



FINANCIAL ADVISORS

Significant giving opportunities arise when your clients make major business, personal, and financial decisions. Whether you are helping your client with year-end tax planning or estate planning, the Black Hills Area Community Foundation (BHACF) can help you provide tailored options that match your client's charitable and financial goals. We can accept a wide variety of assets and facilitate even the most complex forms of giving. We offer the maximum tax advantage under state and federal law, and we simplify IRS recordkeeping.

At BHACF we understand that your client relationships are the most important part of your job. We let you take the lead with your clients while we help in a way that suits you and your client's needs the best. If your client decides to create a charitable fund with our Foundation, you and your firm can often continue to manage the assets. (See specifics: [Services for Financial Advisors](#)) (PDF). BHACF can help you grow your relationship with your client, making it more meaningful and beneficial for you both.

INDIVIDUAL & FAMILY CLIENTS

How do I start a conversation with my client about charitable giving?

- Ask your client "What do you want to accomplish with your wealth?"
- Determine if your client might be open to a conversation about philanthropy.
 - Do they have a history of giving to multiple charities and/or local nonprofits?
 - Have they mentioned their interest in starting a Private Foundation? [Comparing Approaches to Giving.](#)
 - Are they creating or re-writing a will? [Sample Bequest Language](#)
 - Do they have assets that will be subject to probate upon their death?
 - Are they getting ready to sell a business or will they experience another significant "tax event"?
 - Do they want to involve their children or grandchildren in philanthropy?
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BUSINESS CLIENTS

Many businesses want to give back to the community, but do not want the administrative load associated with creating their own charitable foundation. The Black Hills Area Community Foundation offers businesses opportunities to make grants to charitable causes through a variety of charitable funds. We handle the administrative burden, while the business chooses the charitable causes to support.



PRIVATE FOUNDATION ALTERNATIVE

- Private foundations come with significant administrative burdens and set-up costs, as well as with greater limitations on tax deductions and payout requirements.
- Creating a donor advised fund with the Community Foundation frees your client from the administrative burden of a private foundation, while allowing them to focus on the more fulfilling grant making side of charitable giving.

Free Resources

Free Resources can help you determine:

- When does [using the Black Hills Area Community Foundation](#) make sense for my client?
- What are charitable options for my **business clients**?
- Why might a BHACF fund be a better option to a **private foundation**?
- Types of gifts:
 - Using **non-cash assets** to fund a gift
 - Charitable gifts that **pay income**
 - Charitable gifts that **protect assets**
 - [Types of funds](#)

· [Brochure for Professional Advisors](#)

· [Handout for your Clients](#)

*Disclaimer: The tax, financial, and legal requirements for charitable gifts vary and are often specific to individual circumstances. Please refer your client to certified advisors with specific legal, tax or financial gifts.

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For more information or questions please contact Liz Hamburg, Executive Director of the Black Hills Area Community Foundation, at 605-718-0112 or Liz@bhacf.org