Will Power

Inspiring more Canadians to leave a charitable gift in their Will

Our story

The <u>Canadian Association of Gift</u>
<u>Planners (CAGP)</u> is a national association that is all about creating a better world through strategic charitable giving.

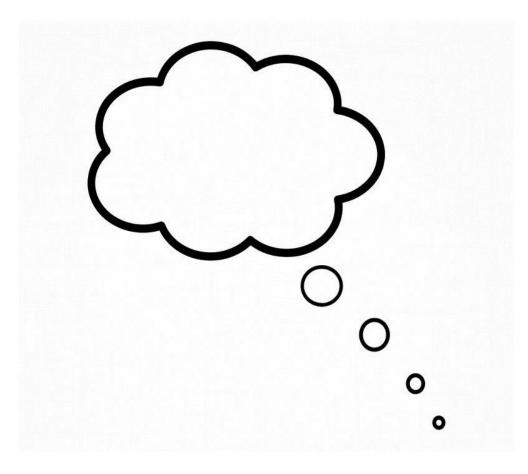
By encouraging Canadians to plan out their charitable donations – using gifts in Wills, gifts of life insurance, etc. – we can turn the everyday donor into an extraordinary philanthropist.

Public awareness



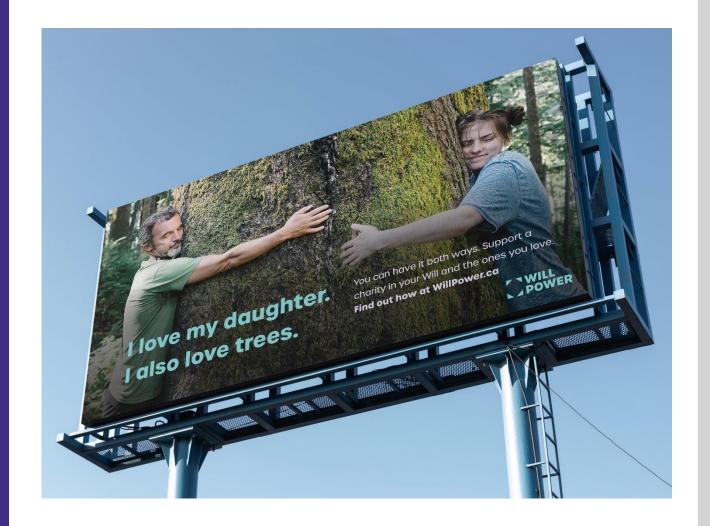
Training for charities & advisors

Advocacy

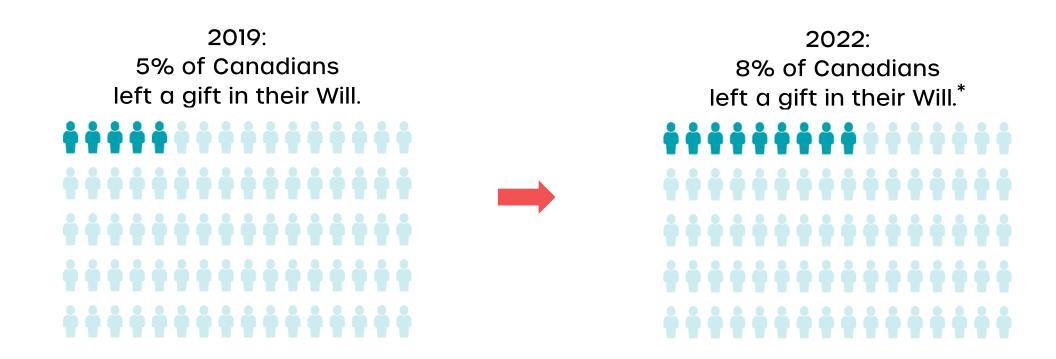


In 2019, we asked ourselves... what would happen if even a few more Canadians left a gift in their Will to charity. The answer? Billions of dollars for social good.

In 2020, Will Power was created, CAGP's public awareness campaign & the biggest effort in Canada's history to make gifts in Wills a social norm.



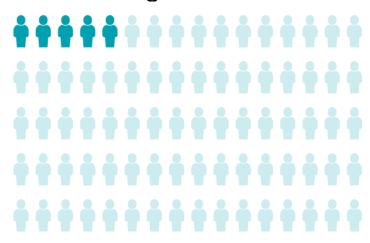
What we've seen in just 3 years



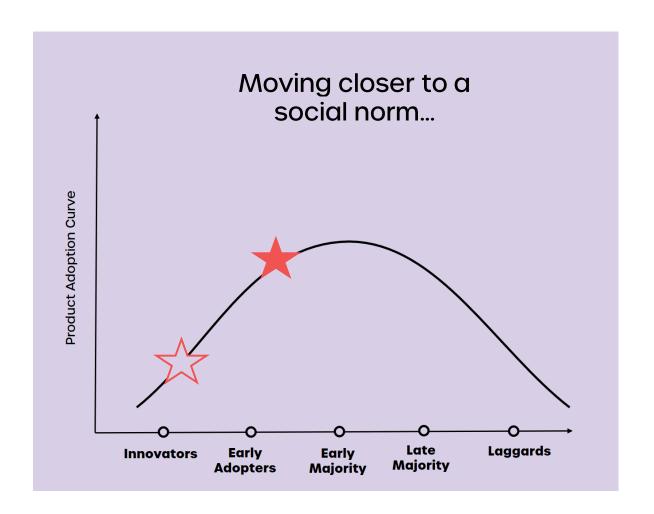
1.2M more Canadians have left a gift in their Will to charity, an expected \$37B for social good!

Our (new) goal

By 2030: 13% of Canadians leave a gift in their Will.



An extra \$58B for social good!



Campaign marketing



Watch the campaign videos <u>here</u>.

Campaign ads have been moving the dial:

18% of Canadians know about Will Power

2.7M Canadians are now interested in leaving a gift in their Will <u>because</u> they saw a Will Power ad.

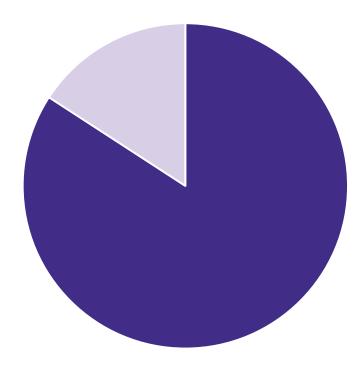
*Environics public poll conducted Nov. 8-11 2022.

Sneak peek at what's new in 2023/24

Please note: This is a draft for illustration purposes only. Final copy, imagery, and sound is in production.

Watch the draft video here.

Campaign marketing reaches all areas of the country, in English & French.

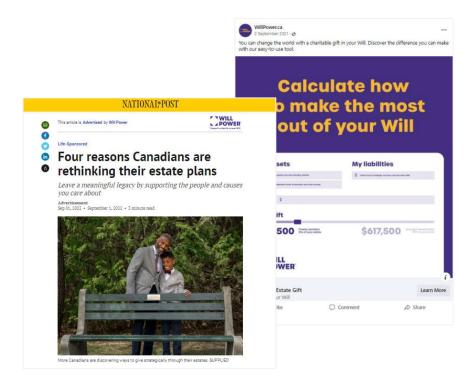


- Digital marketing on Facebook, Instagram, Youtube, Display, Search
- Sponsored articles in major newspapers, media relations







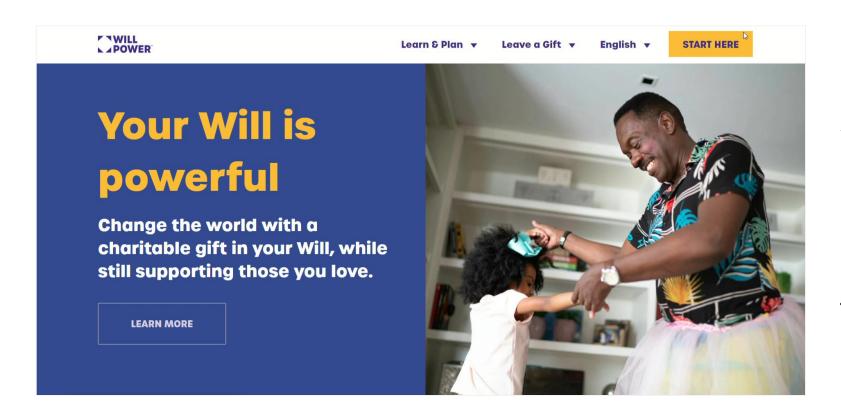


Charitable Gifts in Your Will? | It Doesn't Have to be Hard

Ad www.willpower.ca

Discover how to support a charity and the ones you love in your Will. Maximize the power of your Will with our easy-to-use tools.

Campaign website



360,000 users and counting on willpower.ca, people learning about leaving a gift in their Will and browsing charities to support.

Visit the campaign website at www.willpower.ca

Our Audience

- Age: 35 75
- Middle income +
- Location: across
 Canada, urban & rural





Join our community of 550 charities, financial advisors, & legal professionals that support the movement and use it to connect with donors.



Kaleta Strain, CFRE Director of Revenue Development, Alzheimer Society of Saskatchewan

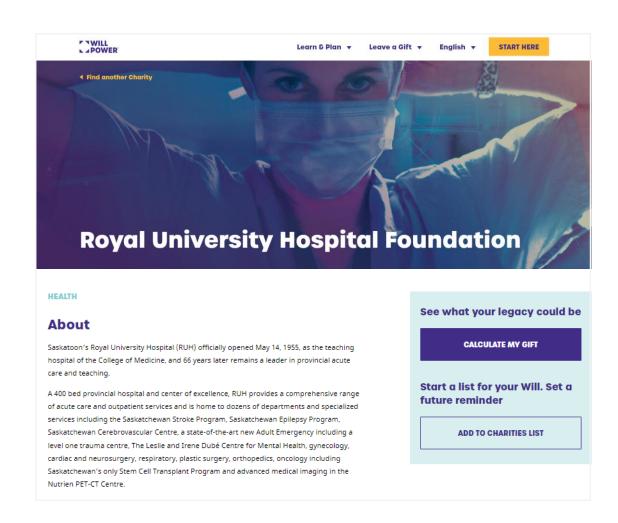
"When Will Power launched it was really great timing for us to be able to utilize the program and all of its materials to help further our communications about planned giving."

Get in front of new donors

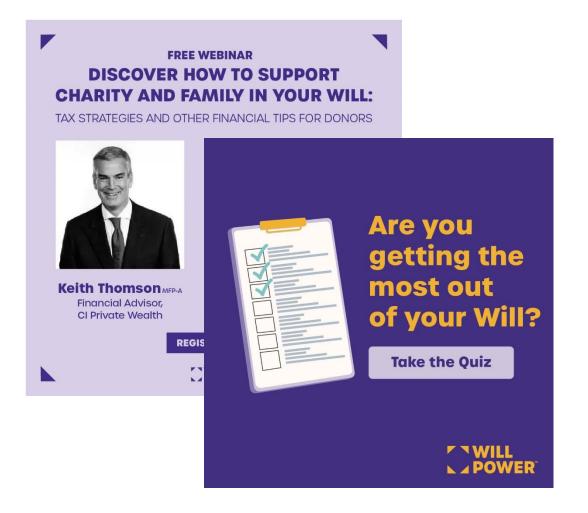
Charities have their own page in the Find a Charity tool on willpower.ca, where people who are considering a gift in their Will explore charities to support.

	Avg. Page Visits	
Large Charities: \$8M+ revenue	266	
Medium Charities: \$2-8M revenue	134	
Small Charities: \$0-2M revenue	105	

*Timeline: Sept. 2021-Nov 2022



Gift planning in a box!



Charity partners receive a marketing toolkit to speak to their donors about gifts in Wills :

• 3 template emails & creative

New in 2023/24

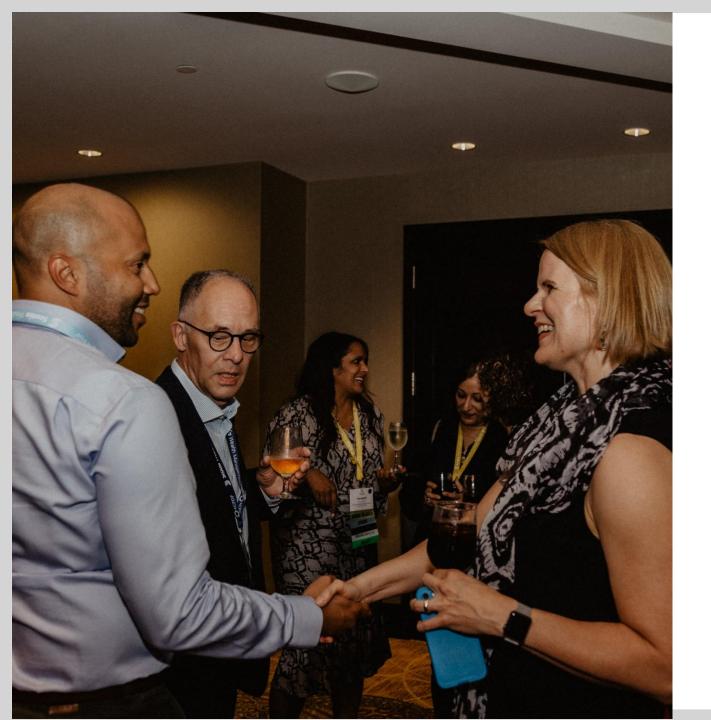
3 template social media posts & creative

New in 2023/24

- Will Power videos & static ads
- Online estate planning webinar
- A new Wills quiz

New in 2023/24

 Communications schedule & campaign key messages and branding



Training & Networking

Get access to free gift planning resources, training, and connection to a network of charity & advisor professionals.

- One free <u>CAGP membership</u>
- Free "Intro to Gift Planning" course by CAGP

Sign-up for the next campaign by May 26, 2023

May 26, 2023:

Last day to register as a partner in the campaign.

Jan 2023:

Partner registration opens.

June 2023:

Partner benefits, training & prep.

Sept 2023:

Will Power campaign launches publicly.

May 31, 2024:

End of campaign cycle.

Register at <u>www.cagp-acpdp.org/en/will-power</u>

Partner Fees

Annual partner fees are based on a 3 year average of total fundraising revenue. Check your tax file on the <u>CRA Charity Listing</u>, lines 4500, 4510, 4530, 4575, & 4630 in Schedule 6.

Band	Total Fundraising Revenue	Annual Partner Fee, 1 Year Commitment	Annual Partner Fee, 2 Year Commitment*
J	<\$250k	\$599	\$449
ı	\$250k-1M	\$2390	\$1793
Н	\$1-2M	\$3995	\$2996
G	\$2-4M	\$4950	\$3713
F	\$4-6M	\$5975	\$4481
E	\$6-8M	\$7950	\$5963
D	\$8-10M	\$9450	\$7088
С	\$10-20M	\$10,095	\$7571
В	\$20-50M	\$10,450	\$7838
Α	> \$50M	\$12,100	\$9075

Partner Benefits:

- Your page on the Will Power website.
- The Will Power Marketing toolkit.
- One free CAGP membership & course.

^{*2} year commitment due at time of registration.

Progress couldn't happen without you.

Register for the next Will Power campaign:

www.cagp-acpdp.org/en/will-power (Deadline May 26, 2023)

Questions? Contact Nancy Ho at nho@cagp-acpdp.org