



CAGP Presents
Gift Planning Fundamentals
Q &A



Would you like to ‘dip your toes’ into the world of Gift Planning?

Are you new to gift planning and wanting to learn the basics?

Are you an executive director or board member who is interested in starting a gift planning program at your charity but need to learn more before ‘jumping in’?

Are you a notary, accountant or financial planner and would like to better serve your high net worth clients by learning how to help them achieve their philanthropic goals in a strategic way?

Or, perhaps you want to add some gift planning ‘tools and techniques’ to support your donors in expanding and enhancing their philanthropy.

If so, this course might be exactly what you need.

Here’s an overview designed to help you decide if this course is right for you.

Why is CAGP offering this course?

As Canada’s foremost educator in charitable gift planning, CAGP has an experienced faculty of seasoned fundraisers and professional advisors who have been teaching comprehensive gift planning courses for years.

This one-day, introductory course is specifically designed to provide **a basic understanding of gift planning**. At only \$350 for CAGP members (\$400 for non-members), this course provides an economical way to gain some knowledge, sample the benefits and features of a gift planning program.

It’s also a great ‘first step’ into a truly donor-centred approach that can enhance any fundraising program.



Who should attend?

Anyone who wants to gain a basic understanding of this strategic approach to fundraising, including:

- Fundraising professionals who wish to add additional gift planning ‘tools and techniques’, and providing value to donors, enabling them to give more by taking advantage of the generous tax benefits offered by the Canadian Government.
- Board members and/or Executive Directors who’ve heard gift planning is “the way of the future”, and wish to learn more about this area before starting a gift planning program at their charity.
- Professional Advisors who work with clients to achieve their philanthropic goals.

What are the learning objectives?

- To gain a basic understanding of the most common gift planning vehicles in Canada (gifts donors make during their lifetime or through their estate).
- To learn about the latest philanthropic trends in Canada.
- To acquire an increased level of comfort and confidence in raising and discussing various gift options with donors/clients, professional advisors or charity colleagues and volunteers.
- To understand and be able to explain tax and timing issues related to donations in language your donors/clients understand.
- To be part of a stimulating, challenging and informative learning experience.
- To increase your network of gift planning colleagues.

What will be covered in the *Gift Planning Fundamentals* course?

In a nutshell, we’ve designed this course to cover the basic building blocks of a solid gift planning program. Below is a **sample agenda** for the day.



SAMPLE AGENDA

- **Introduction**
 - Why Gift Planning Fundamentals and what you'll learn
 - Charitable landscape in Canada
 - Strategic Gift Planning and donor-centred approach
 - Social Capital and Values-based planning
 - *Personal learning objectives*
- Key concepts
 - Primer on taxation and charity principles - glossary of terms
 - Tax treatment of a cash gift and net cost of gift
 - The donor conversation and learning a donor's story
 - Getting the visit
 - Discovery questions
 - Gift Acceptance Policy
- Publicly listed securities
- Charitable Bequests
- Practicing the conversation with donors regarding gifts in a will
- Gifts of Registered Funds
- Gifts of Life Insurance
- Charitable Gift Annuities
- Gifts in kind
- Case studies

Visit

In addition to receiving this information, are there other benefits?

1. As with all CAGP courses, our **experienced faculty** bring a wealth of skills, knowledge and experience that participants can tap into as the day unfolds.
2. Participants will engage with one another in reviewing and solving case study dilemmas and ethical concerns. The chance to **network with others** on the same journey as you can be a valuable resource for future exploration and discussions.
3. And the price **includes breakfast, lunch, coffee breaks and course materials.**

What is not offered in this course?

At **CAGP** we offer a range of gift planning courses; therefore, to help participants make that final decision on where to invest their valuable resources, you are encouraged to read through the material to ensure this course will meet your objectives.



The content of this course deals with an overview of key areas of gift planning – **at an introductory level**. For individuals who are looking for more in-depth, technical, and advanced knowledge regarding topics like the tax treatment of the various gift planning instruments, complex gift structures, policy development, budgeting or reporting you may wish to consider our other educational offerings. Or, please feel free to contact us at ekuhns@cagp-acpdp.org to ask for more information.

Who will be teaching the *Gift Planning Fundamentals* course?

Gift Planning Fundamentals faculty members are senior fundraising professionals who have taught CAGP Gift Planning courses and have direct experience as gift planning professionals. See our website to learn about the faculty presenting each course.

How much does the course cost?

CAGP Members: \$425

Non-members: \$475

This includes course materials, a light breakfast, lunch and coffee breaks.

Where will it be held?

Gift Planning Fundamentals is held every year as a pre-Conference event the day prior to our Annual National Conference. We also hold this course in various Canadian cities throughout the year, hosted by our local Chapters. Check with your local Chapter to see if there is one in your area coming up soon.

We also offer the option to hold an in-house *Gift Planning Fundamentals* targeted and adapted specifically to your audience. Should your company or organization wish to present a *Gift Planning Fundamentals* course to your staff and/or volunteers, please contact Erin Kuhns, Manager, Education and Training at ekuhns@cagp-acpdp.org.

Will I receive CE credits for this course?

Yes, this course is Institute accredited CE (7.0 credits) as well as 7.0 CFRE credits.

Who can I contact for more information?

Erin Kuhns, Manager, Education and Training

ekuhns@cagp-acpdp.org

1-888-430-9494 or 613-232-7991 Ext. 222