



Legacies

A PLANNED GIVING PUBLICATION FROM HOSPICE OF THE WESTERN RESERVE

FALL 2021

Hospice of the Western Reserve Foundation Created to Care for Future Generations

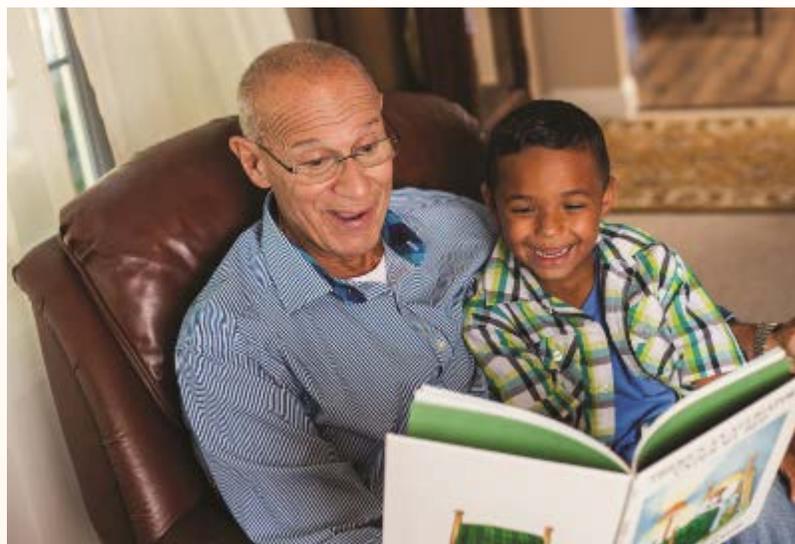
Generous support from our community enables Hospice of the Western Reserve (HWR) to continue to provide unique, high-quality care that has made us the most recommended hospice in Northern Ohio. As we look to the future, we are thrilled to announce the establishment of the Hospice of the Western Reserve Foundation, a separate 501(c)(3) nonprofit public charity.

The Foundation's inaugural board is comprised of a dynamic group of industry leaders and philanthropists including Vikki Broer; Alfred (Al) F. Connors Jr., M.D.; Mary S. Foti; William A. Herzberger; Cynthia (Cindy) Ames Huffman; Kathy Jadallah; Joe Kovalcheck; Margaret (Peggi) S. Mizen; Martha Brewer Rini; and Christopher Waite. At the helm of the Foundation is veteran fundraiser and lifelong Clevelander Laura Rayburn, who will serve as the president.

Many of the meaningful services provided by HWR bring immense comfort and joy during a very difficult time but are not reimbursed by Medicare or commercial insurance. With the financial support of the new Foundation and generous donors, HWR can continue to offer the innovative care we've become known for in the community, irrespective of the cost.

Philanthropic support of HWR allows us to continue the deeper work of hospice to:

- Provide a haven of hope and healing for the bereaved through the work of our Western Reserve Grief Services.



- Tenderly welcome seriously ill newborn patients home with their families so they can be surrounded in comfort through the care of our pediatric hospice team.
- Walk every step of an advanced progressive disease with a patient, offering expertise and middle-of-the-night home visits through our Western Reserve Navigator program.

Our goal is to ensure that HWR can continue to grow so that future generations can receive the expert care all families deserve. If you are passionate about our mission, let's talk. There are many ways to share your support. Contact Holly Selvaggi, Major Gift and Planned Giving Officer, at 216.255.9066 or hselvaggi@hospicewr.org.

Unneeded Policy, Great Opportunity

A Special Consideration for Your Life Insurance

Has your life situation changed, and your life insurance policies are no longer needed to provide security for your loved ones? Consider the benefits of giving your policy to Hospice of the Western Reserve. The update is simple, requiring just a change of beneficiary form from your policy provider.

A Gift of Life Insurance Has the Following Perks

1. Tax-Beneficial

For an existing policy, you may receive a federal income tax charitable deduction when you itemize. For a new policy, with Hospice of the Western Reserve named as the owner and beneficiary, your premium payments may be deductible as charitable gifts.

2. Secure and Confidential

Your life insurance policy is a contract and therefore cannot be changed. If you make Hospice of the Western Reserve the owner and beneficiary of the policy now, it will not be included in your probate estate and therefore will remain confidential.

3. Cost-Efficient

Life insurance allows you to make a significant gift even if your means are limited today. By making small premium payments each year for a limited number of years, you can leave a gift of sizable proportions.

4. Helpful to Our Care

Life insurance gives you the option to make a gift with an asset other than cash, helping you to make a bigger impact than you may have ever thought possible.

Take the Next Steps

To make Hospice of the Western Reserve the beneficiary of one of your accounts, simply contact the administrator of the account and share our Tax ID number as well as the percentage you'd like us to receive after your lifetime.

Legal Name: Hospice of the Western Reserve

Tax ID: 34-1256377



Support Our Mission With a Gift From Your IRA

Did you know that you can support Hospice of the Western Reserve with a gift from your individual retirement account (IRA)? Has the value of your IRA increased such that the amount of your required minimum distribution is more than you and your family need? Then consider making a donation from your IRA to us. You can avoid paying taxes on your distribution and support our mission by donating the funds to Hospice of the Western Reserve.

We're Experts and We Can Help

Contact Holly Selvaggi at 216.255.9066 or hselvaggi@hospicewr.org to learn more about shaping the future of Hospice of the Western Reserve through a gift of life insurance.

Steadfast Volunteer Serves in a Multitude of Ways

Mary Clark is an adventurous world traveler and engaging storyteller. She has observed penguins in Antarctica and ridden horseback on trails in Ecuador. She is also a dedicated hospice volunteer with more than 38 years of experience. In 2005, she was recognized by the National Hospice Foundation for her many years of service to hospice patients and their families in Northern Ohio.

Mary is cherished by our Ashtabula Team for her willingness to quickly respond to any request. She has provided hands-on care, companionship, supportive phone calls, caregiver respite, transportation and legacy work. She shares her knowledge of end-of-life issues with clarity. Mary has volunteered for other organizations as a tax preparer and as a legal guardian; she is a genuine and natural advocate.

Never one to leave things to chance, Mary is a generous annual fund donor and she has also included Hospice of the Western Reserve in her will. Her bequest will ensure that her kind, selfless spirit will continue to be felt by those in need when she can no longer care for them herself. We are very grateful to Mary for the many ways she supports Hospice of the Western Reserve.



In addition to being a loyal hospice volunteer and supporter, Mary Clark enjoys visiting Antarctica to observe its wildlife.

Join Mary in Supporting Our Mission

Like Mary, you can leave a lasting legacy and ensure that our mission to provide the finest palliative end-of-life care, caregiver support and bereavement services in Northern Ohio continues in the future by including Hospice of the Western Reserve in your will or other estate plan. Contact Holly Selvaggi at 216.255.9066 or hselvaggi@hospicewr.org to learn more about your giving options.



Collectibles? Yes, They Count!

Did you know that art, furniture, jewelry and collectible items are part of your estate? Find out how to inventory your assets with our FREE guide *Know Your Worth*. Complete and return the enclosed card to request your copy.

4 Steps to a Secure Future

You can make a lasting impact on Hospice of the Western Reserve while also generating dependable income for life. How? By establishing a charitable gift annuity (CGA). Here's how you can create a secure future—for you and us—in just four steps.

Step 1: Determine which assets to donate.

You can fund your charitable gift annuity in many ways: cash, appreciated securities or other assets. When you make your gift, you qualify for a partial income tax charitable deduction and receive partially income tax-free payments throughout your anticipated life expectancy. If you fund your gift using securities, you receive an additional benefit of eliminating a portion of the capital gains tax on the gift. The balance is reportable over this same period of time.

Step 2: Decide who will receive the payments.

A CGA provides you with payments you cannot outlive. You can also choose to add an additional person. This is typically your spouse but can be another adult you choose, such as a parent or friend.

Step 3: Choose your payment date.

You can choose to start receiving your payments right away or defer them until a later date. Deferring your payments benefits you by increasing your annual payout as well as your income tax charitable deduction.

Step 4: Get a personalized illustration.

After deciding your assets, payment recipients and payment date, request a personalized illustration, at no obligation. This illustration will show what payments you can expect to receive, your potential tax benefits and the impact you can make on Hospice of the Western Reserve. Simply contact Holly Selvaggi at 216.255.9066 or hselvaggi@hospicewr.org.

SAMPLE RATES

One Life			
Age	Rate	Age	Rate
65	4.2%	80	6.5%
70	4.7%	85	7.6%
75	5.4%	90+	8.6%

Rates are subject to change. Please contact us for a personalized illustration. If you reside in New York, please contact us directly as your rates may vary slightly.

Hospice of the Western Reserve Planned Giving Advisory Council

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California residents: Annuities are subject to regulation by the State of California. Payments under such agreements, however, are not protected or otherwise guaranteed by any government agency or the California Life and Health Insurance Guarantee Association. Oklahoma residents: A charitable gift annuity is not regulated by the Oklahoma Insurance Department and is not protected by a guaranty association affiliated with the Oklahoma Insurance Department. **South Dakota residents: Charitable gift annuities are not regulated by and are not under the jurisdiction of the South Dakota Division of Insurance.**



Holly Selvaggi, Major Gift and Planned Giving Officer
Phone: 216.255.9066
Email: hselvaggi@hospicewr.org

Hospice of the Western Reserve
17876 St. Clair Avenue
Cleveland, OH 44110-2602

If you wish to be removed from our fundraising mailing list, please contact Holly Selvaggi at hselvaggi@hospicewr.org or 216.255.9066.

