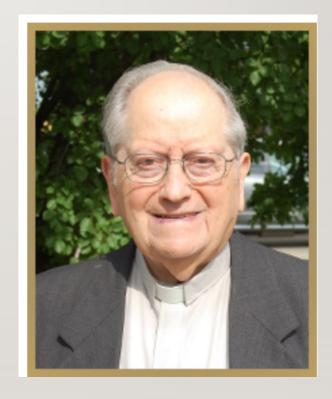
# PLANNED GIVING IN YOUR PARISH

### 'REMEMBER THE CHURCH IN YOUR WILL'

- Fr. Anthony Coniaris inserted this one simple line in the weekly bulletin to remind people that the church remains even after we've passed from life to life.
- St. Mary's GOC in Minneapolis has grown an initial investment of a few thousand dollars to \$2.5 million today with more than \$500,000 in net distributions.



## THEOLOGICAL BASIS FOR PLANNED GIVING

- "Everything comes from you and we have given you only what comes from your hand ...." I Chronicles 29:14
- As a wealthy and gifted people, we are called to invest in the kingdom yet to come.

#### THE OPPORTUNITY

- Within the next 25 years, \$68 trillion in wealth will be transferred
  - \$30 trillion will be transferred by Baby Boomers (1944-1964) alone
- Estimated that just 4.5 percent of people have a will which means 95.5 percent of people represent a planned giving opportunity
- Why no will?
  - Procrastination
  - Not enough assets
  - Too expensive
  - Don't know how to do it
- A planned giving program implemented by your parish addresses all four

#### THE OPPORTUNITY

- 95 percent of wealth is in stocks and property so planned giving doesn't affect cash flow; all income levels are capable of planned giving
- 67 percent of people don't know what planned giving means
  - Making a charitable gift during your life or in your will/estate plan
- The number one reason a planned gift is made to a church/school/hospital/etc.) is **because they were asked**.

#### CULTIVATING GENEROSITY

- A planned gift is estimated to be 200 times the size of a donor's largest annual gift
  - People who engage in planned giving typically increase their annual giving
- An extension of your stewardship program
- Four types of generosity parishioners must be taught to practice:.
  - Annual stewardship to fund parish operations
  - Periodic capital campaigns to acquire, construct, or improve parish capital assets
  - Emergency philanthropy to address emergency needs
  - Planned giving to fund non-operating parish needs and opportunities
- If established properly, with effective parishioner education, NONE of these will cannibalize any other generosity

#### RESOURCES IN DEVELOPMENT

- For 2023 and 2024, the GOA budget includes initial funding to assist parishes in establishing planned giving programs
- Resources for parishes toolkits on planned giving for parishioners
- Certified planning professional to assist metropolises and parishes with implementing programs and to serve as a resource