



## How can I recommend charity without recommending *a charity?*

Talk to your clients about giving through their local community foundation.

**It's a delicate dilemma.** Estate planners, financial planners, and other professional advisors are often faced with a delicate dilemma: You want to discuss the many benefits of charitable giving with your clients, but you want to avoid recommending specific charitable causes or organizations.

**Fortunately, there's a simple solution.** It's your local community foundation. A community foundation is a single, trusted vehicle your clients can use to address the issues they care about most, while gaining maximum tax benefit under state and federal law. We offer a variety of giving options — including the ability to set up a charitable fund in your client's name. It's just one way we can help you help your clients achieve their charitable goals.