



# FRIENDS OF THE ARMY

ESTATE AND FINANCIAL PLANNING IDEAS

## Gift Annuities Are a Family Affair

Florence Bognar enjoys life – helping her family and The Salvation Army. Those twin objectives led her to establish multiple charitable gift annuities for herself, her daughter Suzanne and two granddaughters, Laura and Erin.

“I love The Salvation Army, and have always trusted them to be there when people need help,” Mrs. Bognar explained, citing the Army’s disaster relief efforts after tornadoes struck many parts of the country earlier this year.

“I’m fortunate to be in a position to help The Salvation Army financially, and have always tithed whenever money came my way,” she added. Mrs. Bognar makes annual gifts to a number of charities, including the Army, but charitable gift annuities have always been close to her heart.

“In 2007, I set up a two-life gift annuity for my daughter Suzanne and myself, and will be leaving a P.O.D. (payable on death) account to The Salvation Army that will provide another annuity for Suzanne through my estate plan,” she noted. “I like the idea that she will receive money on a regular basis for the rest of her life.”

Mrs. Bognar’s enthusiasm for gift annuities was such that she even persuaded two of her aunts to establish their own charitable gift annuities. The gift annuities



*Florence Bognar*

for her granddaughters are somewhat unusual. Laura and Erin are not yet old enough to have immediate payment gift annuities, so Mrs. Bognar and The Salvation Army gift planning officer arranged “deferred payment” gift annuities that will start paying “the girls” following their 55th birthdays.

Mrs. Bognar emphasized how satisfying it was to be able to benefit both the work of the Army and her granddaughters. The payments to Laura and Erin will be a quarterly reminder of their grandmother and the love she had for them and The Salvation Army.

Our Office of Planned Giving would be pleased to provide personalized illustrations of how charitable gift annuities and other arrangements can be of assistance to you, your family and The Salvation Army.

*Some people's legacies are engraved on monum*



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## Estate Planning: What Every Woman Should Know

Every woman needs an estate plan, whether she is single or married, owns large amounts of property or little, is the head of a large household or has no dependents. Good estate planning usually means:

- making certain that your property will be distributed according to your wishes: the crystal to Sylvia...the grandfather clock to Jeffery...

- protecting against estate “shrinkage” brought on by income taxes and estate taxes, the costs of estate administration, the lack of estate liquidity and other expenses.

You also may need to take steps to protect beneficiaries with special needs, and make your wishes known on practical matters such as funeral and burial preferences. Important planning tools are available to you.

- A *well drafted will* should be the cornerstone of your total estate plan. It gives form and substance to your thoughtful concern for the future of your family and other beneficiaries, and ensures that your estate will not be distributed under state laws for people who die without wills.

- A *trust*, created during life or in your will, may figure prominently in your estate plan.



Through a trust you can provide income for your family, transfer investment worries to a trustee of your own choosing and perhaps even save on federal estate taxes and estate administration costs.

- A *living will* or health care power of attorney should be part of your estate planning, providing doctors and family members with guidance in making health care decisions if you are incapacitated.

- A *personal affairs record* that provides detailed information about your finances, location of wills, insurance policies and trust documents, and explains your funeral and burial preferences will prevent confusion and save time for family members.

The Salvation Army has a new booklet that addresses the many concerns women have as they plan their estates. Just send back the attached card for your free copy of *Estate Planning for Women*.

*ents, but yours can be written on lives.*

## Why Are Gift Annuities So Popular Among Women?

Throughout the many years The Salvation Army has been offering charitable gift annuities, we have recognized a striking phenomenon: The large number of women who are donors and recipients.

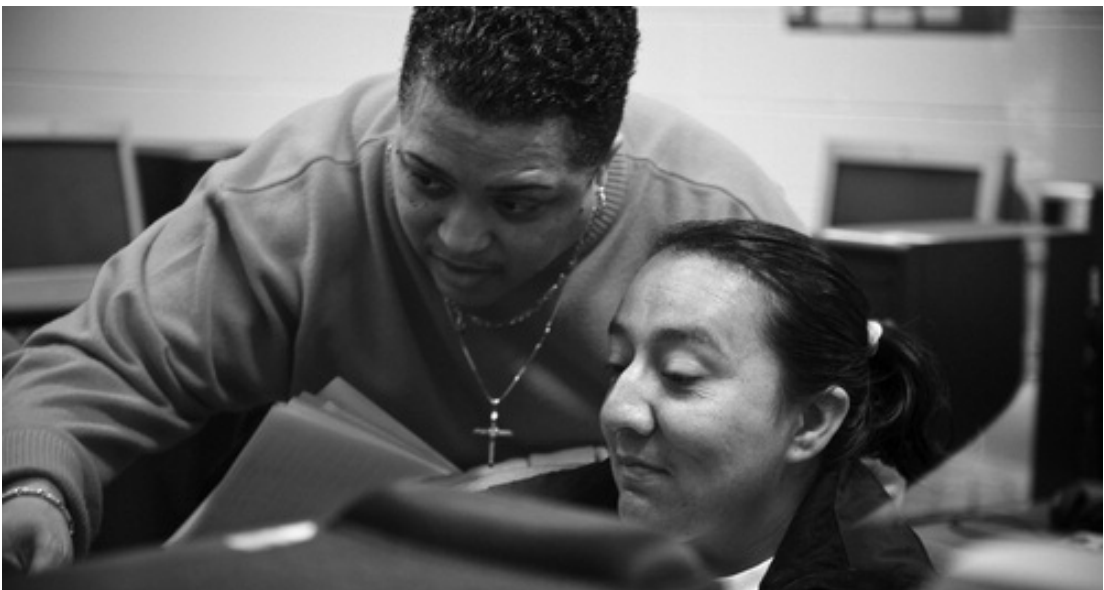
Historically, one of the first recipients of a gift annuity was a woman, and women continue to be in the forefront of donors who use gift annuities to assist the mission and ministries of The Salvation Army.

Why do gift annuities have such appeal to our female supporters? Many women like gift annuities because they provide secure, fixed payments for life, no matter how long they may live. Actuarial statistics tell us that women continue to live longer

than men by roughly five years, so it's all the more important for women to have "an income that a person cannot outlive."

Unlike commercial annuities, charitable gift annuities do not discriminate between men and women when it comes to payout rates: Women receive the same payments as men of identical ages from charitable gift annuities, and charitable deductions are equal, as well, even though women stand to receive more benefits over their longer life expectancies.

We would be pleased to provide an illustration of all the benefits of a gift annuity for your unique circumstances. Just fill out and return the attached card.





## A Caring and Sharing Estate Plan

Virginia sat in her attorney's office explaining her plans for the distribution of her estate.

"I want to provide generously for my son, Tim, and my daughter, Julie," she began, "but I'm not sure it's necessary, or even a good idea, to leave them 100% of my estate. My late husband and I taught them all about hard work and self-reliance, and nothing should change that."

Virginia continued, "Now, there are other beneficiaries I need to tell you about, and they are a bit unusual. I never have to pay gift taxes or estate taxes on anything I give to them; in fact, whenever I make gifts to them I get to write it off on my income taxes!"

Virginia smiled at her attorney's puzzled expression and explained that these "people" actually were important organizations she had supported all her life. Increasingly, women like Virginia are telling their advisers: "I've worked hard; I've been successful; life's been good to me. Now I want to give something back. I want to do something for humanity."

For these women, their charitable beneficiaries – such as



The Salvation Army – are deserving of support not only during life but through their estate plans, as well. You can perpetuate your support of Salvation Army programs by:

- providing a legacy through your will or living trust;
- making The Salvation Army beneficiary of life insurance, a retirement plan, savings or brokerage account;
- establishing a gift today that provides you or family members with lifetime income and later benefit to the people served by the Army.

**For more information on any of the topics discussed in the newsletter, simply fill out and mail this reply card.**

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LAST NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

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DATE OF BIRTH (OPTIONAL) \_\_\_\_\_

E-MAIL \_\_\_\_\_

▼  
*Detach here*

**Thank You**

*(Detach, fold and tape before mailing.)*

▲ *Fold here*

- Please send me your new booklet, *Estate Planning for Women.*
- I am considering a provision in my will or other plans for the future assistance of The Salvation Army.
- I would like to discuss will planning with a Salvation Army representative.
- I have already made a provision in my estate plans for the Army, as follows:

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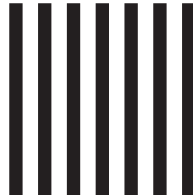


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# Send for our free publication, *Estate Planning for Women*



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## A Light in the Darkness

Since its inception, The Salvation Army has been a beacon of hope shining into the darkest parts of our communities.

A gentleman we'll call Lloyd is a good example of how a life can go from hopeless to hope-filled when he comes under the care of The Salvation Army. One night following a prayer group at a Salvation Army facility, officers locking up the building were approached by a man who was sobbing.

"He was homeless, just got out of prison and was staying in a bad situation – the only thing available," the Captain recalled. "He was being mistreated there. He said he wanted to die."

The Captain and other prayer group members talked to Lloyd about the hope that is found in faith. And they promised him they'd help him

get back on his feet. Lloyd committed his life to Christ right then and there. Since that night several months ago, he has been attending worship at The Salvation Army every Sunday and helping around the building. Everyone who knows Lloyd believes that he is on his way to a new life. Most of all, Lloyd's positive attitude shows that he believes that too.

The generosity of our faithful donors helps us offer a range of support and services whenever someone like Lloyd, at the end of his rope, turns to us. Thanks to compassionate givers, we can keep the light of hope burning brightly.

*Please call our office for the appropriate wording whenever you are preparing a gift through your will, living trust, IRA or other beneficiary designation.*



Rich Dorsey, CCNL  
Planned Giving Director



Steve Francis, JD, LLM  
Planned Giving

The Salvation Army  
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## *Inside This Issue of Friends of the Army*

- Gift Annuities Are a Family Affair
- Estate Planning: What Every Woman Should Know
- Why Are Gift Annuities So Popular Among Women?
- A Caring and Sharing Estate Plan
- A Light in the Darkness