

# Professional Advisor Partners

*The Community Foundation of Anne Arundel County (CFAAC) is a tax exempt, 501(c)(3), publicly supported philanthropic organization with the long term goal of building permanent, named funds that provide support to local nonprofit organizations through grants and special projects. Our mission is to connect people who care to contribute to causes that matter.*

*Established in 1998, CFAAC is one of the largest funders of nonprofit organizations in Anne Arundel County. We have over \$7 million in assets under management, 90 diverse funds, and we make nearly \$1 million in grants annually.*

*CFAAC hosts the Anne Arundel Estate Planning Council (AAEPC). The Council's mission is to provide opportunities for wealth and estate planning professionals from various disciplines to interact, share ideas and build relationships that will allow them to better serve their clients and the community.*

Visit [aaestateplanning.org](http://aaestateplanning.org) to learn more

Professional advisors play a key role in helping their clients fulfill their philanthropic interests and you are among the best positioned to initiate and engage your clients in these conversations.

## Simplify Your Client's Giving

By partnering with CFAAC, you can make it easier for your clients to give effectively and maximize their tax benefits.

With a single gift of \$10,000 or more your clients can establish a fund at CFAAC that allows them to qualify for an immediate tax deduction and give to the causes they care about most. It's like having their own private foundation without the hassle and expense.

- Clients have the opportunity to establish a named fund or remain anonymous.
- We administer and process grants and provide custom reports summarizing all grantmaking activity.
- We offer flexible and expertly managed investment options.

## Consult with Experts

- Our experienced staff help donors develop their philanthropic giving strategy.
- We monitor all areas of community need—including human services, education, the environment, healthcare, the arts and economic development.
- We offer opportunities for donors to learn more about local organizations and programs that are making a difference in our community.
- We help to increase knowledge and awareness about the issues in our county that impact the economy and quality of life.

## Retain Your Clients

- Our **Medallion Investment Partners Program** allows donors to establish a fund while keeping their current advisor to manage the assets and receive investment management fees.

Care. Connect. Contribute.

Philanthropy is a very personal decision. A professional advisor plays a critical role in helping clients realize their philanthropic objectives by listening for giving opportunities, explaining options, and suggesting solutions. Significant giving opportunities often arise when clients are making major business, personal, and financial decisions.

**High Net Worth consumers express a desire to have philanthropic conversations early in the client/advisor relationship. One-third want an advisor to bring up the topic at their first meeting and most want the advisor to bring up philanthropy within the first several meetings, when they expect the advisor to fully understand them.**

*THE U.S. TRUST STUDY OF THE PHILANTHROPIC CONVERSATION:  
Understanding Advisor Approaches & Client Expectations  
Conducted in partnership with The Philanthropic Initiative 2013*

There are multiple ways we can partner with you and your clients:

- **Year-end Tax Planning**
- **Estate Planning**
- **Charitable Remainder Trusts**
- **Donor Advised Funds vs Private Foundations**
- **Closely Held Stock**
- **Sale or Disposition of Highly Appreciated Stock**
- **Sale of a Business**
- **Strategic Giving**
- **Substantial IRA/401(k) Assets.**

**Our knowledgeable staff is happy to meet with you and share more, please call us at 410.280.1102.**