

# TIPS FOR HELPING YOUR CLIENTS' PHILANTHROPIC DREAMS COME TRUE

You are the experts on your clients; we are in tune with the nonprofit ecosystem in the Gunnison Valley. Together, we can help your clients maximize their impact for good in the Gunnison Valley.

Gunnison Valley nonprofit staff and board members gathered at the I Bar Ranch in 2021 to celebrate each other!



# Who We Are

Community Foundation of the Gunnison Valley was formed in 2007 when the Gunnison Area Community Foundation and the Crested Butte Community Foundation united as one organization to serve the entire Gunnison Valley. We inspire and connect people so everyone can thrive.

## Connections

We connect people and resources to meet community needs.



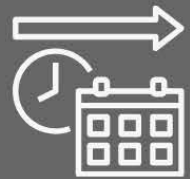
## Leadership

We identify gaps and work with local and regional partners.



## Stability

We commit resources to finding long-term solutions.



For more on our ecosystem approach to addressing the Gunnison Valley's biggest needs, visit [cfgv.org/about-the-cfgv/cfgv-annual-reports](http://cfgv.org/about-the-cfgv/cfgv-annual-reports) or scan the QR code



## phi·lan·thro·py

Strategic philanthropy can not only play an important role in your clients' financial planning, but research suggests that advisors who offer strategic charitable planning tend to see more growth, and their clients are more loyal, more connected, and more likely to recommend them to others.

Many of your clients are likely guided by their deeply held values, and not all of them may realize that their financial goals and values can align. Engaging your clients in conversations about what causes they care about will help you tailor your advice and enable you to incorporate strategic philanthropy in their overall plans.

On the next page you'll find some questions to start the conversation.



# End of year giving is right around the corner!

December 31st will be here before we know it. Don't forget about these great tools to help your clients' financial position for the year.



Your clients may be able to avoid capital gains taxes by donating appreciated stock, which means they could give more money and make a greater impact in their community.



## Qualified Charitable Distributions

If your clients are 70 1/2 or older, they are able to direct distributions from their IRA to qualified charitable organizations without counting it as taxable income.



## Open a Fund with CFGV

Learn more on the next page.

## Questions to guide a conversation about philanthropy with your clients:

1. What causes are most important to you and why?
2. What are the ways you like to give back to causes that are important to you?
  - a. Your time, such as volunteering in the community;
  - b. Your talent, such as serving on a nonprofit board or coaching youth sports; and/or
  - c. Your money, through donations or establishing a fund to provide long-term support for an organization whose mission or program resonates with you.
3. Do you have a philanthropic plan in place? If not, is this something you would like to develop together?

## Everyone has dreams.

Philanthropy is a great way to enable our individual and collective dreams to leave an impact on the community we love. When CFGV works with you, our goal is always to be true to your clients' intent and to find a way to help make their gifts to fulfill their wishes.

### Fund Types Most Popular with the Gunnison Valley's Philanthropists

#### *Donor Advised Funds with CFGV*

Donor Advised Funds are typically established by those looking to make a larger, strategic gift for tax purposes and/or those who are interested in involving the younger generations in their family in charitable giving. A Donor Advised Fund allows your client(s) to make a large one-time gift to offset tax liabilities and then advise grants from the fund over time.

#### *Field of Interest Fund with CFGV*

A Field of Interest Fund is a good option for a client interested in strategic giving for tax purposes who is also passionate about a cause in general (such as animal welfare, early childhood, human services, the environment, etc.). Your client will work with CFGV staff to set up the structure for grantmaking in a fund agreement that will provide guidance to make sure the programs of local organizations working in the field your clients care most about will be provided with funding.

#### *Designated Fund with CFGV*

Like Donor Advised Funds and Field of Interest Funds, Designated Funds might be a strategic choice depending on your clients' particular tax liability in any given year. A Designated Fund gives your client the opportunity to make a lump sum donation in a single year and then grants will be made annually to the designated list of charitable organizations as long as there are funds available to grant.

Donor Advised Funds are a great tool for philanthropy during your clients' lifetimes and for enabling philanthropic giving guided by their children and grandchildren. Field of Interest Funds and Designated Funds are, in some ways, a better tool to ensure your clients will leave a legacy of giving that will continue after they are gone.

For more details on specific types of funds CFGV offers and the benefits of each type, visit [cfgv.org/financial-advisors/types-of-funds](http://cfgv.org/financial-advisors/types-of-funds).

### Work with the CFGV Team to Make Your Clients' Dreams Come True

Our door is always open to you and your clients at 525 North Main Street in Gunnison. If you prefer to schedule an appointment with CFGV Executive Director Lauren Kugler, please call 970-641-8837 or email [lauren@cfgv.org](mailto:lauren@cfgv.org).