

Conversational cues leading to a planned gift

My assets do not produce enough income. You could make a gift to establish a charitable gift annuity or charitable remainder trust that may help increase your income or the income for someone else.

You could also include MIT in your estate plans so that you maintain control of your assets during your lifetime should you not be in a position to make a gift now. A bequest of retirement plan assets can be particularly advantageous, as they are heavily taxed when left to heirs but pass tax-free to MIT.

All my stock is in one company. You could donate some of your stock to MIT, and through a charitable remainder trust or a gift annuity, receive an income stream for you or other beneficiaries. This would help you avoid the capital gains tax, diversify your income sources, and generate an income tax charitable deduction.

My investments are mostly in real estate. MIT accepts gifts of real estate. You could make an outright gift of real estate, or if you need additional income, you could gift the property to a charitable remainder trust. For outright gifts, MIT sells the real estate so that the proceeds can be put to work immediately. If you use real estate to fund a charitable remainder trust, the real estate property will be transferred directly to the trust and sold in the trust to provide income for you and/or other beneficiaries. Gifts of real estate can also be made via bequest to MIT.

I am planning for retirement and all I have is my pension. There are gift options at MIT that provide you with an annual income stream in your retirement (either fixed income from a charitable gift annuity or variable income from a charitable remainder unitrust).

I don't trust the stock market; I prefer safe investments. MIT has a very popular gift option that provides fixed income, part of which could yield tax-free income. It is called a charitable gift annuity. A charitable gift annuity allows for consistent annual payments that do not fluctuate, and of which are backed by the assets of the Institute.

MIT is already in my will, so I am all set as far as giving goes. That is wonderful! Have you thought about documenting your bequest with the Office of Gift Planning? By doing so, you may receive credit for your gift (if eligible) and provide MIT the information necessary to honor your intentions. You will also be welcomed as a member into the Katharine Dexter McCormick (1904) Society, a society that honors those who have decided to make a planned gift to MIT.

Did you know that there are other options that could provide you with an income stream and save you money on taxes during your lifetime? Consider creating a charitable remainder trust or charitable gift annuity that will allow you to do this.

I have no children or my children are all taken care of. Let's talk about the legacy you want to leave and how MIT may fit into those plans. We might be able to put a plan into place so that you can see your legacy in action during your life.

I don't know how I can give to MIT because I have three children. In talking to other MIT alums who are also parents, I find they will often decide how much they want to leave to children and how much to charity, either during their life or at death. You can achieve both objectives with some planning. Life income gifts can allow you to give to MIT as well as provide an income for loved ones, either during your lifetime or through your estate.

Is my planned gift invested somewhere to make the gift grow over time? The MIT Investment Management Company (MITIMCo) manages the MIT endowment. MIT stands among a select group of institutions granted permission by the IRS to commingle the assets of charitable remainder trusts with MIT's endowment fund (Pool A). This enables us to share many of the benefits of the growing endowment with our generous donors. Assets within MIT Donor-Advised Fund and charitable gift annuities are also invested alongside the MIT endowment.

Can my bequest be counted towards my giving totals during my lifetime? Yes, bequests can be credited towards your total lifetime giving if they meet the following criteria:

- You must be at least age 65 when the bequest is documented
- The purpose of the bequest intention must be unrestricted, or for the support of MIT's core needs
- The amount of the gift credit will equal the present value of the bequest intention
- The bequest intention must be supported by both a signed MIT bequest intention form, and the pertinent page(s) of the applicable documentation referencing the future transfer to MIT

I no longer itemize my tax return. Is there a way to give to MIT that will still benefit both my tax situation and the Institute? Yes, a gift through an IRA charitable rollover is a perfect solution. It allows donors 70.5 or older to make tax-free charitable distributions of up to \$100,000 per year directly from their IRAs to MIT, helping to reduce the amount of taxable income to the donor.

I am going to have to start taking out my Required Minimum Distribution (RMD) from my IRA, but I do not need this additional income. An IRA charitable rollover is a great way to turn your RMD into a beneficial gift. Rather than taking out the RMD for yourself, you may directly gift it to MIT through an IRA charitable rollover. You can give up to \$100,000 a year and avoid the associated income tax from the distribution. Additionally, you can make a multiyear pledge of your IRA RMD, with annual commitments of up to \$100,000.

Where can I find more information about planned gifts?

The Office of Gift Planning has many resources and information on planned gifts on MIT's website: giving.mit.edu/planned-giving/. You can also ask the Office of Gift Planning to send you printed materials on the types of gifts you are interested in making, as well as speak to a member of the team to discuss in more detail your intention to give to MIT.