

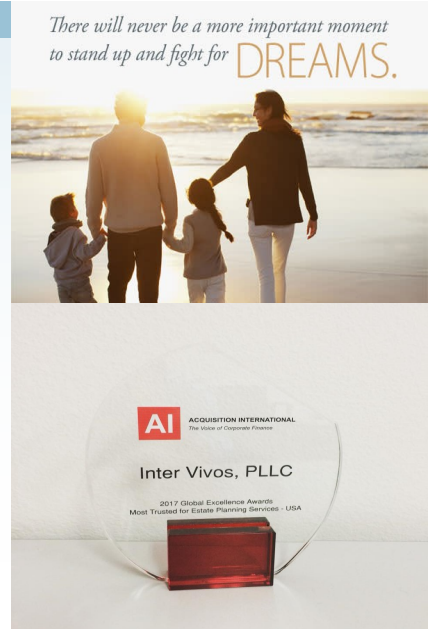


## CHARITABLE GIVING EDITION

# ESTATEMENTS

*The Newsletter To Help You Plan Better*

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## Happy Holidays From The Inter Vivos Team

*By Glen Wagstaff, Lead Attorney At Inter Vivos*

The Inter Vivos Team wants to take this opportunity to wish you and your family a safe and happy holiday season!

This time of year, our focus turns to family and giving. This is a season of family gatherings, giving and receiving presents, and taking the time to appreciate our blessings as the year comes to an end. While there is a lot of focus on the gifts themselves, it is this spirit of giving to others, finding ways to make them happier, and showing our love and appreciation to friends and family that really makes the holidays so special.

In that spirit, this issue of EstateMents is dedicated to Charitable Giving. We will be discussing ways and reasons for providing to those organizations that are dedicated to helping others and helping our communities. Many non-profits do most of their fundraising efforts in December because it is the time that we think about others and those in need. There are many worthy organizations that deserve our funds and our time.

This issue will educate you on the different ways that you can use Estate Planning options to provide an easy and cost effective way to donate to those organizations that make our lives better.

## Meet Our Attorneys—

### Carlyn Ward

Carlyn (Carly) Ward is one of our newest attorneys to join the firm.

Carly was born and raised in Boise, ID. She just recently graduated from Concordia School of Law in 2018.

Carly's passion is making sure that people can pass on their legacy of charitable giving to future generations and has become a champion for the firm in developing our Charitable Giving Plans.



In her spare time, Carly enjoys building and upcycling furniture, coaching softball, and being the cool aunt to all the kids in her life.

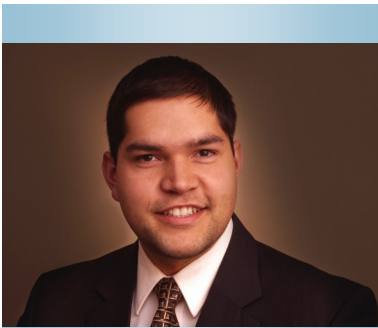
Carly works out of our Boise, ID office

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### Areas Covered In This Issue

- Our Charitable Giving Edition
- Carlyn Ward
- Insurance and Planned Giving
- Why Legal Counsel For Estate Planning
- The past year and the year ahead



## Ask An Attorney: “Can I use a Life Insurance Plan as Part of a Planned Giving Strategy?”

**Answer By Glen Wagstaff:**

Yes. One way for a charitable minded person to leverage his or her charitable gifts would be to have the charity purchase permanent life insurance on the donor’s life. The donor will pay for the premiums with annual, deductible donations.

This allows the donor to offer a much more sizable donation than what they could normally afford. It also the charity to use the cash buildup during the donor’s lifetime and then collect the proceeds (as directed by the donor) upon the death of the donor.

If you are considering this option, please be sure to check with a qualified estate planning attorney and a licensed life insurance agent on the benefits and the restrictions regarding this strategy.

*“This allows the donor to offer a much more sizable donation than what they could normally afford.”*

### Inherit or Gift Lesson

This story illustrates the value of having an attorney to help you in making decisions about Estate Planning issues.

No two plans are exactly the same and our attorney’s recommendations to Jill may have been different if the circumstances were different.

Sometimes, the solution that may seem the best is actually the wrong one because the individual did not ask all the right questions and pursue all the information.

Bottom Line: Guessing wrong could have cost Jill the taxes on a \$1.5 Million estate.

## Estate Stories—

### *Tales from Attorneys Regarding The Perils of Not Having a Proper Estate Plan*

*Estate Stories are stories that are based on true events or discussions. Names, locations, and circumstances may have been changed for privacy protection.*

## **Inherit or Gift? What Should I do?**

Jill called one of our attorneys and asked for advice. Her grandfather was in the hospital and was not expected to live more than a few days. The grandfather wanted to gift Jill his house to avoid probate. She asked if our attorney could help her.

First, he had some questions:

*What was the house worth?* \$1.5 million.

*What was the Grandfather’s basis in the house?* Not sure, about \$50,000.

*What is the value of his estate including the house?* Just under the tax threshold.

*Did Jill plan on living in the house or selling it?* Selling it.

Our attorney explained to her that a probate in her state would run about \$3,000 if she hired him, or about \$300 if she did it herself. If she inherited the home, she would receive it at a stepped-up basis to the date of death, meaning no capital gains tax when she sold. However, a gift would be transferred to her based on her Grandfather’s basis, meaning the same sale would trigger a capital gains taxable event on nearly \$1.5 million. He asked Jill what she preferred. Jill made the easy decision to inherit the property. Smart choice.

Our attorney chuckled after he hung up. **You see, Jill is an attorney and her husband is a CPA.** Sometimes it takes another set of eyes on a scenario to see the obvious. It is also smart to have a good attorney that is looking out for your welfare and not just what makes them the most money.



## The Top 5 Reasons Why Charities Should Offer Planned Giving Options

By Carly Ward, Boise ID

Charitable organizations are always struggling to find and maintain funding. It is very time consuming and takes up a lot of the resources of the organization. Yet, without a strong funding program, it is impossible for most organizations to survive.

Here are the Top 5 Reasons why a Charitable Organization should incorporate Planned Giving as a regular part of their funding strategy.

1. **EVERYONE IS ALREADY DOING IT.** If your organization is not offering a Planned Giving option for your donors, you are missing the boat. According to a 2011 Report, Planned Giving makes up 50% of the funding for many non-profit organizations.
2. **IT ALLOWS FOR A LARGER DONATION.** Often Planned Giving offers 200-300 times the size of a typical annual gift. It allows your donors to contribute more than they could during their lifetime.
3. **DON'T PUT ALL YOUR EGGS IN ONE BASKET.** Planned Giving offers an alternative method for generating funds. It allows you to easily expand funding resources.
4. **IT PROVIDES MAJOR TAX ADVANTAGES.** Most Planned Giving plans offer significant tax advantages for your donors.
5. **IT IS GREAT FOR SMALL NON-PROFITS.** Small Charitable organizations can struggle with fundraising. Since Planned Giving options do not require any immediate donations, donors are more likely to choose this option for contributing to your organization.

One of the benefits of working with Inter Vivos is that we are specialists in Planned Giving. We can offer strategies and plans that can uniquely fit your donor's and your organization's needs. We can assist you with marketing the plan and will handle all the paperwork involved in the process.

DID YOU KNOW...

DID YOU KNOW?

That in a 2011 study showed that Non-Profit organizations that had a Planned Giving Program earned 50-100% more revenues than those that don't have a Planned Giving program.

### RECENT AND UPCOMING EVENTS

Top 5 Mistakes For Special Needs Planning  
Genevieve Gribble  
Boise ID, 18-22 December

The Sandwich Generation Presentation  
Garrett Smith  
Ogden, UT December 13th

## 2018—A Great Year for Inter Vivos 2019—An Even Better Year for Inter Vivos

### The Inter Vivos Story

Started in March 2014, Inter Vivos PLLC was created with the vision of its founder, Glen Wagstaff, to have an Estate Planning Firm that did things differently.

He envisioned a Law Firm that could provide Estate Plans to everyone, not just the incredibly wealthy.

He envisioned a Law Firm that was based on a “We Care About You” culture that always did what was best for our clients, not just what was best for the firm.

He envisioned doing things that no other law firm has ever done and that it would become the largest Estate Planning law firm in the world.

Because of that vision, in four short years, Inter Vivos has become the fastest growing Estate Planning law firm in the U.S. with offices in multiple states and with over 50 attorneys.

As we close out 2018 for our firm, it is time to reflect on all the good things that happened this year.

- We moved to our new and larger Headquarters in Lindon, UT
- We have been the recipient of several awards including awarded for being the Top 10 Attorneys for Estate Planning.
- We officially became an International Estate Planning Law Firm with attorneys providing representation to 10 different countries
- We have grown to having over 50 attorneys now working with the firm and have either expanded or established offices in AZ, CA, DE, FL, ID, IL, NC, NV, PA, TX, UT, VA, and WA.
- We broke all previous records in revenues, client growth, attended events, presentations, and increased our presence on Social Media platforms like Facebook and Instagram.
- We were seen on more media outlets including radio, podcasts, and internet outlets than ever before.
- We established Task Forces to help focus our client growth and they have proven to be very effective.

Yes, it has been a great year for Inter Vivos but we have even bigger plans for 2019. They include:

- Expanding the number of attorneys to over 150
- Being the number one Estate Planning option for the Financial Planning community
- Expanding our In-House Counsel services nationwide.
- Growing our firm to have 10x more clients than 2018

We thank all of you for helping us have the most successful year in the firm’s history and we are looking forward to the great things that we will working on in 2019.

“The Future’s So Bright, I Gotta Wear Shades”



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