



PHILLIPS
EXETER
ACADEMY

IRA/RETIREMENT PLAN BENEFICIARY DESIGNATIONS

Consider making Exeter a full or partial beneficiary of your IRA or retirement account.

Because “qualified accounts”, like IRAs, 401Ks, and 403Bs, can be subject to both income taxes and estate taxes, this double taxation can reduce what heirs receive by up to 70%. However, a distribution to Exeter passes free of both income and estate tax which means that 100% of the distribution will be received by the Academy. In many situations it may make good tax sense to leave non-retirement assets to non-charitable beneficiaries (family/friends), and retirement assets to charity. Establishing this type of gift is as easy as completing the beneficiary form with your IRA custodian or retirement plan provider.

CHARITABLE LEAD TRUSTS

A Charitable Lead Trust (CLT) enables a donor to make a current gift to Exeter while also establishing a significant gift to children or grandchildren to be realized at a future date.

The CLT makes annual payments to Exeter for a fixed period of years (typically 10 to 20) before trust assets then revert to the donor’s family. Properly structured, a CLT can generate a significant gift to future generations by reducing the estate and gift taxes and by eliminating tax on asset appreciation. Additionally, a CLT provides the donor with control over the timing and distribution of assets to heirs. The current low interest rate environment provides a timely opportunity to protect a larger amount of assets from estate and gift taxes.

Planned gifts such as bequests, annuities and IRA beneficiary designations can be remarkably easy to make. Developing your own planned giving strategy is a powerful way to support Exeter’s future.

For more information please contact Phil Perham, director of Planned Giving, pperham@exeter.edu or 603-777-3594.

The Heritage Circle

CREATE YOUR EXETER LEGACY TODAY

The **Heritage Circle** is a group of more than 1,200 s who have been recognized for their thoughtful planning of future gifts to the Academy. The **Heritage Circle** includes over 800 alumni, family and friends who have provided for Exeter in their wills and nearly 400 who have made other deferred gift arrangements that benefit Exeter.

Planned gifts supply one of the largest sources of growth for Exeter’s endowment. Each year, several million dollars in realized planned gifts are received by the Academy through the remarkable generosity, loyalty and long-term philanthropic planning of alumni, parents, grandparents and friends. This significant support provides crucial funding for Exeter’s people, programs and facilities, including financial aid, operating support, athletics and capital projects.



“Making a planned gift to Exeter helped my family achieve our personal financial goals—while contributing to Exeter’s legacy in a meaningful way.”

– NICIE JOHNSON PANETTA ’84
FORMER PRESIDENT OF TRUSTEES

BEQUESTS

Naming Exeter in your will is the easiest and most common way to make a planned gift. It costs nothing today, can be changed during your lifetime, and can be structured to provide support to the Academy after all of your other financial obligations have been fulfilled. You can choose for Exeter to receive a specific dollar amount, or a stated percentage of your estate.

While support for the Academy’s general purposes provides the school the most flexibility, you may identify an area you would like your bequest to benefit. For example, through your will you can create a named, permanently endowed scholarship (\$250,000 min.) that will benefit qualified students in perpetuity. Or, you can underwrite a specific Exeter program, course of study or area that you would like to support.

GIFT ANNUITIES

People are often interested in supporting the Academy, but aren’t sure of the implications to their retirement income. A Charitable Gift Annuity (CGA) is a highly effective way to provide future support to Exeter while giving you immediate financial benefits. When you establish a CGA (\$10,000 min.), you make a gift to Exeter today, and the Academy will then pay you fixed, guaranteed income for your lifetime. You also receive an immediate tax deduction, lowering the actual cost of the gift. Upon your death, the Academy receives the remaining principal amount in the annuity. You may also defer income payments for a period of years in exchange for receiving a higher income rate. Should you choose to delay receipt of income payments from the Academy, you still receive an immediate tax deduction.

CHARITABLE REMAINDER TRUSTS

A Charitable Remainder Trust (\$100,000 min.) provides you with quarterly income, an immediate tax deduction, and can be funded with cash or appreciated securities. After the trust ends, the balance, or “remainder interest” is transferred to Exeter to be used for purposes you designate—like the establishment of your own scholarship fund. While many of Exeter’s remainder trusts are institutionally-managed in a diversified portfolio of stocks and bonds, you also have the option of investing trust assets in the Academy’s Endowment.

