



ST PHILIP'S

EPISCOPAL CHURCH

Uvalde, Texas

Dear Potential Legacy Giver:

Having been a member of St Philip's for many years, I have served on numerous vestries, been involved in many stewardship campaigns, and participated in countless budget conversations. In all these years, the vestry has only passed a balanced budget a handful of times. More often than not, we pass a deficit budget. Our budget operates in the red but miraculously, most of the time, we end the year either in the black or close to it. I venture to say, however, that could be changing.

In the time I've been at St. Philip's, the idea of creating an endowment fund has been bantered around. Yet, as a congregation, we have never taken steps to establish an endowment beyond discussing it. The fact is, an endowment of one million dollars (or more) could provide a mechanism that would keep us from ever having to operate in the red again. With a million dollars, we could conservatively expect to generate \$60,000 in interest pretty much every year and never touch the principle.

We ask our members to donate or pledge annually to provide the necessary funding for our operations. But, we have never asked our members to include St. Philip's in their will. Why? A will is something that people don't often want to think about, but when they do, they usually want to ensure that their loved ones are the ones who receive their hard-earned savings and inheritance. To those who love St. Philip's, why would it NOT be a part of your legacy?

The following is a list of five reasons why churches should have a ministry of legacy giving:

1. Legacy giving manages risk.

The most generous members in a church congregation are often its oldest. What would happen if the three most generous members were to die in the same year?

2. Legacy-giving conversations can be transformational for the church and the member.

The desire to make a difference is almost universal, regardless of one's religious tradition. Our members are already making legacy gifts to World Vision, the Salvation Army, and their alma maters. Why? Because *they've been asked*.

3. Imagine a “blue sky scenario.”

What could your church do differently if you learned that one of your long-time members left the church an unrestricted \$5 million bequest? *It happens.*

4. Legacy giving is a lot less complicated than you think.

You do not need to master the technical aspects of planned giving to launch a legacy giving initiative. You can begin with a simple gift and estate planning education.

5. Talking to members about the importance of a will is a ministry to families.

Today, over 55% of people do not have a will. The Church can convene legacy conversations in Sunday school or workshops to support people in making these important decisions, helping them avoid the difficulties and heartache of probate.

According to a donor survey conducted by the Partnership in Philanthropic Planning, 70% of donors who make a legacy gift, do so because they are asked.

So, please consider this as an “ask.” Soon, you will receive more information about the launch of St. Philip's Legacy Giving Campaign. But don't wait to consider how you may want to contribute to this effort. There's no better time than right now.

Thanks for your consideration and time in this important conversation.

In the love of Christ,

Blaine Bennett

