<table>
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<tr>
<th>CASH</th>
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<th>PERSONAL PROPERTY</th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>HOW DOES IT WORK?</strong></td>
<td>Give cash</td>
<td>Give appreciated securities</td>
<td>Give appreciated real estate</td>
<td>Give artwork, collectibles, equipment or other types of tangible property</td>
<td>Simplest form of gift planning (plan now, give later)</td>
<td>Name us as the beneficiary of the plan</td>
<td>Give old or new policy with us as beneficiary and owner</td>
<td>Give real estate but keep the right to use and enjoy it for life</td>
<td>Sell real estate or other valuable property to us for less than fair value</td>
<td>Simple gift contract that provides lifetime payments to one or two persons</td>
<td>Trust that pays for life of a term of years. Assets ultimately pass to donor or heirs</td>
</tr>
<tr>
<td><strong>WHAT DO YOU WANT TO DO?</strong></td>
<td>Maximize the deduction; minimize the gift details</td>
<td>Avoid tax on capital gains; afford a larger gift to us</td>
<td>Make a substantial gift; avoid capital gains tax, reduces a large income tax deduction</td>
<td>Put assets you no longer need or can maintain to good use</td>
<td>Make a gift that costs nothing during your lifetime</td>
<td>Avoid double taxation at death; give tax advantaged assets to heirs</td>
<td>Make a large gift at little cost</td>
<td>Make a significant gift that doesn’t affect your lifestyle</td>
<td>Make a significant gift that doesn’t affect your lifestyle</td>
<td>Supplement income with steady payments that are partially tax-free</td>
<td>Trust that makes payments to us for a period of years. Assets ultimately pass to donor or heirs</td>
</tr>
<tr>
<td><strong>HOW DO YOU MAKE THE GIFT?</strong></td>
<td>Write a check or give online now</td>
<td>Contribute long-term appreciated stock or other marketable securities</td>
<td>Donate the property to us</td>
<td>Donate tangible personal property related to our exempt function</td>
<td>Name us in your will or living trust by designating a specific amount or a share of the residual</td>
<td>Name us as whole or partial successor beneficiary on your plan’s form</td>
<td>Donate a paid-up policy you no longer need or take out a new policy</td>
<td>Give real estate to us but retain a life estate</td>
<td>Sign a contract to sell property to us at a discounted value</td>
<td>Establish a gift annuity contract with us that pays a set amount for life</td>
<td>Create a trust that pays income to donor and/or others; principal (remainder) ultimately goes to us</td>
</tr>
</tbody>
</table>

## DONOR BENEFITS

**REDUCE ESTATE TAX**
- Removes taxable assets from the estate
- Immediate deduction for full value
- Complete avoidance
- Control of assets during lifetime
- Can remove taxable assets from estate

**REDUCE INCOME TAX**
- Removes taxable assets from the estate
- Immediate deduction for full value
- Complete avoidance
- Continue to take withdrawals from plan during your lifetime
- Property reverts to donor or to heirs with reduced gift and estate taxes

**REDUCE OR ELIMINATE CAPITAL GAINS**
- Removes taxable assets from the estate
- Immediate deduction for full value
- Complete avoidance
- Can be used to make a significant gift without cash outlay
- Best for assets expected to appreciate rapidly

**GET INCOME BACK FROM THE GIFT**
- Removes taxable assets from the estate
- Immediate deduction for full value
- Complete avoidance
- Deduction for gift portion of asset
- Fixed payments for life for one or two individuals

**GIVE AN ASSET BUT KEEP ENJOYING IT**
- Removes taxable assets from the estate
- Immediate deduction for full value
- Complete avoidance
- Deduction for gift portion of asset
- Variable or fixed income for life

**MORE**
- Removes taxable assets from the estate
- Immediate deduction for full value
- Complete avoidance
- Deduction for gift portion of asset
- Significant income and estate tax savings

**HOW DOES IT BENEFIT US?**
- Immediate benefits
- Immediate benefits
- Immediate benefits
- Immediate benefits
- Immediate benefits

**HOW DO YOU MAKE THE GIFT?**
- Write a check or give online now
- Contribute long-term appreciated stock or other marketable securities
- Donate the property to us
- Donate tangible personal property related to our exempt function
- Name us in your will or living trust by designating a specific amount or a share of the residual

**RETAINED LIFE ESTATE**
- Donates the property to us
- Donate tangible personal property related to our exempt function
- Name us as whole or partial successor beneficiary on your plan’s form
- Donate a paid-up policy you no longer need or take out a new policy
- Give real estate to us but retain a life estate
- Sign a contract to sell property to us at a discounted value
- Establish a gift annuity contract with us that pays a set amount for life

**BARGAIN SALE**
- Sells real estate or other valuable property to us for less than fair value
- Simple gift contract that provides lifetime payments to one or two persons
- Trust that pays for life of a term of years. Assets ultimately pass to donor or heirs

**CHARITABLE GIFT ANNUITY**
- Simple gift contract that provides lifetime payments to one or two persons
- Supplement income with steady payments that are partially tax-free
- Trust that makes payments to us for a period of years. Assets ultimately pass to donor or heirs

**CHARITABLE REMAINDER TRUST**
- Simple gift contract that provides lifetime payments to one or two persons
- Supplement income with steady payments that are partially tax-free
- Trust that makes payments to us for a period of years. Assets ultimately pass to donor or heirs

**CHARITABLE LEAD TRUST**
- Simple gift contract that provides lifetime payments to one or two persons
- Supplement income with steady payments that are partially tax-free
- Trust that makes payments to us for a period of years. Assets ultimately pass to donor or heirs