

From the Ground Up

► A View from Differing Perspectives:

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Agenda



Why our donors consider real estate funded CRTs



How we speak to our donors about this opportunity



Gift Illustrations - what we like and where you can get it



Due Diligence - what do we want to know, and what do we provide the donor (in writing)



Who are the donor's advisors?



Perks, Pitfalls, other Pesky Details

It's All About the FLIP!

- ► Benefits of a Flip CRT for Donors
 - Avoid/defer capital gains tax on sale of appreciated asset
 - Control the sale
 - Receive an income stream for life
 - Support the charities they love

What we share with our donors

- ► What do we listen for?
- How do we start the conversation re a Flip CRT
- ► What stories do we share



Gift Illustrations

- Demonstrate benefits AND manage expectations!
- Who serves as trustee?
- ► The "Valley of Income"
- Seeking a qualified appraisal
- Does the donor have experienced advisors
- Consider an AgencyAgreement

Due Diligence

- The trust instrument is VERY important, who will draft?
- ▶ Has self-dealing been well covered?
- Deciding payout rate
- Agency agreement?
 - Tax documents
 - Qualified Appraisal



Due Diligence...Continued

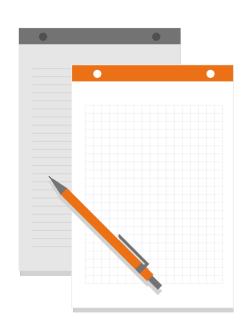
► Has donor reviewed ALL aspects of trust with personal advisors?

Ideally donor's attorney will present final

trust for signature

Waiver needed?

A Note About Qualified Appraisals...





Other Pesky Details...

- Recording deeds
- Assigning EIN
- Register with DOJ (Oregon)
- Collect sale closing documents
- Resignation of trustee



Q & A

- ► How can we help?
- Resources for smaller shops?

► Thank you for joining us!!!



Outline

- Perspectives: Michael vs Jennifer
- Basic steps:
 - Jennifer outlines how she goes over with donor
- Donor shared facts:
 - Jennifer start
 - Michael fill in w/what I care about
- ► Illustrations: get your own advice involve advisors
- Documents:
- Appraisals: timing of appraisals; LLCs vs partial appraisals