro-active and ready to implement when donors are in transition or in the midst of a life situation.

**Education:**

We provide information and experience about opportunities, needs in the community, and options available to meet donors' particular needs and situations.

**Partnership:**

We work to achieve the best possible charitable goals and fulfill donors' wishes within whatever time frame they want.

**Transparency:**

We act as a fiduciary on donors' behalf, disclosing all fees and compensation in advance, managing all reporting, and adhering to best practices and accepted national standards.

*We're here to help. There are more online tools for donors and professional advisors at [www.cffk.org](http://www.cffk.org). Contact us at 305-292-1502 or email [jmccomb@cffk.org](mailto:jmccomb@cffk.org) to get started.*



## How to Make A Planned Gift

Whether you're a **donor** or **professional advisor** working with a client, it's easy to partner with the Community Foundation to make a charitable gift through an estate plan.

**How to make an unrestricted gift:** If you want your gift to go to CFFK to be used at its discretion:

Simply name "The Community Foundation of the Florida Keys" (CFFK) as the beneficiary in your will or estate plan in whatever amount you feel appropriate.

**How to make a gift to an existing fund:** If you want your gift to go into an existing Fund at the Community Foundation (for example "The Florida Keys Future Fund"):

Please name that specific Fund in your will or estate plan with a designated amount. For example: "To the Community Foundation of the Florida Keys for further credit to the Florida Keys Future Fund." (Visit [cffk.org](http://cffk.org) for a complete list of existing funds.)

**How to create an Endowment:** If you want your gift to be used to create an Endowment to distribute a percentage of its earnings annually for a specific Field of Interest(s) and/or to specific organizations you want to support other than CFFK:

Please contact CFFK and we will meet with you to execute a separate document called a Fund Agreement, which outlines the specific amounts, recipients and purposes in order to accomplish your charitable wishes. Donors may make changes to the Fund Agreement at any time in the future without any additional expense.

All Donors notifying us of their intent to make a gift to the Community Foundation through their will or estate plans automatically become honored members of CFFK's **Legacy Society**.

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## Frequently Asked Questions (FAQ)

### Donors

#### *What if I already have a will? Can I make a bequest to CFFK or set up an Endowment?*

Absolutely. Your attorney or professional advisor can write a codicil to your existing will that includes as part of your estate plan a gift to CFFK or a designated organization, or the establishment of an Endowment at CFFK.

#### *If I establish an Endowment at CFFK, who will make decisions about grants after I am gone?*

The CFFK Grant Committee will make grants on your behalf in accordance with the provisions in your Fund Agreement.

#### *Can I name someone other than CFFK to make grants on my behalf?*

Yes. Fund Agreements include a provision to name a Fund Advisor to make grants on your behalf.

#### *What if I only want the Endowment I establish to exist for a certain period of time after I'm gone?*

If you don't want your Endowment to go on in perpetuity, you can specify the period of time of ten years or more.

#### *What if I want to make a one-time gift directly to an organization in my estate plan?*

CFFK is here to help donors continue their ongoing philanthropic wishes for the future. If you want to make a one-time, direct support grant to a specific organization, your attorney or professional advisor can name that organization in your will as part of your bequest.

#### *What if the organization or cause I want to support ceases to exist?*

If an organization or cause no longer exists, CFFK will find another similar nonprofit organization or one with a like cause to support that meets the intent of your charitable goals.

### Professional Advisors

#### *How does CFFK assist professional advisors?*

We work through you. You stay in control of your client relationships—we provide support, information, and expertise related to charitable giving options, either through you or directly with your client if they choose.

#### *What does CFFK provide?*

We are knowledgeable about our community and its needs—including arts and culture, environment, health and human services, education, and more. We can help your clients learn more about local nonprofits and how to make a difference in the areas they care about most. By partnering with us, you help your clients increase their current income, increase their beneficiaries' inheritance, and leave a legacy in the community.

#### *I'm not sure if I should talk to my clients about charitable giving?*

Some advisors are reluctant to begin a charitable giving conversation with their client, concerned about appearing to make judgments. However, by not talking about charitable giving, a significant opportunity may be lost for your client and the community. In fact, studies suggest that as many as 70 percent of individuals expect their professional advisors to bring up the subject, and assume charitable giving is not an option if the subject is not raised.

#### *How can I recommend charitable giving without recommending specific causes or organizations?*

Professional advisors are faced with a delicate dilemma: you want to discuss the benefits of charitable giving with your clients, but you want to avoid recommending specific organizations. Fortunately, there's a simple solution. Talk to your clients about giving through the Community Foundation of the Florida Keys. Our staff is knowledgeable regarding local nonprofits and the needs of our community. Our staff will meet with you and your clients to help determine the options for giving which best fit their unique interests.

#### *What is the advantage of setting up an Endowment at CFFK over setting up a private foundation?*

Our staff can help establish an Endowment in a matter of days and then handles all administrative details and reporting, saving both time and money. There are numerous tax advantages to establishing an Endowment at the Community Foundation. Our staff's expertise with the local nonprofits and community needs is also a significant advantage for grant making.

#### *What if my clients want to keep their charitable giving private?*

The Community Foundation respects requests for anonymity. If your clients wish to remain anonymous, we will honor their wishes and they may designate their gift accordingly.

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