



Results in  
**giving** Ltd.

**Giving Results**<sup>SM</sup>

Passion

Commitment

Direction

Clarity

Promise

Awareness

Action



**Charitable Giving • Lasting Legacies • Symposiums**

Non-Profits • Corporations • Professionals • Individuals • Collectors • Collecting Institutions



# Results in giving Ltd.

## Giving Passion

**What We Do.** You have passion. So do we. Passion moves you to support the special interests, causes, and beliefs you hold dear. Passion moves us to support your interests by showing you the importance, value and ease of strategic, charitable giving. Let us assist you in developing a clear and concrete mission that we will help you formulate, nurture and fulfill. We offer a unique complement of professional guidance services, practical symposia and helpful resources to inspire and galvanize your passion for giving. Whether you are an individual donor, non-profit organization, corporation, professional advisor, collector or collecting institution, we can propel your giving passion into a bold and bright lasting legacy. At Results in Giving, we share your giving passion. Because passion in giving means giving results.

**Results in Giving. Giving Passion. Passion in Giving. Giving Results.**

## Giving Commitment

**Who We Are.** At Results in Giving, we transform the abstract philosophy of giving commitment into the concrete philanthropy of committed giving. We are a unique dedicated team of skilled giving professionals who provide guidance, planning and implementation in strategic charitable giving. Our years of combined professional experience work for you in a flexible team approach that can be adjusted to your specific needs. Whether your project requires one of us, two of us, or all of us, we guarantee our relationship with you will exceed the limited service characteristic of traditional consulting firms. At Results in Giving, we have a giving commitment. Because commitment in giving means giving results.

**Results in Giving. Giving Commitment. Commitment in Giving. Giving Results.**

## Giving Direction

**Services.** You have great ideas but you don't know where to take them. You know where you want to go but you can't see how to get there from here. No matter where you are on the strategic charitable giving map, we can provide direction in giving. Our team possesses years of essential experience and complementary strength, giving guidance, encouragement and focus in a giving direction. We don't simply point you in the direction you want to go, we can get you there, too. Let us be your travel agent in charitable giving as we create an inspired, personalized, and credible giving plan that works for you. Whether you are an individual donor, non-profit organization, corporation, professional advisor, collector or collecting institution, we can develop a customized giving plan to suit your specific interests and goals, staffing and budget needs. At Results in Giving, we take a giving direction. Because direction in giving means giving results.

**Results in Giving. Giving Direction. Direction in Giving. Giving Results.**

*"The best prize that life offers is the chance to work hard at work worth doing."*  
- Teddy Roosevelt



*"We make a living by what we get, but we make a life by what we give."*  
- Winston Churchill



*"Go confidently in the direction of your dreams."*  
- Henry David Thoreau



*"Give it away, give it away, give it away now."  
- The Red Hot Chili Peppers*

## Giving Clarity

**Resources.** Our professional guidance services, practical seminars, symposia and helpful resources demystify and simplify the charitable giving world. We offer resources specifically designed to clarify the giving process, providing up-to-date access to websites, books and articles in a variety of disciplines related to strategic charitable giving. Whether your interest is planned giving, philanthropy, fundraising, friend-raising, corporate sponsorship, taxation, or estate planning, we invite you to tap our extensive list of online resources, books and publications. At Results in Giving, we provide an unparalleled level of giving clarity. Because clarity in giving means giving results.

**Results in Giving. Giving Clarity. Clarity in Giving. Giving Results.**



## Giving Promise

**What We've Done.** Before we show you what we can do for you, let us show you what we have done for others. Our past and present clients know the strength of our giving promise. See how we create and sustain strategic charitable giving programs for individuals, non-profits, corporations and professionals. At Results in Giving, we give our promise. Because promise in giving means giving results.

**Results in Giving. Giving Promise. Promise in Giving. Giving Results.**



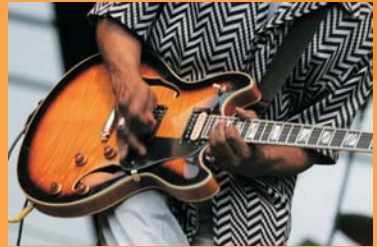
*"Real generosity toward  
the future lies in giving  
all to the present."  
- Albert Camus*

# Giving Awareness

**Seminars and Symposia.** When awareness increases, giving results. Our seminars and symposia encourage involvement, teach philanthropy and motivate charitable giving. Explore the importance, value and ease of strategic charitable giving through symposia geared toward your interests and needs. Whether you are an individual donor, non-profit organization, corporation, professional advisor, collector or collecting institution, we will raise your awareness of accessible practical philanthropy, and show you why and how to do it well. We can customize any of our existing programs or create new programs for specific needs. Sessions may qualify for continuing education credit. At Results in Giving, we raise giving awareness. Because awareness in giving means giving results.

**Results in Giving. Giving Awareness. Awareness in Giving. Giving Results.**

*"No man can become rich without himself enriching others."  
- Andrew Carnegie*



## **Care and Feeding of Your Collection:**

Working with your treasured collection. Exploring the important decisions that must be made to preserve the financial and cultural integrity of valuable objects and holdings, incorporating family wishes and personal needs for future generations.

## **Charitable Gift Annuities 101:**

Who, what, how and why of charitable gift annuities; Everything you need to build or enhance an effective annuity program, including strategies and marketing techniques.

## **Charitable Giving and Estate Planning:**

Overview of charitable giving and estate planning issues, including user-specific techniques to enhance estate plans and maximize assets for beneficiaries.

## **Donors & Prospects:**

Tailor-made for the unique characteristics and special needs of the target audience, our presentations to donors and prospects have resulted in millions of dollars in completed gifts. Remarkably effective for identifying prospects and building relationships.

## **Endowments:**

How to create successful endowment structures and giving programs.

## **Everything You Need To Know About Planned Giving But Were Afraid To Ask:**

Learn how to start your own planned giving program. Includes sample forms and checklists so your organization can begin to receive planned gifts immediately.

## **Marketing Mayhem:**

Practical suggestions to increase marketing efforts and maximize results. Includes brochures, print ads, seminars, newsletters, radio, inserts and websites.

## **Planned Giving for the Board:**

What is planned giving and why do we need it? A great introduction for board members. Helps development and finance committees understand and realize the value of your organization's planned giving efforts.

## **Professional Advisors:**

How to create a professional advisory group to effectively strategize and complete gifts.

## **Trusts, Trusts, Trusts:**

Various kinds of trusts and how to best utilize them.



## Giving Results to:

### **Collectors and Collecting Institutions** “Our Specialty!”

Comprehensive strategic assistance in working with treasured collections, securing cultural objects and creating personal legacies through public heritage gifts and private holdings.

### **Non-Profit Organizations**

Planned giving, donor cultivation and stewardship, gift completion, corporate sponsorships, affiliate programs, community outreach and private consulting services.

### **Corporations**

Design and implementation of powerful corporate sponsorship strategies to maximize marketing and community relations.

### **Professionals**

Area-specific education for philanthropic target markets and clients to enhance business development.

### **Individuals**

Personalized giving strategies to suit family and individual interests, needs and goals.



## Giving Results through:

### **Fundraising & Friendraising**

Assisting non-profit development departments to broaden support base and increase sources of funding.

### **Donor Advocacy Consulting**

Guiding individuals and families through charitable giving issues and strategies to maximize philanthropy and create lasting legacies.

### **Planned Giving Consulting**

Build or enhance a successful, sustainable planned giving program.

### **Retained or Loaned Planned Giving Officer®**

Providing a unique approach for nonprofits, with planned giving staff on call or as needed.

### **Corporate Giving Consulting**

Analyze corporate sponsorship and charitable support requests to maximize investment and opportunity.

### **Seminars and Symposia**

Specifically tailored for nonprofits, potential donors, corporations, professional associations, attorneys, accountants, broker-dealers, insurance agents & financial planners on strategic charitable giving.



*"You cannot do a kindness too soon because you never know when it will be too late." - Ralph Waldo Emerson*



## Giving Action

**Contact Us.** If you believe as we do, now is the time to take action. Contact us to discuss our philosophy, our commitment, our ability, and our values. Our fee structure is designed for maximum flexibility and minimum cost. Our rates can be based on the project, day, quarter or year. Call us as needed, when you need action, without having to worry about watching the clock. At Results in Giving, we believe that taking action results in giving action. Because action in giving means giving results.

**Results in Giving. Giving Action. Action in Giving. Giving Results.**



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