A Legacy for Loved Ones

For Linda Greer, philanthropy has been a powerful way to honor her two families: the one she knows as the mother of nine children and the Palomar Health family that she has been a part of as an ICU nurse and now as chair of the healthcare system’s board of directors.

One of her first gifts to Palomar Health Foundation was in memory of her late husband, Dr. Edward Greer, a vascular surgeon who spent 40 years at Palomar Health and helped start its trauma program. Because of her generosity, two rooms at Palomar Medical Center Escondido are named after him.

In 2004, when Linda was first elected to the board of directors, she discovered a new way to increase her charitable giving and build an even greater legacy for her family.

“When I joined the board, I began to receive life insurance as a benefit. Since I also have a separate policy for my children and their needs are taken care of, I decided to name Palomar Health Foundation as the beneficiary of my life insurance.”

This gift ensures that she can contribute to a cause she cares deeply about without creating a financial burden on herself. For some donors, gifting a life insurance policy

Continued on Page 2

“Every donor at every level is appreciated—and all gifts are put to work for the hospital.”

—Linda Greer
A Legacy for Loved Ones

*Continued from Page 1*

A Legacy for Loved Ones can also significantly reduce their taxable estate.

Linda points out one thing she has learned as a donor and as chair of the board: Gifts of all sizes are meaningful and make a difference to Palomar Health.

“Dr. Greer and I did not have a lot of money because, as you might imagine, it takes a lot to raise nine children and put them through college,” Linda says. “But every dollar counts. It absolutely all adds up to helping our patients and the healthcare district.”

She encourages anyone who has benefited from great care at Palomar Health to consider a gift in honor of their family or in memory of a loved one. “That’s a great way to leave a legacy,” she says. “It means a lot to me that I could honor my husband.”

Being able to support Palomar Health is a point of pride for donors like Linda, who view the doctors, nurses and healthcare workers as members of their family.

“I’m so glad that I can give in a way that supports Palomar Health and our community,” she says.

Planning Check

Generosity takes on new meaning as we grow older, build financial resources and set charitable goals. These planning checkpoints, arranged by age group, outline how to maximize your generosity to the causes that matter the most to you.

50s

Update your will to reflect any life changes, such as beginning a new relationship or grown children leaving home. Meet with a financial advisor to review your investments and savings—there’s still time to make catch-up contributions for retirement.

Best Ways to Be Generous

- **A gift in your will or trust.** This costs you nothing today and can be made by adding one sentence to this document.
- **Retirement plan assets.** Name Palomar Health Foundation as a beneficiary of part or all of your retirement plan assets. It takes minutes to contact your plan administrator or complete the change-of-beneficiary form online.
- **Life insurance policies.** If your children are grown and financially stable, consider donating these policies to the Foundation.
- **Donor advised funds.** This popular option offers you the flexibility to recommend how much and how often money is granted to qualified charities like Palomar Health. You open a fund with a written agreement at a community foundation or sponsoring organization, which then provides regular accounting to you.
- **Appreciated securities.** Donate stocks you’ve owned for longer than one year and receive an income tax charitable deduction when you itemize. You can also eliminate capital gains taxes.
60s
Check with your financial advisor to make sure you are on track with retirement savings. If you’ve already retired, revisit your expenses, priorities and healthcare needs.

Best Ways to Be Generous

• Life income gifts. If you are looking for income in retirement, consider establishing a charitable remainder trust and use appreciated assets to maximize your tax benefits. You receive income for life from the trust, with the rest supporting Palomar Health after your lifetime. If you have a high net worth and are looking to minimize taxes, a charitable lead trust allows you to support Palomar Health now and provide for loved ones in the future.

• Beneficiary designations. Review the beneficiaries of your life insurance policies and retirement plan assets. Many of these assets may result in a large tax hit for your family, but they pass tax-free to Palomar Health Foundation.

• Bank or brokerage accounts. Most states* allow you to designate one or more individuals or charities as a beneficiary of a checking or savings account; certificates of deposit; or brokerage or investment accounts.

70s
Discuss your giving goals with your family and meet with your financial advisor to align your financial and philanthropic plans.

Best Ways to Be Generous

• Gift from your IRA. If you are 70½ or older, give any amount up to $100,000 per year from your IRA directly to a qualified charity such as Palomar Health Foundation without having to pay income taxes on the money.

• Legacy letter. This optional companion piece to your estate plan is a chance to share your dreams and your story with your loved ones.

What’s Right for Your Stage?

We’re ready to work with you and your professional advisor to discuss a variety of giving options that work best for your personal circumstances. Please contact Wayne Herron at Wayne.Herron@PalomarHealth.org or 760.739.2787 to get started.

* State laws govern payable-on-death accounts and transfer-on-death accounts. Please consult with your bank representative or investment advisor if you are considering these gifts.

Save Time, Get Organized

This helpful checklist walks you through the assets you need to account for when creating or updating your estate plan. Use the enclosed reply card today to receive your FREE copy of Estate Planning Starters.
The Power of Percentages

If you ask your spouse or family member the value of their estate, you’ll likely be met with a blank stare. This can make deciding exactly how much to leave your loved ones, and cherished organizations, difficult—especially because the value of your estate fluctuates throughout your lifetime.

Instead of leaving a specific amount to family or Palomar Health Foundation in your will or other estate document, consider leaving a percentage instead.

How It Works
Leaving us a percentage of your estate can be done in two simple ways: through a gift in your will or by naming the Foundation as a beneficiary of your retirement plan account or other assets. In just a few steps, you can make a lasting difference for those we serve.

Every Gift Makes a Difference
At Palomar Health, every gift makes a difference as we strive to improve and save lives. Whether your gift is 1% or 100% of your estate, you can feel confident your legacy will endure for generations to come.

<table>
<thead>
<tr>
<th>A Gift in Your Will</th>
<th>Naming Palomar Health as a Beneficiary</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Contact us or return the enclosed reply card to request sample language you can use to make a gift.</td>
<td>1. Log on to your provider’s website.</td>
</tr>
<tr>
<td>2. Make an appointment with your attorney to create or update your will.</td>
<td>2. Update your beneficiary, including the percentage you’d like each to receive. Or, print the form and return it in the mail.</td>
</tr>
<tr>
<td>3. Notify us of your intention so we can thank you and ensure your gift is used as you intend.</td>
<td></td>
</tr>
</tbody>
</table>

Wayne Herron
Vice President of Philanthropy & Chief Philanthropy Officer
O 760.739.2787  F 760.745.7040
Wayne.Herron@PalomarHealth.org

PO Box 463063
Escondido, CA 92046
PalomarHealthFoundation.org

If you wish to be removed from our fundraising mailing list, please contact Wayne Herron by email at giving@palomarhealth.org or by phone at 760.739.2787.”

© The Stelter Company | Information contained herein was accurate at the time of printing. The information in this publication is not intended as legal or tax advice. For such advice, please consult an attorney or tax advisor. Figures cited in any examples are for illustrative purposes only. References to tax rates include federal taxes only and are subject to change. State law may further impact your individual results.”
After your lifetime, how and to whom do you want your estate distributed?

If you and your spouse die before your children are old enough to manage large amounts of money, who should be the trustee of their money? Who should be their guardian while they are minors?

How do you want your investments managed after your lifetime? Should your spouse manage them? If not, from whom should your spouse seek help? Have you thought about trusts?

If you are not survived by a spouse or children, do you want to benefit other relatives?

Are there charitable organizations you would like to support?

Let Us Know
A gift in your estate plan is a flexible way to extend your support for Palomar Health into the future. Let us know if you have any questions about making a gift from your estate or if you have already done so. We would love the opportunity to thank you. Preferences regarding anonymity will be respected, of course.

Executor: The person named in your will to settle your estate once you’re gone
Trustee: The person named in a trust to manage trust investments for your beneficiaries
Charitable bequest: A charitable gift left by will or living trust
Charitable remainder trust: A trust that gives your chosen beneficiaries income for life or a term of years, with the remaining balance going to charitable organizations you designate

Wayne Herron
Vice President of Philanthropy & Chief Philanthropy Officer
760.739.2787; F 760.745.7040
Wayne.Herron@PalomarHealth.org

PO Box 463063
Escondido, CA 92046
PalomarHealthFoundation.org

Information contained herein was accurate at time of printing. The information in this publication is not intended to be legal or tax advice. For such advice, please consult an attorney or tax advisor. Figures cited in any examples are for illustrative purposes only. References to tax laws include federal taxes only and are subject to change. State law may further impact your individual results.

Palomar Health Foundation
Where to Start When Organizing Your Estate
A Guide to What Information You’ll Need and Terms to know

Once you have decided to create or update your estate plan, you’ll need to talk with your attorney. But first, fill out and review these estate planning starters. It will save time and provide a framework for your estate plan.

Checklist: Information You’ll Need
☐ Names, addresses and birth dates for you, your spouse, children/adopted children, parents and siblings
☐ The state of your legal residence (give your attorney all of the particulars if you have a home in another state)
☐ The name(s) of your deceased or former spouse(s) and any documents that would help determine if he or she has remaining inheritance rights
☐ A copy of any prenuptial or postnuptial agreement
☐ Any physical or mental disabilities or marital problems of your beneficiaries, as well as money management concerns
☐ A copy of any prior will or trust agreement and its location
☐ The location of any gift tax returns
☐ Employment benefit details: group life insurance, retirement, etc.
☐ Details on annuities and life insurance policies: owner, beneficiary, policy number, etc.
☐ A listing of real estate: location, improvements, title, value, mortgages and the location of papers
☐ Details about business interests: estimated values, proportions owned by you and by others, and a copy of any buy-sell agreements
☐ The nature and value of royalties and/or patents owned by you
☐ A copy of any financial or healthcare power of attorney given by you
☐ The nature of any premade funeral arrangements
☐ Records distinguishing community property from noncommunity property, if applicable

Inventory: Current Assets and Liabilities
Use the current market value for every major item you own and the face value of any life insurance. Don’t strive for exact amounts; rounded numbers are fine.

<table>
<thead>
<tr>
<th>Assets</th>
<th>Owned by you alone</th>
<th>Owned by your spouse</th>
<th>Owned jointly (or in community)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residence</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Other real estate</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Bank accounts, certificates of deposit, money market funds</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Stocks, bonds, mutual funds</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Closely held business interests</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Partnership ventures</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Notes, mortgages owed to you</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Retirement funds</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Life insurance face value</td>
<td>N/A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Furniture, jewelry, collections, etc</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Automobiles, boats, etc.</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Annuities, revocable trusts</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Other assets</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$</strong></td>
<td><strong>$</strong></td>
<td><strong>$</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Owned by you alone</th>
<th>Owned by your spouse</th>
<th>Owned jointly (or in community)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mortgages</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Loans, installment debts</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Current bills</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Taxes owed</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>All other liabilities</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$</strong></td>
<td><strong>$</strong></td>
<td><strong>$</strong></td>
</tr>
</tbody>
</table>

**NET ESTATE** (subtract total liabilities from total assets) $ $ $