

Thanks & Giving

Keeping Donors Connected to SAGE Eldercare

PLANNED GIVING IS SMART GIVING

Why is Planned Giving smart giving? When you make a Planned Gift to SAGE you are donating assets during your lifetime while also creating a legacy that will continue to grow, improve lives, and build a stronger community for years to come—without impairing the resources you have available today or those your family may benefit from in the future.

Planned Giving Possibilities

There are many ways to leave a lasting benefit to our community. Jack Cooper, a longtime friend and benefactor of SAGE and member of the Board of Trustees shares his experience as both an attorney and a donor. He sees “significant benefits” from planned giving programs. He describes four major ways to give a planned gift: through a will, an annuity, a charitable remainder unitrust, and through remaining assets from an IRA account.

Charitable Bequests (Wills)

Charitable bequests are the most common form of planned gifts. When you make a bequest to SAGE Eldercare, you name SAGE as a beneficiary in your will or trust. Bequests vary in size and scope. The gift may be a specific dollar amount, a percentage or residual of your estate. The benefactors of the SAGE Eldercare Legacy Society either donate or bequeath at least \$5,000 to SAGE Eldercare, or name SAGE Eldercare as the ultimate beneficiary of a planned gift, such as utilizing the Charitable Gift Annuity vehicle.

Charitable Gift Annuities

Are you concerned about having enough income for your retirement?

A Charitable Gift Annuity is a great tool for helping you achieve personal financial and philanthropic goals while also providing meaningful support for SAGE Eldercare. According to Jack, choosing an annuity offers “the advantage of income tax deduction and enhanced cash flow.”

A Gift Annuity is a simple contract between yourself and the Community Foundation of New Jersey, naming SAGE as the ultimate beneficiary. Choosing to make a Gift Annuity assures you a personal income for life while also helping others. If you are at least 55 years of age, your minimum gift of \$10,000 will guarantee a lifetime return usually higher than that from the usual “safe” investments such as CDs. You will also be entitled to a 40 to 50 percent tax deduction of the amount invested for that year. The portion of the yearly return being considered as principal is not taxed as income. For the amount invested, capital gains taxes can also be reduced, as can state or federal estate taxes.

If you are between 45 and 60 years old, you may be interested in a Deferred Gift Annuity, which delays the start of income payments, allowing you to receive a more favorable rate of income than if you opted for immediate annuity payments.

Charitable Remainder Unitrust

A Unitrust, also called a Charitable Remainder Unitrust or CRUT, requires that a fixed percentage (minimum five percent) of the annual value of trust assets be paid to the income beneficiary. “A Charitable Remainder

Unitrust offers the most tax advantage,” says Jack. “Whether you contribute cash or portfolio securities, the transfer does not trigger a capital gains tax. You enhance your cash flow and you can also get a tax deduction.”

According to the website CharitableRemainderTrust.com, this type of donation will allow for additional contributions. It will also generally produce higher amounts of cash flow but a smaller tax. A Unitrust is a good choice for those seeking a specific percentage return. This can be used to keep up with inflation if the trust value continues to grow over the years.

IRA Account

For many people who have a substantial portion of their retirement savings in one or more individual retirement accounts (IRAs), those planning to leave this asset to family members are often surprised to learn their IRA is the most heavily taxed asset they own. The good news is that with good planning, you can minimize this issue and make the most of your estate for your heirs while also supporting SAGE. According to Jack, “You can leave a gift to SAGE through any assets remaining in your IRA account at the time your will becomes active. This gift will not be taxed to your estate, which otherwise could use up 70 to 85 percent of the benefits.”

Summit resident Elizabeth Grove directs her planned giving to SAGE Eldercare. A member of SAGE’s Legacy Society, Mrs. Grove continues to show her appreciation of an organization →

she has long admired. Mrs. Grove is 93 years old and homebound, and has also recently taken advantage of SAGE's Shopping Service. She exemplifies many of our donors who give back to SAGE while also benefiting from its many programs and services.

Planned giving is the smart way to give. Your gift will support SAGE Eldercare in its more than 50-year endeavor to help seniors live independent and fulfilling lives. For questions about these planned giving options or other aspects of gift planning, please contact Dawn Knill, Director of Development and Public Relations for SAGE Eldercare at 908-598-5503 or e-mail: dknill@sageeldercare.org. Thank you for your support! ■

With Your Help
Your designated gift to one of our programs through the SAGE Care Fund allows us continue to offer exceptional services —without exception.

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NEW PROGRAM: ELDERCARE PLANNING AND GUIDANCE



SAGE Eldercare welcomes Pat Stelmach, RN, MEd, who will coordinate SAGE's Eldercare Planning and Guidance program, which will provide in-home support for older adults and/or their caregivers through education and consultation. The Eldercare Planning and Guidance program is designed to assess individual needs, create a plan of care to meet those needs, and offer guidance through the often confusing system of services available to seniors.

Ms. Stelmach comes to SAGE with over 20 years of experience in healthcare and community services at medical facilities and nonprofit agencies with a focus on care management, patient advocacy and wellness promotion programs for adults and families. Her new program will address the many issues seniors face such as medication management, physical limitations, disabilities, chronic illness, and the need for caregiving support. "The Eldercare Planning and Guidance program can be an invaluable resource for older adults," says Ms. Stelmach. Assistance will involve a comprehensive in-home assessment of an individual's needs, along with a personalized care plan to meet those needs. This will include guidance and referrals to community resources and coordination with local agencies. Follow-up home visits and health monitoring can be provided as needed. For more information on Eldercare Planning and Guidance, please call 908-598-5542 or email epg@sageeldercare.org.

You can support the Eldercare Planning and Guidance program and other SAGE services by making a designated gift through the SAGE Care Fund. ■

YOUR FEEDBACK HELPS!

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Mail e-mail

The *Thanks & Giving* Newsletter is scheduled to be published twice a year. Do you believe this schedule is:

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*Please direct responses to Dawn Knill, Director of Development and Public Relations:
e-mail: dknill@sageeldercare.org; telephone: 908-598-5503; OR mail: Dawn Knill,
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