



Building a LEGACY

—THE ANSON PHELPS SOCIETY

Financial and Estate Planning Ideas for Friends of Phelps Memorial Hospital Center

Spring 2010

Giving From the Heart

Although few people are blessed with a perfect memory, most of us can recall a priceless friendship that enriched our lives and inspired us to achieve.

Regardless of whether it was a spouse, parent, brother, sister, treasured friend, or favorite teacher, chances are that person's influence still lives on today. Perhaps a Phelps doctor or nurse or staff member provided your family member with exceptional care.

Why not share?

Sometimes words just aren't enough to convey appreciation for such strong and enduring relationships. For many friends of charitable institutions like Phelps Memorial Hospital Center, "sharing" the spirit and values of a loved one through memorial gifts helps improve the world around us. Such thoughtfulness can also encourage others to make provisions for present and future needs.

Honor your loved ones

What better way to honor the memory of a loved one than by furthering charitable interests you may have shared! Remember, too, that a gift may also be made in honor of a

parent, friend, or other loved one on Mother's Day, Father's Day, at the birth of a child or grandchild, on a birthday, wedding, anniversary, graduation—virtually any time you wish to show how much you care.

All gifts make a difference

Is there someone *you* would wish to honor in such a caring and lasting way? Discover the variety of giving methods that can fit into existing financial and estate plans with ease.

We will be pleased to recommend creative memorial giving ideas that express your admiration in just the right way. Read on for related information about turning possibilities into realities. Celebrate those special to you through a heartfelt gift that supports *our* work—in *their* honor.

INSIDE THIS ISSUE

- A variety of gift options for everyone
- Add new life to old policies
- Memorial giving

Consider the Possibilities

Take a few moments to think about the best ways to make your gifts to Phelps Memorial Hospital Center in honor of others.

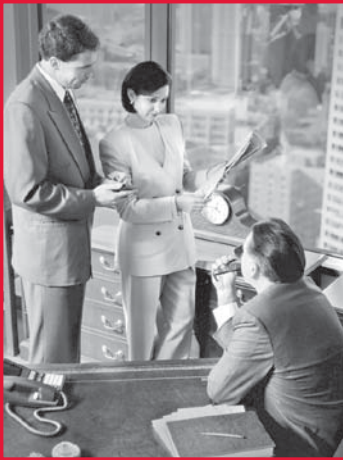
Gifts of cash: Gifts of cash and by check are the most popular methods of memorial giving.

Other property: Gifts may also be funded with assets such as stocks, bonds, and mutual funds that have increased in value.

Leave a legacy: Many discover that their long-range estate and financial plans provide a thoughtful way to make memorial gifts in honor of others.

For more information, please contact Janet Pollack, Major Gifts Officer, at (914) 366-3108 or email her at jpollack@pmhc.us

www.phelpshospital.org



Maximize Your Tax Benefits

- Memorial gifts of cash are generally deductible in amounts up to 50% of your adjusted gross income (AGI). Gifts of appreciated assets are generally deductible in amounts up to 30% of AGI.
- When securities and certain other properties you have owned for more than a year are donated, you are entitled to a deduction for their full value, not just their original cost.
- Consider making larger gifts in years when you have more income. The higher your tax bracket, the greater the savings from your gifts.
- Remember to keep your receipts and acknowledgment letters for tax purposes.

A Gift Pocket Close at Hand

Planning for retirement has never been more important than now, and it's a topic that pops up routinely in the news and in a variety of publications.

Retirement fund proceeds, which may represent a substantial portion of your assets, can be viewed as an untapped source, or a new "pocket," from which to make charitable gifts to Phelps Memorial Hospital Center, something you may not have considered before.

Giving from present income

Chances are, you already rely on—or will in the future—retirement income from a combination of sources: IRAs, an employer-sponsored retirement plan, annuities, and other investments, for example.

It may be wise from a tax planning standpoint to make immediate charitable gifts from retirement plan withdrawals. These funds build free of income tax, yet become taxable when withdrawn. By giving them to Phelps, however, you receive a charitable deduction that can effectively remove the funds from your income for tax purposes.

Giving "what's left"

You may also wish to include Phelps as a beneficiary to receive any unused assets remaining in your retirement accounts when you no longer need them.

You simply stipulate whether you wish for the entire balance,

a specific amount, or a percentage of the account to become a charitable gift. Keep in mind that you can provide that a gift be made only if your other beneficiaries are unable to receive the funds. This way you can assure that your heirs' future security is not jeopardized in any way.

To include charitable gifts, see the administrator of your plan. This may be a financial institution (such as a bank or a life insurance or investment company) or the coordinator of your employer's retirement plan.

Process is simple

Making the designation of a charitable final beneficiary can be as simple as completing a Change of Beneficiary form. This can be done when a new account is opened or as part of a rollover. Or, if you have reached the age when withdrawals from retirement accounts are permitted without penalty or are even required, it may be convenient to make immediate charitable gifts from those withdrawals.

As always, discuss all ideas with your professional advisors before changing plans. They can advise you about different factors and help you explore gift options.

We will be pleased to provide more information on making gifts to Phelps Memorial Hospital Center in this manner.

Add New 'Life' to Old Policies

Life insurance helps round out many estate plans. When a couple marries, insurance is often one of their first long-term joint purchases. Life insurance also plays an important role in the benefit plans offered by many employers.

You may not have considered it before, but life insurance policies and annuities can be important sources to fund charitable gifts to Phelps Memorial Hospital Center after adequate provisions have been made for family members and others.

Abundant advantages

1. You may be able to make a larger gift than you originally thought possible. Even a "small" policy that is no longer needed can put several thousand dollars to work through our organization.

2. Such gifts can often be made without any "out-of-pocket" cost. One example: Giving the proceeds from a paid-up policy.

3. Your financial security and that of loved ones, both now and in the future, need not be adversely affected. For instance, you may name Phelps as *final beneficiary*, meaning that policy proceeds become a charitable gift only if your primary beneficiaries are no longer living. Or you may prefer naming Phelps as *contingent beneficiary* so that it benefits only if a specified event either happens or fails to happen.

4. You have the right to change the beneficiaries at any time as long as you own the policy. This can be accomplished without the expense that can be associated with changing other estate plans.

5. If your policy pays dividends, you can assign them as a charitable gift. These dividends are deductible as charitable gifts in the year they are paid, while you maintain total control over the eventual proceeds of the policy.

6. You may be entitled to other estate and income tax deductions from your gift. Before you plan, check with your advisors. They will know the types of insurance gifts that bring deductions and which state laws and regulations are applicable.

Memorial Giving

For as long as she could remember, Gail and her family used Phelps Memorial Hospital Center for all of their healthcare needs. So when Gail's mother was diagnosed with a terminal illness and hospice was recommended, Gail immediately called Phelps Hospice. Phelps Hospice provided her mother with the comfort of being in her own home, in the company of family and friends, as her end of life approached. The Hospice staff provided Gail's mother with compassionate, dignified, and professional care, and provided Gail and her family with the invaluable support they needed as caregivers.

At her mother's death, Gail requested that in lieu of flowers gifts be made in her mother's memory to Phelps Hospice. The subsequent response from friends and family touched her deeply. Since her mother's death, Gail makes an annual gift to Phelps Hospice. In addition, she notified the Hospice Director that she included Phelps Hospice in her estate plan. Gail is proud to be a new member of the Anson Phelps Society. Future hospice patients and caregivers will benefit from these special remembrances of Gail's generous spirit.

A Variety of Options

There are several ways to name Phelps as a charitable beneficiary of a life insurance policy you currently own.

- As a co-beneficiary, to share in the proceeds with another charitable recipient or with loved ones.
- As a contingent beneficiary, to receive the proceeds if one or more beneficiaries have died.
- As the remainder beneficiary of a policy that has retirement value. If you don't use all the funds available under this plan, you can name Phelps to receive the remainder.

For more information, please contact Janet Pollack, Major Gifts Officer, at (914) 366-3108 or email her at jpollack@pmhc.us

www.phelpshospital.org

When was the last time you reviewed your plans?

The Importance of Updating Your Plans

Most people find that changes in their plans can become necessary from time to time. Take the following quiz to see how your existing plans stack up against your current needs.

- T F** 1. I have a will or other legal arrangement for distributing my property.
- T F** 2. I have not retired from full-time employment since last reviewing my affairs.
- T F** 3. My marital status has not changed since my last review.
- T F** 4. No significant increases or decreases in wealth have occurred since my last review.
- T F** 5. Children or grandchildren have not been born since my plans were last reviewed.

- T F** 6. I have discussed my estate plans with my spouse, children, or other appropriate persons.
- T F** 7. My friends and charitable interests are remembered as I wish in my plans.

This quiz is easy to score; all “true” answers are “correct.” If you answered “false” to any question, you may wish to discuss that issue with your professional advisor, if appropriate.

We’ll be glad to talk with you and/or your advisor to answer questions or provide information about the benefits of charitable gifts to Phelps Memorial Hospital Center as part of your plans.

NHDX-10

The Anson Phelps Society

For those who have included Phelps Memorial Hospital Center in their estate plans

Anson Phelps, for whom our Hospital was named, was an extraordinary person and a philanthropist. He and his wife, Jane, lived in a mansion overlooking the Hudson River, on what is now the Phelps campus. The mansion is now called The James House. Their great grandson, Arthur Curtiss James, offered his home as a gift to encourage the consolidation of the aging Ossining and Tarrytown hospitals. Phelps Memorial Hospital opened in 1956.

The Anson Phelps Society was created to honor the spirit of Anson Phelps. Anson Phelps Society members are a special group of people who, by

including Phelps in their estate plans, demonstrate their understanding of the importance of philanthropy and legacy gifts. These gifts help to ensure our mission to provide outstanding healthcare to our community - today and in the future. Members of the Anson Phelps Society are invited to the President’s Reception each year and will receive our Society newsletters.

If you would like to include, or have already included, Phelps Memorial Hospital Center in your estate plan, please contact Janet Pollack, Major Gifts Officer at (914) 366-3108 or jpollack@pmhc.us or return the enclosed card.

Phelps Memorial Hospital Center
701 North Broadway • Sleepy Hollow, NY 10591
www.phelpshospital.org