



**The Catholic Foundation
of Central Florida**
Inspire Giving. Fund God's Work.

Financial Planning

*"Protecting your family and
planning today for a better
tomorrow"*

Presented by:

- Michael Garlisi, *Vice President, Wealth Management*
- Gregory Stevens, *Senior VP, Wealth Management*
- Charlie Van Patten, *JD Director of Philanthropy, CFOCF*



Legacy Planning Seminar Series



Hosted by



Legacy Planning Seminar Series



**The Catholic Foundation
of Central Florida**

Welcome

Thank you to our partner



**BLESSED TRINITY
CATHOLIC CHURCH**





The Catholic Foundation of Central Florida

*“The Catholic Foundation of Central Florida is our **best steward of investment** and management of the generosity of the many people who participate in the life of this local Church. My hope is that all parishes, missions and schools utilize the breadth of resources and knowledge through **The Catholic Foundation of Central Florida** for any development effort of the Diocese of Orlando. Since my appointment as Bishop of Orlando, I am impressed with its capabilities and rejoice that through the ministry of The Catholic Foundation of Central Florida we are able to fulfill our financial needs.”*

Most Reverend John Noonan
Bishop of Orlando



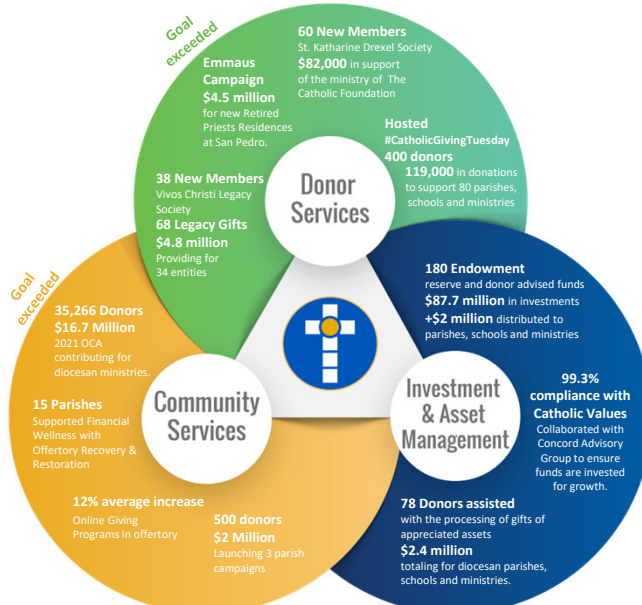
How We Serve

The Catholic Foundation of Central Florida’s Mission is to inspire and increase giving, to prudently invest the resources entrusted to us, and to capably steward those charitable gifts to support the spiritual and corporal needs of the community of the Diocese of Orlando.

In 2021 our core services inspired and increased giving providing a great impact on ministries throughout Central Florida.

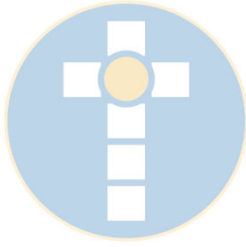


As a proven trustworthy philanthropic organization to give to and give through, The Catholic Foundation of Central Florida has received the GuideStar Platinum Seal of Transparency.



Data Management + Communications + Advancement Services + Administration





A Guide on Your Philanthropic Journey



What I do, what we all do is write the poem of life. You see it isn't a matter of time but compassion. Call it community or hope or faith or call it love. Peter Karoff, The Philanthropic Institute



Michael Garlisi, WMS

Michael has been a trusted advisor for over 20 years. He provides tailor made advice for his clients' individual goals. He specializes in providing strategies designed to preserve and manage wealth for his clients both before and during retirement.

Michael joined Raymond James in 2004 and has spent the last 15 years building strong personal relationships with his clients. Michael holds a Wealth Management Specialist designation as well as both a series 7 and series 66 general securities registration. He is also licensed to provide life and long term care insurance.

Michael earned a Bachelor's degree in Marketing from Northeastern University. He and his wife Barbara have two sons Matthew and Stephen. When he is not in the office, Michael enjoys traveling, golfing, fishing and is an avid tennis player.

Michael serves his community through his involvement with Trinity Catholic High School. In the past he has served as a volunteer for Hospice of Marion County Legacy Committee and a board member for Big Brothers Big Sisters of Marion County.



Vice President Wealth Management



Garlisi Wealth Management Raymond James
2701 SW 34th St Bldg 100
Ocala, FL 34474-4402

352-291-6707

Gregory Stevens, WMS

Greg uses his more than 25 years of experience in the financial service industry to guide clients in pursuing their goals. He explains complex financial subjects in easy to understand terms, developing deep relationships with investors open to professional advice.

He focuses on preserving and managing wealth for pre- and post-retirement, aiming to give clients confidence in navigating this major life transition.

He started his career as an advisor at Smith Barney, where he spent 11 years. He spent nine years at Morgan Stanley before joining Raymond James in 2019, drawn by its large-firm resources and boutique feel.

Greg earned a bachelor's degree in building construction from the University of Florida. Originally from Syracuse, New York, he has called Ocala home since 1986. He gives back to the community through his church, Blessed Trinity, where he serves as finance committee chairman. He is also a volunteer on the Hospice of Marion County Philanthropy Board.

An outdoorsman, he enjoys boating, fishing and fitness, and spending time with his family. He lives in Ocala with his wife, Shanna, and their children, Andrew, Alexandra and Charlotte.

Raymond James is not affiliated with the above organizations.



Senior Vice President Wealth Management



Spires & Stevens Wealth Management of
Raymond James 2701 SW 34th St Bldg 100
Ocala, FL 34474-4402

352-291-6722



PRESERVING WEALTH ACROSS GENERATIONS

Presented by:
Michael Garlisi, Vice President, Wealth Management





PRESERVING WEALTH ACROSS GENERATIONS

Presented by:
Gregory E. Stevens, Senior Vice President, Wealth Management



A WEALTH OF OPPORTUNITY

Up to **\$41 Trillion**
Is expected to change
hands by 2048.

Are your heirs prepared?



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1 Sources: Accenture, cegworldwide.com

PRIVILEGES AND CHALLENGES

Ask the vital questions

What legacy would you like to leave?



If something happened tomorrow, is your family comfortable enough with your financial details?



Do you have all the necessary documents in place?
Does your family know where to find them?



Have you created a comprehensive business succession plan?



What are your philanthropic intentions?

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RESOLVING COMPLEXITIES – FOR TODAY AND TOMORROW



Requisite estate planning documents

Legal will

Ethical will

Revocable living trust

Durable power of attorney for financial affairs

Durable power of attorney for medical decisions

Living will for quality of life decisions

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FAMILY WEALTH TRANSFER GOALS

The challenge

You are concerned a large inheritance could have a negative effect on your heirs.

The strategy

YOUR PHILANTHROPIC VISION

The challenge

You'd like to leave a considerable amount to charity but still need income.

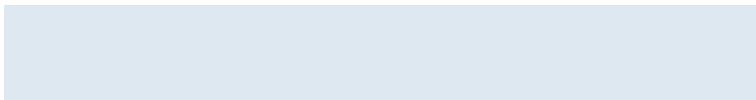
The strategy

BUSINESS SUCCESSION OBJECTIVES

The challenge

Facilitating a smooth sale or transition of your business to new leadership.

The strategy



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VALUES WORTH SHARING



Your family love letter

Estate planning is more than your net worth.



What else do you want to leave behind?



Share from the heart and connect

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STARTING THE CONVERSATION



Share the history behind your family's wealth, how it was built and the value you place on financial independence.

Define your family's mission statement and your intentions for your wealth and legacy.

Outline your philanthropic vision. How and why do you benefit your community?

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CONTINUING THE DIALOGUE

Discuss who and what helped you achieve your goals, including educational experiences.

If applicable, talk to a loved one about the history of your family business and how you intend to pass on your leadership responsibilities.

Discuss how you and your spouse will be cared for as you age and the role your loved ones will play in that plan. Who will take care of whom? How will you fund that care?



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YOUR ENDURING LEGACY

Emotionally and practically
complex – but vital



Engage your family and beneficiaries



Share your values and vision



You don't have to navigate
this journey alone



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ANY QUESTIONS?

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International Headquarters: The Raymond James Financial Center
880 Carillon Parkway // St. Petersburg, FL 33716 // 800.248.8863
raymondjames.com

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Please note, changes in tax laws or regulations may occur at any time and could substantially impact your situation. While familiar with the tax provisions of the issues presented herein, Raymond James Financial Advisors are not qualified to render advice on tax or legal matters. You should discuss any tax or legal matters with the appropriate professional.



2701 SW 34th Street, Bldg 100 // Ocala, FL 34474
T 352.854.6866 // D 352.291.6707 // F 352.854.9555
garlisiwealthmanagement.com

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2701 SW 34th Street, Bldg 100 // Ocala, FL 34474
T 800.416.6866 // D 352.291.6722 // F 352.854.9555
GregoryEStevens.com

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CFOCF Legacy Resources

- Planning Your Catholic Legacy – A Wills Guide
- Create a Family Mission Statement
- **Opportunities to Leave Your Legacy of Faith**
- Create Your Catholic Legacy Video
- Catholic Legacy Letter/Journal



www.cfocf.org/legacy



CFOCF
Planned Giving Advisory Council
www.cfocf.org/advisory-council



Opportunities to Leave Your Legacy of Faith

- **Bequest**
- **IRA Charitable Rollover**
- **IRA Beneficiary Designation**
- **Appreciated Securities**
- **Donor Advised Funds**



Bequest

You Can Leave a Gift in Your Will for Blessed Trinity.

We have partnered with FreeWill to offer you the ability to create a Will in just 20 minutes.

For more complex estate plans, you will want to consult with an attorney.



[Freewill.com/CFOCF](https://freewill.com/CFOCF)



IRA Qualified Charitable Distributions

Do You Take RMDs from Your IRA?

Did you know that you can make a donation directly to your parish from your IRA? This qualified charitable distribution (QCD) can satisfy all or part of your RMD and reduce your taxable income! Contact your account administrator to request the QCD from your IRA.



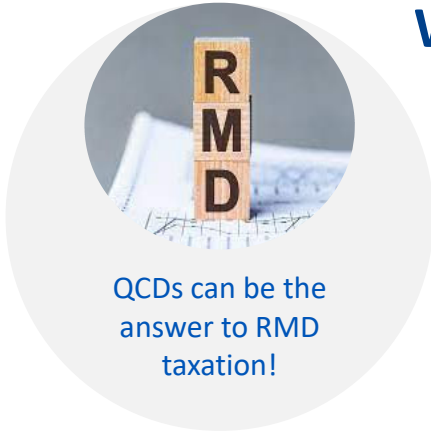
IRA Qualified Charitable Distributions

If you are at least 70½, you may give **up to \$100,000** from your IRA **directly from the IRA custodian** to a nonprofit.

This can be **your parish, the Diocese, or The Catholic Foundation.**



IRA Qualified Charitable Distribution



Why would I want to do this?

If you don't need your RMD

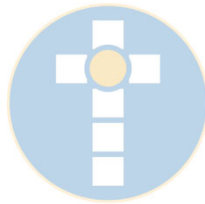
you can avoid taking taxable distribution
and satisfy your RMD.



IRA Beneficiary Designation

Two Ways to Give:

Name Your
Parish as
Beneficiary



Name a
Charitable
Remainder
Trust (CRT) as
Beneficiary



IRA Beneficiary Designation

If a **nonprofit** is beneficiary of the IRA (full or partial) – those dollars are transferred tax-free!

If a **Charitable Remainder Trust (CRT)** is a beneficiary of the IRA, your children or other loved ones can receive payouts for more than 10 years.



Gifts of Appreciated Securities

You Can Eliminate Capital Gains Tax by Donating Stock!



Your parish is a qualified charity eligible to receive donations of stock. When appreciated stock that you have held for more than a year is transferred directly to charity, there is no capital gains tax due.



Gifts of Appreciated Securities

Why?



No Capital Gains Tax



Charitable Income Tax Deduction



Let's Talk Appreciated Stock

Dow Jones
10 Year
Chart



<https://www.macrotrends.net/1358/dow-jones-industrial-average-last-10-years>



Catholic Donor Advised Fund

DEDUCTION

DONOR PASSION

DONATION

CATHOLIC COMPLIANT INVESTED DONOR ADVISED FUNDS

SCHOOL

CHURCH

CHARITY

Discover the Benefit of Creating your

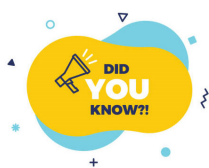
Catholic DAF

and Learn Why DAFs are the Fastest-Growing Charitable Giving Tool!

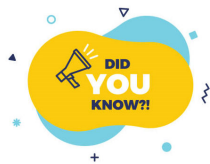
- Invested for growth (tax-free) in socially responsible investments 99.3% compliant with Catholic social teaching.
- Provides access to a list of hundreds of pre-qualified Catholic & public (Catholic value compliant) non-profits in need of support.
- Allows you to pass along your Catholic values to the next generation & build a family legacy of faith-driven philanthropy.

www.CatholicDAF.org

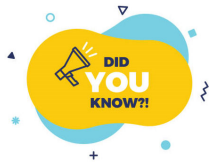
Donor Advised Fund Grants



Grantmaking from DAFs to qualified charities totaled more than **\$34 billion** in 2020.



Contributions to DAFs, totaled **\$47.85 billion** in 2020.



Charitable assets in DAFs grew from \$145.49 billion in 2019 to **\$159.83 billion** in 2020, a **16.3%** increase.

The 2021 National Philanthropic Trust DAF Report



Catholic Endowment Funds

Establish Your Catholic Endowment Fund

Your Values. Your Legacy.

All endowments grow with 99.3% or more compliance with our Catholic values.

How does an endowment work?

ESTABLISH

A minimum of \$20,000 is required to establish your Endowment. We have several funding options available to allow you to establish now or over time.



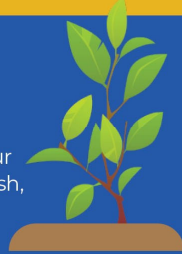
GROW

Once your Endowment is established, the funds are invested in accordance with our Catholic values and begin to grow in value and impact.



IMPACT

Your Endowment is a permanent legacy that will continue to provide funds for your favorite Catholic parish, school or ministry in perpetuity.



www.cfocf.org/endowmentfunds



The Catholic Foundation
of Central Florida

VIVOS CHRISTI SOCIETY



The Catholic Foundation of Central Florida

Inspire Giving. Impact Lives.



Charlie Van Patten, J.D.

- 407-246-4888 | cvanpatten@cfocf.org
- Send Mail To: P.O. Box 4905, Orlando, FL 32802-4905
- Office Location: 50 E. Robinson St., Orlando, FL 32801

Join us for our next Legacy Planning Session

Wednesday, Nov. 16 at 11:00 AM

www.cfocf.org/leavealegacy



Thank You



**The Catholic Foundation
of Central Florida**

Inspire Giving. Fund God's Work.

Follow Us



www.cfocf.org



Social Media

