Tricks of the Trade: Fourteen Underused Charitable Giving Techniques That Can save Your Clients Money *Quickly*

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A. Leveraging your client's plan to support charity in their estate plan

1. Retained Life Estates: Getting a quick and easy tax deduction by deeding the remained interest in one's home to charity);
2. Charitable Remainder Trusts: How quickly and easily can a client use a CRT before they sell a business or appreciated real estate;
3. Charitable Gift Annuity: Turning 1.25% CD's into 9% CGA's;
4. Designating IRA's to Charity can save your children lots of money;
5. Involve the elderly parents in the children's charitable plans can shield estate and income taxes;
6. Wealth Replacement Trusts: Making sure that the children don't feel left out;
7. Putting your client's names in "lights" at their charity: how coupling current giving to an irrevocable estate commitment can allow a charity to immediately honor the donor;

B. Leverage Current Charitable Giving Plans and Save More Money

1. Charitable Lead Trusts: A couple of easy applications
2. Charitable Remainder Trusts with Mortgaged Property: don't give up on this option
3. Terminate your CRT and save more money (especially if the payout rate is high)
4. IRA Roll-overs: a highly over-rated strategy
5. Easiest tip of all: give the stock, not the cash

C. Benefits to Children of Philanthropy

1. See above: wealth Replacement trusts, CLTs
2. Getting Children to Inherit the character trait of being philanthropic
    a. Program Related Investments (PRI's) within a foundation
    b. Impact Investing: No charitable deduction, but lots of charitable impact.