



A PRESENTATION FOR:
41st Annual Nonprofit Organizations Institute & Fundamentals
TRACK G: Planning Vehicles and Trusts

GIVING TODAY PLANNING FOR TOMORROW

PRESENTED BY:
Katrina M. Pipasts, CSPG
National Director of Planned Giving Services
KMM9@ntrs.com

February 9, 2024
northerntrust.com / © 2024 Northern Trust

1

WAYS TO GIVE TO SUPPORT A NONPROFIT

Giving is emotional – Working with legal counsel and tax advisors, donors can find the most tax-efficient solution for satisfying their charitable goals.

RECURRING
MONTHLY
DONATION

ANNUAL
FUND
GIVING

MAJOR
GIFTS

PLANNED
GIVING

northerntrust.com / © 2024 Northern Trust

2

2

THE WELL-DESIGNED CHARITABLE GIFT

For a nonprofit to accept a gift from a donor, having a well-defined gift acceptance policy can help facilitate a smooth transfer of ownership of property.



CASH

PUBLICLY
TRADED
SECURITIES

MUTUAL
FUNDS

OTHER
INTANGIBLE
PERSONAL
PROPERTY

TANGIBLE
PERSONAL
PROPERTY

REAL
PROPERTY

northerntrust.com / © 2023 Northern Trust

3

3

WHAT IS PLANNED GIVING?

Planned giving is the allocation of resources in support of a nonprofit organization gifted during a person's life or upon death, as part of his/her overall wealth or estate plan.

ELEMENTS OF A PLANNED GIFT



Usually involves
assets accumulated
over life rather than
current income

Usually larger in
scale than an annual
gift or a major gift

May involve a legal
instrument such
as a charitable
remainder trust

May span a number
of years such as a
pledge for a capital
campaign

Facilitated with
sound advice from
a financial planner

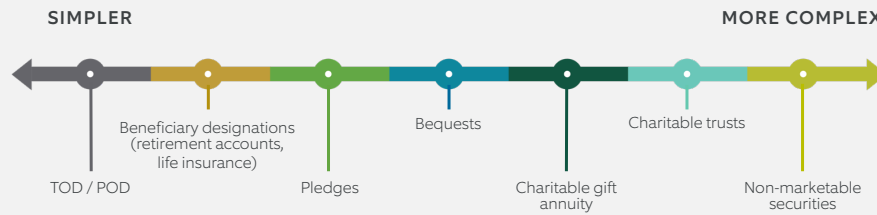
northerntrust.com / © 2024 Northern Trust

4

4

WHAT ARE SOME COMMON PLANNED GIVING VEHICLES?

Complexity is somewhat dependent upon whose perspective you consider.



northerntrust.com / © 2024 Northern Trust

5

5

BENEFICIARY DESIGNATIONS

Beneficiary designations such as tax deferred retirement accounts in IRAs and 401(k)s, are tax efficient choices for gifting upon death.



ADVANTAGES FOR DONORS

- Simple to execute with a beneficiary designation form
- Revocable
- Funds left to a non-profit are not subject to income taxes when withdrawn; if same funds are left to family, income taxes become a consideration
- Possible to split an account between a non-profit and family

ADVANTAGES FOR THE CHARITY

- Prime candidates could be donors with a keen appreciation of tax efficient planning but a hesitancy to give assets away during lifetime.

DISADVANTAGES FOR DONORS

- Assets left to a non-profit are not available to human beneficiaries

northerntrust.com / © 2024 Northern Trust

6

6

Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](https://utcle.org/elibrary)

Title search: Giving Today, Planning for Tomorrow

Also available as part of the eCourse

[2024 Nonprofit Organizations eConference](#)

First appeared as part of the conference materials for the

41st Annual Nonprofit Organizations Institute session

"Planning Vehicles and Trusts (CRTs, Annuities, etc.)"