



The Greater Houston Community Foundation will work closely with you to tailor solutions for your clients that meet their charitable giving needs, offer the maximum charitable tax deductions, and provide many ways to incorporate charitable giving into their estate plans. Here are example situations of how we can work with you for the best possible outcome.

CLOSELY HELD BUSINESS OWNERS

Scenario: Your client's personal net worth is tied up in a closely held company, but he wants to find a way to support programs and activities in his community.

Solution: Donate a portion of his company's stock to GHCF to establish a fund. The company, or current stockholders, may buy back the stock over time, which will add to the fund.

Benefit to Client: He earns an income tax deduction for the fair market value of the appreciated stock, while control of the company stays with known parties.

LIQUIDITY EVENTS

Scenario: Your client earns a large year-end bonus or commission, sells a business, receives an inheritance, etc. She likes the idea of making a long-term donation to organizations or institutions in her community, but wants to take her time in deciding which charities to benefit rather than rushing to make decisions before the end of the tax year.

Solution: Create a fund with the Greater Houston Community Foundation.

Depending on the nature of the liquidity event, your client may consider the timing of her donation to GHCF.

Benefit to Client: She earns an immediate tax deduction, gains access to GHCF's professional grant making staff for suggestions, and provides ongoing support for causes she cares about—on her own timetable.

FAMILY DYNAMICS

Scenario: Your client has more than enough assets to provide for her children, who are financially successful in their own right. She doesn't want to "spoil" her children or grandchildren.

Solution: Establish a fund at GHCF in the name of the family for a purpose that is meaningful to the family. A donor advised fund may bring them together to recommend grants.

Benefit to Client: They know their gift will sustain the family name and has the potential to pass on philanthropic values to successive generations.

PHILANTHROPY IN THE ESTATE PLANNING PROCESS

Scenario: Your client has gotten "stuck" in estate planning, and you suspect that it's because thinking about the end of life is simply hard for her, as it is for many people.

Solution: Give the client something positive to think about, like sustaining a valued institution or helping others. Contact GHCF to learn more about [The Legacy Project](#).

Benefit to Client: Focusing on something future-oriented—like a legacy to the community—creates a sense of personal satisfaction that may be enough to create a sense of closure in the estate planning process.

NO CHILDREN TO INHERIT

Scenario: Your client does not have children and has more than enough in his estate to appropriately remember special loved ones.

Solution: The Community Foundation can preserve your client's legacy through a Legacy Fund, in which the Foundation can carry out your client's wishes. Contact GHCF to learn more.

Benefit to Client: Your client can create a lasting legacy in his community, saving taxes at the same time.