



Living Legacy Newsletter

DELTA SIGMA PI LEADERSHIP FOUNDATION | FALL 2021

Planned Giving 101

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Planned giving, also known as gift planning or legacy giving is a donor's desire to contribute a major gift to an organization, beyond their lifetime.

Unlike an annual gift, a planned gift is for the future. In short, a potential donor makes arrangements for a planned gift in the present, but they are only given at a later date – such as when the donor perishes. These major gifts from a donor can be made as part of their financial or estate plans. The most common gift donations include bequeathed gifts in a will/trust, life insurance, annuities, or donor advised funds.

The good news, planned giving is not limited by a donors' current wealth.

Instead, planned giving provides donors' the ability to contribute gifts they wouldn't ordinarily be able to make on a yearly or recurring basis. As a result, planned giving donations end up being substantially larger and typically aren't dependent on the donors' regular income. That's why you'll see most planned gifts contributed by donors are in the form of life insurance, equity, real estate holdings, artwork and many other forms.

Planned Giving is a critical component for the longevity and livelihood of Delta Sigma Pi Fraternity as planned gifts tend to be the biggest donation the organization receives.



A Simple Way to Help

One of the easiest ways you can support future Deltasigs is to name the Delta Sigma Pi Leadership Foundation as the beneficiary of your retirement plans (IRA, 401 (k), 403 (b), etc.), bank and brokerage accounts or paid-up life insurance policy. Beneficiary designations such as these allow you to specify the individuals and charities you want to support. You can also specify the percentage of the assets you want each beneficiary to receive. It is literally as easy as filling out a form.

Your gift avoids income and estate taxes. Unlike the formality or expense of updating your will, you can control the disposition of these assets without changing your will or living trust. You can obtain a "change of beneficiary form" by calling or visiting the website of your insurer or retirement plan administrator. The form takes just a few minutes to complete while the impact of your gift will be realized in people's lives for generations to come.

DELTA SIGMA PI LIVING LEGACY SOCIETY

The Living Legacy Society is a special group of donors who play an important role in the advancement of Delta Sigma Pi.

Membership is reserved for those who have named the Leadership Foundation as a beneficiary of their estate or have directed another planned gift to the Leadership Foundation.

As a Living Legacy Society member, you join a distinguished group of brothers who have left a lasting legacy by providing support to future generations of Deltasigs.

dsp.org/legacy

Donor Spotlight: Denita Morin



"You're not put on this Earth for yourself, you're put on this Earth for others" says Denita Morin, *Georgia State*.

As a business student at a large, urban commuter school it was difficult to build relationships with her classmates so joining the Fraternity added an extra layer of depth during her time at the university. Denita cherishes the relationships she's been able to cultivate with other brothers as the best part of her Deltasig experience.

After graduating, Denita worked for Quaker State Oil before she moved into the nonprofit sector, first at the Arthritis Foundation in accounting, then she moved into planned giving. Then, she matriculated to the Boys & Girls Club of America where she's worked for 15 years. She thanks the network she cultivated through her Deltasig membership as what motivated her to achieve her own personal greatness and professional success.

"Planned gifts are important because it's a way for your impact to be continuous. Say, you make a yearly \$1000 gift, but once you're gone that's it. Here's the way to have that giving ongoing. This may be the largest gift you're ever able to give. As someone who has worked in the field, I understand why it's important for nonprofits to have that kind of pipeline, it helps sustain the organization for future generations to come."

"If someone puts you in their will or their estate plan, they consider you family. Here's your opportunity to leave a mark that doesn't affect your current lifestyle, it's a way to not only show your family but also your Fraternity what's important."

- Denita Morin, *Georgia State*



Donor Spotlight: Tina Mistry

Tina Mistry, joined Delta Sigma Pi at the Iota Phi Chapter at California State University – Fresno. She currently



serves as the Financial Advisor and CEO of Portfolio Advisors, Inc. Tina recalls her Deltasig experience as something that has propelled her into being the businesswoman she is today.

"I've learned a lot during my time in Deltasig, both as a collegiate and as an alumni. I learned how to build relationships, indirectly learned to run a business, learned what it took to make it in the business world. I have found my experience to be fulfilling and I've been able to keep a long-term relationship with brothers all across the country. I think the Fraternity has had a lot of impact on my development into adulthood."

Tina also states that: "I realize how important planned gifts are when I think about the amazing experiences I had at conferences like Grand Chapter Congress. College students should be able to experience those and money shouldn't be an object. Those experiences made my time as a member so much more impactful. Planned giving ensures that students can have those experiences. Our Fraternity has not lasted this long out of luck and serendipity, it's been because of the care and help of the members and in order for our organization to continue for the next hundred or so years, it's up to the members to continue to give."

She also believes that it is important to give back: "You can also focus donation and gifts to specific collegiate chapters. Leaving a legacy is a lot easier than it looks. People can be easily intimidated with thoughts like 'gosh, I don't make enough money,' or 'it doesn't fit into my budget' but it starts small. If we want to have the next generation of leaders coming from our organization, we'll have to reinvest into our organization."



Chapter Leadership Funds are chapter-specific accounts within the Leadership Foundation created to receive designated charitable gifts from those who wish to directly support a local chapter. The Leadership Foundation has established a Chapter Leadership Fund for each Delta Sigma Pi chapter. Chapters can request grants to defray the direct costs related to a Delta Sigma Pi program, including registration fees, travel and lodging.

DIVERSITY, EQUITY & INCLUSION EDUCATION FUND

The Diversity, Equity and Inclusion Education Fund supports the Fraternity's ongoing efforts and educational initiatives focused on diversity, equity and inclusion. Grants are made directly to the Fraternity to execute DEI programming that will better prepare our students to lead in today's workforce. Thanks to the support from our members, the DEI Education Fund has already granted money to provide unconscious bias training, made possible through the generous support of Professional Fraternity Association member organizations, partners and friends. The purpose of this initiative is to leverage the collective impact of PFA member organizations toward positive change toward greater diversity, equity and inclusion.

dsp.org/donate





The key functions of the Delta Sigma Pi Leadership Foundation are rooted in the idea that Delta Sigma Pi must provide vehicles for alumni to fulfill their lifelong commitment to the Fraternity. To ensure the philanthropic support needed to sustain Delta Sigma Pi, the Leadership Foundation focuses on seven key functions:

ENCOURAGE brothers, parents and friends to engage or re-engage in the life of Delta Sigma Pi.

SOLICIT philanthropic support from stakeholders through cash, stock, endowment and estate gifts to sustain Delta Sigma Pi at a high level.

STEWARD donors and supporters by providing gratitude and demonstrating donors' impact on the lives of young brothers.

GRANT funds to support the Fraternity, chapters and individual Deltasigs by providing scholarships and grants.

PROVIDE educational programming and speakers at Presidents' Academy, LEAD Schools, LEAD Provincial Conferences, Grand Chapter Congress and Volunteer Leadership Trainings.

SUPPLY Scholarship Keys for outstanding business students, which are presented to the highest ranking senior at each school where Delta Sigma Pi has a chapter.

MANAGE investment portfolios, capital and annual campaigns, policies, volunteers and staff to ensure good governance.

Three Common Planned Giving Myths, Busted

If you hear "planned giving" or "legacy giving" and think it is for people older or wealthier than you—or that it is just too confusing—check out these common myths and the truths behind them.

MYTH #1: My estate has to be large to make an impact.

Truth: By including Delta Sigma Pi in your estate plan for any amount, you make a lasting impact and a tremendous difference. Your estate may be larger than you think. Non-cash assets, like insurance policies and stocks, are often a significant part of your wealth.

MYTH #2: I am too young to think about making a will.

Truth: If you have a property (even a car), you have an estate. Documenting your wishes in a will is an important step at any stage of your life. A will ensures that your intentions are carried out and it can help establish a plan to receive the best tax benefits for your assets. Most importantly, if you have loved ones who depend on you, your estate plan can protect their future.

MYTH #3: Estate planning is only about distributing my assets.

Truth: Yes, your assets are accounted for, but your estate is also a reflection of your values. You can use it to give to charitable causes, such as Delta Sigma Pi Leadership Foundation, and you can pass down life experiences and memories by recording your wishes.

In addition, your estate plan should describe what you would like to happen in the event you are unable to make medical decisions or take care of your finances. It is the full picture of your wishes and your life's work.