



Planned Giving 101: *Where There's a Will, There's a Way!*

**Presented by
Peter Labombarde**

Keene

Friday, May 18, 2012

8:45am to Noon (Check In: 8:30am)

HCS – Home Healthcare Hospice and Community Services
312 Marlboro St.
Keene, NH 03431

A Planned Giving program is essential to the long-term sustainability of your organization. Get started by learning about bequests, why they will be the key to your success, and the nuts and bolts of what you and your board need to know to implement a Planned Giving program today.

This workshop will explain:

- why an estate plan is important
- the benefits to both your donor and your organization
- how to identify your best prospects
- how to market the program
- the policies and procedures that need to be in place
- the importance of stewardship and ongoing cultivation
- how **Leave a Legacy®** can be helpful to you and your organization

There will also be an overview of other planned giving instruments and how and when to choose and use them – in simple-to-understand language. These include: life insurance; gifts of tangible assets; gifts of real estate; charitable gift annuity; pooled income funds; charitable remainder trusts; charitable lead trusts; and donor-advised funds.

This workshop is essential training for:

- Executive Directors
- Development Directors
- Annual Fund Staff
- Marketing Staff
- Board Members
- Fund Development Committees

Registration Fees:

\$49 for CONFR members

\$79 for Non-members

\$39 for board members of CONFR members

Partial Scholarships are available.

Register Today! Go to www.confr.org to register online or download a registration form and mail to: CONFR, PO Box 3514, Concord, NH 03302 or call 603-724-6741.

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