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|  | Top 10 Charitable Planning Strategies in 2022  50-Minute Timed Outline |
| Minute | Topic |
| 1 | Introduction |
| 1 | Never give cash |
| 2 | ·       Appreciated asset gifts are objectively cheaper |
| 3 | ·       Asset gifts are cheaper for itemizers |
| 3 | ·       Asset gifts are cheaper for non-itemizers |
| 4 | ·       Asset gifts got EVEN cheaper for those in many states |
| 5 | Use the charitable swap |
| 5 | ·       No need to change your portfolio! |
| 6 | ·       The Charitable Swap with a DAF |
| 7 | Learn “bunching” and other new tricks |
| 7 | ·       For non-itemizers, consider bunching donations into BIG giving years |
| 8 | ·       Combine with appreciated assets |
| 9 | ·       For some, the benefits from giving even cash went up |
| 9 | ·       Charitable deductions reduce taxable income, and can thereby “bring back” the business income deduction from the dead |
| 10 | Give retirement RMD first and more at death |
| 11 | ·       Life stages of a retirement account |
| 11 | ·       Giving after 72 – RMD |
| 12 | ·       Giving after 72 – Deduction |
| 13 | ·       Giving after 70.5 – QCD |
| 13 | ·       Qualified Charitable Distribution rules |
| 14 | ·       The SECURE Act’s “above-the-line” charitable deduction |
| 15 | ·       Retirement plan assets inherited by non-charitable beneficiaries are reduced by income tax |
| 15 | ·       Case scenario: A client with a $1MM IRA and a $1MM house wants to leave one to her child and one to charity |
| 16 | ·       Good retirement plan charitable beneficiaries |
| 17 | ·       Bad retirement plan death beneficiaries |
| 17 | ·       Easy answers to a misunderstood issue: Charities are not “designated beneficiaries,” |
| 18 | Take deductions today for transfers tomorrow |
| 19 | ·       A retained life estate deed can give the inheritance rights to a charity |
| 19 | ·       Unlike a will, a retained life estate deed is not revocable |
| 20 | ·       Transferred by recording a deed (not by trust or contract) |
| 21 | ·       Donating inheritance rights to personal residences or farmland with a retained life estate deed creates a charitable tax deduction |
| 21 | ·       Includes second homes, vacation homes, even a boat with bathroom, cooking, and sleeping facilities, if used by the donor as a residence |
| 22 | ·       Examples: Charitable deduction for remainder interest deed with retained life estate in $1,000,000 of farmland by age 55 donor |
| 23 | ·       Lock in the biggest deduction by donating the inheritance rights when interest rates are lowest |
| 23 | ·       Comparing will v. retained life estate |
| 24 | ·       Charitable Remainder Trusts generate an immediate tax deduction, even though donor can manage assets and receive income for life |
| 25 | ·       Grantor CLT - Donor immediately deducts present value of all future projected payments to charity |
| 25 | ·       Funding $10,000/year gifts through a 20-year grantor CLAT (returning remainder to donor) creates an immediate deduction of $191,840 at 0.4% §7520 rate and $98,181 at 8% §7520 rate |
| 26 | Match deductions with Roth conversions |
| 27 | ·       Roth conversions and charitable planning can work together to match income and deductions |
| 27 | ·       Example: Conversion creates $1MM in immediate taxable income |
| 28 | ·       Where can I find offsetting deductions? CRT, CLT, CGA, DAF, PF, Remainder interest in residence or farmland |
| 29 | ·       Charitable deductions may be limited (with five-year carryover) to 20%, 30%, 50%, or 60% of income depending on gift and recipient |
| 29 | ·       If I have unused deductions, how can I pull future income into current year? With a Roth conversion |
| 30 | Buy life insurance with tax deductions |
| 31 | ·       Charitable planning devices such as Charitable Gift Annuities, Gifts of Remainder Interests in Homes and Farms, and Charitable Remainder Trusts produce amazing tax advantages, reducing income taxes, capital gain taxes, and estate taxes |
| 31 | ·       But they also reduce heirs’ inheritance |
| 32 | ·       Life insurance can diminish this concern |
| 33 | ·       Can it pay to be charitable? A CRT Example |
| 34 | ·       Can it pay to be charitable? A Retained Life Estate Example |
| 34 | Earn more by avoiding capital gains tax |
| 35 | ·       How to convert low basis property to income generating property? |
| 36 | ·       CRT Example scenarios |
| 36 | Grow tax free |
| 37 | ·       Tax free growth environments: DAF, CRT, PF |
| 38 | ·       Tax free growth examples |
| 38 | ·       How a CRT increases assets |
| 39 | ·       Will a maximum payout CRUT (with appreciated assets) give more after-tax dollars to donors & heirs than a direct investment with no charitable gift? |
| 40 | ·       Monte Carlo Simulation of 3,000,000 retirement lifetimes set up |
| 40 | ·       Comparison results |
| 41 | Maintain wealth over multiple generations |
| 42 | ·       Keeping wealth together for many generations is difficult |
| 42 | ·       A donor advised fund or private foundation holds money and distributes charitable grants |
| 43 | ·       Multi-generational management with charitable planning |
| 44 | ·       Private Foundation Permitted Transactions #1 |
| 44 | ·       Private Foundation Permitted Transactions #2 |
| 45 | ·       Private foundations allow for unlimited multi-generational, nearly tax-free (1.39%) control of wealth, with ongoing ability to provide insider travel and employment for professional/ management services, and limiting charitable activities to founder’s desires |
| 46 | ·       Donor Advised Fund v. Private foundations |
| 46 | ·       Non-Grantor Charitable Lead Trust |
| 47 | ·       Gift taxes are paid on the present value of the PROJECTED remainder going to the heirs |
| 48 | ·       Example numbers with a CLT |
| 48 | ·       If the charitable gift (or bequest) was already planned, the zeroed-out CLAT (or zeroed-out testamentary CLAT) provides a no cost chance at tax-free transfers to family |
| 49 | ·       Advanced charitable strategies to preserve wealth |
| 50 | Conclusion |
| 51-60 | Questions and Answers |