



PGC

January 2019

Eye on Philanthropy at Planned Giving Council of Palm Beach County

Message from the President.

Happy New Year and thank you for your membership in Planned Giving Council of PBC! We started our 2018-2019 season with three great meetings featuring terrific speakers and ended 2018 with a fun Joint Holiday Party with East Coast Estate Planning Council in December. Our January through May calendar is packed with another slate of incredible speakers, so we hope you will mark your calendars for those dates.

Help us to grow our membership by inviting colleagues who might benefit from our presentations while networking with other like-minded individuals.



Here's to a fantastic 2019!

Robin King, President of Planned Giving Council of Palm Beach County



This Newsletter is Sponsored by:
Peggy Adams Animal Rescue League

Peggy Adams
ANIMAL RESCUE LEAGUE

OCTOBER MEETING



Carolyn Rose welcomes new members over breakfast



Kim Hanson and Peter Bono



Laurie Carney with speaker,
Karl Zinsmeister

2019 SCHEDULE

January 8, 2019

Speaker: **Michael Lampert, Esq.**, Florida Bar Board Certified Tax Attorney, West Palm Beach
Topic: "Ethics Issues for Exempt Organizations and Planned Giving"

February 12, 2019

Speakers: **Carolyn Kost**, Executive Director, Palm Beach Philanthropy Tank, **Evan Deoul**, Sr. Managing Director, Bernstein Global Wealth Management & Co-founder, Palm Beach Philanthropy Tank
Topic: "Empowering Young Philanthropists to Become Changemakers"

March 12, 2019

—Annual Meeting—

Speaker: **Barbara Coombs Lee**, President, Compassion & Choices, Denver, CO
Topic: "Life and Legacy: Having Comfortable Conversations About End-of-Life Decisions and How This Can Lead to a Legacy Gift"

April 9, 2019

Speaker: **Arlene D. Schiff**, National Director, Life & Legacy, Ahawam, MA
Topic: "Why Legacy, Why Now? Establishing Your Organization's Legacy Plan"

May 14, 2019

Speaker: **Bryan K. Clontz**, President and Co-Founder, Charitable Solutions, LLC, Jacksonville, FL
Topic: "Creative Charitable Planning with Noncash Assets"

All meetings take place at The Embassy Suites Hotel,
1601 Belvedere Road, WPB - Breakfast & Meeting 7:45 - 9:30 am

NOVEMBER MEETING



November speakers, Clare Golla & Brian Wodar of Bernstein Global Wealth



Bill Smith
and Tricia Trimble



Laurie Carney
and Ethan Kernkraut

THE how



Define your Legacy by Finding Your

Philanthropic VOICE

Philanthropy is personal. So too, is our philanthropic voice; the voice within each of us that speaks to our giving. It is as distinct and unique as our fingerprints. Legacy is defined by many as a gift or a bequest that is endowed or conveyed from our ancestors through our intergenerational family DNA. Others believe it passes to us through rituals and is the core of an inheritance from our familial predecessors. Nevertheless, our discernment is a result of perception in making judgments in doing what is right as seen from our own life's experiences.

Philanthropists are often governed from experiences in their formative years that are carried into adulthood. These experiences and exposures to life beget the foundation of our morals, principles and ethics. They define our interest in

ultimately supporting organizations and individuals who devote time and efforts to numerous charitable causes that align with our beliefs.

People approach philanthropy in many different ways. Some may think it as something they will "do" when they reach a milestone, such as retiring from a career or achieving a certain level of economic success. It is said that one's legacy is the cornerstone of what it is to be human and that it stems from an altruistic psychological belief. Our mortality, once acknowledged and accepted, defines and kick starts the initiative to begin. Research suggests that adults who don't have a clear sense of their legacy begin to lose a sense of meaning. .

Our existence and our mortality on this earth is limited and death is inescapable. This reality—while sometimes unsettling—can often inspire action and engagement. It can push us beyond a financial commitment, beyond just writing a check, to spur us align the good we do with the values we hold most dear. How will you be remembered?

Submitted by Jorge Antonio Seminario, Vice President -Philanthropic Services, Wells Fargo Private Bank- Palm Beach, 255 South County Road, Palm Beach, FL 33480. Antonio.seminario@wellsfargo.com. Mr. Seminario spoke at the January 2018 Planned Giving meeting as member of the panel on "Charitable Giving: Reaching the LGBT Community."



Wells Fargo Wealth Management provides products and services through Wells Fargo Bank, N.A. and its various affiliates and subsidiaries. Wells Fargo Bank, N.A. is the banking affiliate of Wells Fargo & Company. Wells Fargo and Company and its affiliates do not provide legal advice. Please consult your legal advisors to determine how this information may apply to your own situation

THE



PGC

why



WHO DO PHILANTHROPISTS ANSWER TO

If one subscribes to the axiom that success is in the “eye of the beholder,” then the question becomes, “Who is the beholder?” Is it the philanthropist who gives or is it the organization that accepts? Is it the beneficiary who receives? Who has the primary responsibility of defining success and determining the metrics with which to define what success means?

If one maintains that philanthropy is not a commodity defined by market supply and demand but rather the result of a personal journey driven by values and beliefs, then perhaps to a great extent, the responsibility of defining success falls squarely on the philanthropist who gives.

There is a significant and responsible discussion-taking place in the nonprofit profession as to how to define an organization’s philanthropic impact. It is healthy and it is timely. One element to add to this discussion is the ultimate accountability of the donor who has the freedom to choose when to give, how to give, and to whom to give. Flattery may get more gifts but does flattery translate into impact or success in the “eye of the beholder” who in this case is the philanthropist?

Authors Thomas J. Tierney and Joel L. Fleishman in their book Give Smart encourage donors to follow a process of inquiry around six questions, one being, “What am I accountable for?” Furthermore, in writing about accountability and characteristics that distinguish philanthropists, they conclude, “the single most consequential may be the fact that they are essentially accountable to no one but themselves.”

Such a reality comes with great responsibility for the donor to get good advice and to set self-imposed standards of excellence to achieve as much impact as possible with the resources available. Is it not virtuous to expect the same of those who accept the donation and those who receive the services? To achieve such excellence requires communication, transparency, honesty, and trust from all participants.

Let the donor dialogue begin!



Margaret May Damen,
CFP®, CLU®, ChFC®, CAP®

is a past president of the Planned Giving Council and co-author of: the book “Women, Wealth and Giving: The Virtuous Legacy of the Boom Generation.”

She is the Endowment and Planned Giving Officer at the Kravis Center for the Performing Arts and a featured keynote speaker and seminar leader at National Philanthropic Conferences.



mmdamen@earthlink.net.
www.margaret-may.com

Thank You to Our 2018-2019 Sponsors

Our Platinum Sponsor:



Peggy Adams
ANIMAL RESCUE LEAGUE

Our Gold Sponsors:



Sponsor list as of January 1, 2019

OFFICERS:

PRESIDENT
ROBIN KING, J.D.
Perlman, Bajandas, Yevoli & Albright
rking@pbylaw.com

1st VICE-PRESIDENT
PROGRAMS
LAURIE CARNEY, CAP®
Florida Atlantic University
lcarney@fau.edu

2nd VICE-PRESIDENT
MEMBERSHIP
DIANNE BRUCE
Alzheimer's Community Care
dbruce@alzcare.org

SECRETARY
LISA HUERTAS, MBA, CFRE
Lisa L. Huertas, MBA, Inc.
lhuertas@donormaven.com

TREASURER
JULIE PETILLO, CPA, CAP®
Holyfield & Thomas, LLC
jpetillo@ht-cpa.com

PRESIDENT EX OFFICIO
MARGARET MAY DAMEN,
CAP®, CFP®, CLU, ChFC
Kravis Center for the Performing Arts
damen@kravis.org

Membership Minute

Be a hero! Take advantage of your free guest benefit. Introduce a colleague to the educational and networking opportunities at one of our 2019 breakfast meetings. They will thank you. For more information, contact Membership Vice President, Dianne Bruce, at dbruce@alzcare.org, 561-660-4014.

December Joint Holiday Party



Board of Directors

DIMITRI CHIMERAKIS
Morgan Stanley
dimitri.chimerakis@morganstanley.com

KIM HANSON
Peggy Adams Animal Rescue League
k.hanson@peggyadams.org

CARL MINARDO, CAP®
Carl Minardo Consulting
cminardo@comcast.net

VICKI PUGH, CAP®, CFRE
Palm Beach Atlantic University
vicki_pugh@pba.edu

CAROLYN ROSE
Jewish Federation of Palm Beach County
carolyn.rose@jewishpalmbeach.org

WILLIAM G. SMITH, J.D., LL.M.
Jones, Foster, Johnston & Stubbs, P.A.
wsmith@jonesfoster.com

BRIAN WODAR
AB Bernstein Private Wealth Management
Brian.Wodar@Bernstein.com

ADMINISTRATOR:

SHERRY SCHATTIE
MSW Solutions
Admin@PalmBeachPlannedGiving.org

📍 6671 W. Indiantown Rd, #50-194, Jupiter, FL 33458

☎ 561.818.3158

✉ Admin@PalmBeachPlannedGiving.org

🌐 www.PalmBeachPlannedGiving.org