



# IABWF

INSURING A BETTER WORLD FUND

# IMPACT

Newsletter

What's new....This April IABWF attended the ACGA conference in Seattle. Kudos to Joe Bull, the conference Chair, and his all volunteer team for staging such a thoughtful and engaging conference. According to the 2017 Survey of Charitable Gift Annuities, "rapid growth organizations were much more likely to report expanded ability to market gift annuities..."(p.9)

IABWF is here to help. IABWF is the charity for charities. IABWF allows all charities access to the \$20 Trillion dollar life insurance asset class. IABWF accepts donations of unwanted or unneeded life insurance policies on behalf of other

charities.

IABWF pays ALL premium and management costs for the donated life insurance policies. The donor pays nothing. The donor selected charity pays nothing. Donors choose the charity. IABWF pays the costs and manages the policies. The charities receive the benefits. IABWF is different from other charitable life insurance programs. No new policies are written. No new commissions are earned.

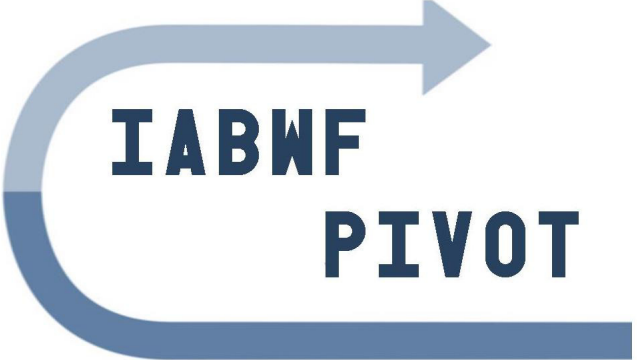
IABWF is something **NEW** to start your conversation with donors. In addition to gifts of life insurance (where IABWF pays the premium) these discussions will lead to increased charitable gift annuity sales, increased life insurance beneficiary designations and increased bequests.

When you ask your donor base if they own a life insurance policy that they no longer want, need or wish to pay future premiums for some will say "Yes". This opens the door for a potential legacy sized gift. However, most will answer "NO".

This is true even though over \$100 billion dollars of life insurance policies in the senior market was thrown away without benefit last year alone.

However, the "No" to IABWF means time for your charity to pivot to "Yes" for other planned gifts. IABWF started the conversation. Now pivot to charitable gift annuities; or naming your charity as a partial beneficiary of the life insurance policy; or naming your charity in their will. The IABWF Pivot is easy. The IABWF conversation starter is barely an ask. It relieves your donor of the cash flow obligation of paying life insurance premium. Contact IABWF to learn more about the IABWF pivot.

IABWF's supported charities include: universities — University of Michigan, Carnegie Mellon University and others; healthcare/hospitals — Cedar Sinai, Washington Regional Medical Foundation and others; combatting disease — National Federation for the Blind and the Diabetes Research Institute and others; religious organizations — Oakland Archdiocese, Anshe Emet Synagogue and others.



*IABWF Pivot is a conversation starter that is easy, new and barely an ask of the donor. Start using the IABWF Pivot method as a fresh new tool to engage your donor.*



**Do your donors wish they could give more to charity?**  
Your donors have life insurance policies they no longer want, need or wish to continue paying the premium. Over \$100 billion dollars was available just last year. IABWF can help your charity access this vast market. IABWF is smart access allowing your charity to accept life insurance policy donations at no cost or risk to the charity or the donor.



IABWF is unlike any other life insurance charitable program. No new policies are written or accepted. No new commissions for life insurance agents. IABWF accepts ONLY existing policies that are unwanted or unneeded by charities' donors. We are not a life insurance sales plan. We are a charity for charities rescuing wasting policies for charities' benefit.

## IABWF - Donor's Story



**Kevin O'Connor, IABWF's First Donor**

Our first donor, Kevin O'Connor, is a well-known insurance professional living in NYC. He has been a leader of the New York Insurance market for many decades and runs an outstanding life insurance brokerage firm in New Jersey. He is the proud father of six children and grandfather of nine grandchildren and he is very happily married to his wife, Susanne. Upon learning of the IABWF, Kevin became our first donor and one of our leading advocates. He sees the value of IABWF to the insurance consumer and to charities. In identifying his value, he has donated \$1m of his own insurance that he might otherwise have sold in the senior life settlement market. Instead he donated his policy to IABWF for the benefit of The American College of Financial Services and the Society of Financial Service Professionals ("SFP"). We are very pleased to be managing his life insurance gift for the benefit of these two fine organizations. Kevin is also a past president and current member of the board of both the NYC Chapter of SFP and The NY Center for Financial Studies.

When asked to comment about the fund Kevin said:

*"I've spent the last 56 years in the life insurance business and have benefited significantly from both the American College and the SFP and have always felt that I would like to repay them for the help they've given me. When I learned about the IABWF, I immediately felt that this was an ideal solution."*

*We all know that the cash surrender value is far from the real value of a policy and while the Secondary Market is a better option for some, the value is severely discounted and the concept is distasteful to many people.*

*Also, one of the traditional disadvantages of making a charitable gift of a policy was the obligation to pay premiums to keep the policy in force and the IABWF eliminates that problem – it's a one-time transaction, there is no ongoing premium obligation from the donor or from the charity that will ultimately benefit. Another attraction is that when the portfolio of policies grows the charitable beneficiaries will be able to benefit while their specific donor is still alive due to the pro-rata distribution formula."*

Kevin's career is a testament to the value of the life industry. His donation to IABWF is validation of the good work we all can do together. At IABWF we are deeply honored by Kevin's trust in us and faith in our charitable program.

## Legislative Update



The new federal tax legislation contained many "goodies" for IABWF, their charities and their donors.

First the bill codifies that a life insurance policy is a capital asset. This confirms that valuations for life insurance policies are consistent with other capital assets. Thus the valuation may provide your donors with a valuable tax deduction. This valuation may exceed the net sales proceeds your donors could realize in a sale of their policy to a for-profit life settlement company.

Add to that, tax deductions are more valuable than ever. The new tax law capped the state tax deduction for federal income tax but left the charitable tax deduction in place.

A gift of a life insurance policy to IABWF for the donor's chosen charity is the answer.

Add to that, the new estate tax law exemption increased to \$22+ million dollars. This results in thousands and thousands of unneeded life insurance policies that were bought for estate tax planning.

Many charities have donors who are considering today whether or not to stop paying for these unnecessary life insurance policies.

Don't waste this opportunity. Ask now so you can receive.

IABWF accepts unneeded life insurance policies to benefit your donor's charity. We manage all policy donations and pay ALL premiums and costs of administration after donation. Neither your donor nor your charity has any further responsibility. Donors choose. IABWF pays. Charities receive.

Codified Valuation + Need for Tax Deductions + Increased Estate Tax Exemption = Great Opportunity for IABWF Charities.

Act now. Contact IABWF to get started receiving your donations.

*Please note that we are not tax advisors and cannot give potential donors tax advice. Potential donors should consult their tax professionals about their specific circumstances and the necessity of retaining an independent, qualified appraiser.*

## Spotlight on Our Co-Founder, Robert Stuchiner

Robert Stuchiner is a remarkable man. Diagnosed at an early age with retinitis pigmentosa, Robert has risen above life's challenges to achieve incredible success.

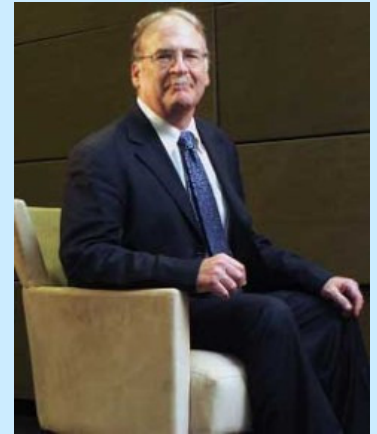
Robert has sought cures and treatments from near in Washington D.C. at the National Institute of Health and far, visiting Moscow, Russia in the 1970's. Even though he has yet to find the answer, he perseveres.

Robert has built a very successful career designing and marketing life insurance products. Despite his inability to see, modern technology has come to the rescue with a variety of tools that just seem to "keep getting better". What was once a desktop full of cameras, computers, and scanners is now something of the past, as Robert now carries it all in his pocket on his telephone.

Being blind from an early age made Robert a better listener. Not just music, where he is an accomplished guitar player, but listening to others with empathy and caring. His hard work and his care for his clients has brought him measurable success in the life insurance industry.

While continuing to preside over his national life insurance brokerage, Robert has directed his passion and focus to charity. Robert was awarded the 2015 recipient of the Stephen A. Kramer Humanitarian Award.

His personal desire to see blindness cured and his ability to hear others' needs fuels Robert's drive for IABWF's success. Robert noted "we need your help. Charities — promote IABWF to your donors. If you are a senior, consider donating an unwanted life insurance policy to IABWF. Together with the nearly \$20 Trillion dollar life insurance market we can cure disease and ensure a better world for us all"



**Robert Stuchiner,**  
**Chief Financial Officer and**  
**member Board of Directors**  
**of InterVivos Foundation**

## Last Year's NCPP 2017 Baltimore Donation Raffle Winners

At October NCPP 2017 Baltimore Conference, IABWF hosted a donation raffle drawing for NCPP attendees. IABWF donated \$13,000 for the winners' charities. IABWF was proud to donate to the diverse range of charities on behalf of the winners.

**\$10,000 — The University of Michigan** is a college located in Ann Arbor Michigan and is noted for its educational & athletic excellence. Founded in 1817, U-M is one of the most distinguished public universities and a leader in higher education attracting top students and faculty from all over the world. Congratulations to the maize and blue. IABWF is honored and overjoyed to support the University of Michigan and its many wonderful students and alumnae, which includes IABWF's president and wife. Go Blue!

**\$1,000 - University of West Virginia** is a public, land-grant, space-grant, research-intensive university in Morgantown, West Virginia. It began 150 years ago as an agriculture college and has grown into one of the world's premiere research institutions. This year WVU sent two teams to defend its title in the NASA Mars Ice Challenge. IABWF is happy to support West Virginia University Foundation and the education of our future.

**\$1,000 —** Established in 2000, **National WWII Museum**, is a military history museum located in the Central Business District of New Orleans, Louisiana. Ranked by USA Today as the "#1 best place to learn US military history and designated by Congress as America's official museum it features a rich collection of artifacts that bring history to life". IABWF is proud to support our

National WWII Museum. IABWF fulfills its mission to support veterans and education, blended into this great museum.

**\$1,000 — Compassion International** is a faith based humanitarian children's aid organization dedicated to the long-term development of children living in poverty around the world. Compassion International, headquartered in Colorado Springs, Colorado, functions in 25 countries such as Bolivia, Colombia, Mexico, Haiti, and Kenya. The organization provides aid to more than 1,700,000 children.

We look forward to the opportunity to work with Compassion International, helping them serve more impoverished children throughout the world. We agree with Compassion International, poverty is not being poor. Poverty is the lack of hope. It is with our hope that this donation is happily given.

Don't forget to stop by IABWF's Booth at NCPP 2018 in Las Vegas.



# A Message

## From the President

So many professional planned giving specialists, so many charities, so many donors BUT so little time. IABWF is here to help. No new dollars are needed. No new staff is required. There is no cost to IABWF charities or donors for premium, management or administrative costs. IABWF does not sell new policies or earn commissions.

We are an easy add on to your current good work. Call me to get started. It is only with your participation that we all will be successful. Let's work together to support your charity and ensure a better world for us all. Thank you.



David B. Simon, President, Co-Founding Member

***Join us in ensuring a better world for us all.***

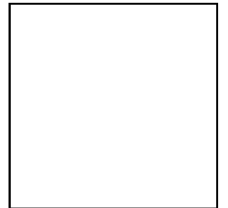
***www.IABWF.org***

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Quarterly newsletter, Summer 2018

YOU CHOOSE



WE PAY



CHARITIES RECEIVE