

Financial and Charitable Strategies for Alumni, Parents, and Friends of Williams College

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PAUL NEELY '68

New Ephraim Williams Society Chair

THE COLLEGE IS DELIGHTED TO WELCOME

Paul Neely '68 as our new chair for The Ephraim Williams Society (EWS). Paul has a remarkable history of volunteer service for Williams including 26 years as secretary for the Class of 1968, two terms on the board of trustees, and a chairman of The Williams Campaign (2002-2008).

What drives your spirit of service to Williams?

Because of my professional background, I was asked to be editor of 25th Reunion book and that drew me back in. Hodge Markgraf '52 was running alumni relations at the time. He was the perfect mix of teacher/scholar/steward of the college. When I considered my own giving to the college, I wanted to honor his legacy so I endowed a faculty chair named for him.

Is there anything in particular that draws you to gift planning as your new volunteer focus?

When Williams asks I try to say yes. There is nobody I admire more than John Chandler and Carl Vogt, the two preceding EWS chairs. I'm in good company following in their footsteps.

Williams' planned giving staff combines technical expertise with

a personal touch. I am a spokesman and I reach out to some people who might appreciate hearing from a fellow Eph. The staff and class gift planning chairs do the real work, I'm honored to speak for them about that great work.

The Class of 1968 raised over \$41 million for your 50th Reunion. What accounts for that tremendous success?

John Oppenheimer and Bob Scott and fellow class leaders set up a good structure. We reached out through a network of people, but also had a separate group just to encourage people to come back. Because we did both, people understood that we were genuine about

the second message—we really wanted them there regardless of whether they gave at all.

What advice would you give to future 50th Reunion classes?

Start early. You can't do it all in the last year before the reunion. We had 85% gift participation over ten years. Planning starts the day after your 40th Reunion ends.

The main goal is to rekindle that sense of community you had while at Williams.


What brings you joy?

At 72 years old, you take joy from children and grandchildren. I'm enormously proud of my two sons and their families. My son Michael

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EWS Chairs past and present: Presidents Emeriti Carl Vogt '58 and John Chandler, and Trustee Emeritus Paul Neely '68



If you've ever returned to Williamstown on the second weekend in June, you know that the Williams 50th Reunion is a big deal. Ephs return in greater numbers and with greater enthusiasm than at any other time.

MAKE A BIG(GER) DIFFERENCE:

Start Planning at your 40th to Impact What's Important to You at Williams

EPHS STRENGTH IN NUMBERS AT reunions and their pride is matched only by their generosity. The 50th Reunion is an occasion when many alumni choose to support priorities at Williams that mean the most to them.

If you are about to celebrate (or have recently celebrated) your 40th Reunion, planning now can maximize the impact of your gifts to the college. **All gifts and pledges made between your 40th and 50th Reunions count towards the total class gift.** Savvy donors can be more generous than they might have thought possible by planning gifts carefully.

The Gift Planning Office can help you leverage your charitable giving, reduce your taxes, and increase or maintain your income level, while addressing your unique retirement, estate planning, and family situations.

❶ Start by considering a multi-year pledge paid in installments over time with cash, appreciated stock, or a variety of other assets.

❷ Supplement your retirement through life income gifts such as a charitable gift annuity (CGA) or a charitable remainder unitrust (CRUT).

A life income gift will pay beneficiaries age 60 or older for their lifetime and the remainder will fulfill a philanthropic goal of your choosing at Williams.

Bob Grace '69 is a master at thinking strategically about his giving and helping classmates do the same. Soon after his 40th Reunion he established a CRUT.

"I have always felt very privileged to have had a Williams education and that my daughters had the same opportunity. In retirement planning, my wife and I noted the shortfall in income given the absence of

pension. We decided to fund a CRUT to provide us with retirement income and to provide long-term funding for our family scholarship."

❸ Participate in the Williams Today and Tomorrow Program, which combines an outright gift/pledge with an irrevocable pledge of a bequest in your will or trust.

❹ Once you turn 70½ if you have a traditional IRA, you will be obliged to take a required minimum distribution (RMD) every year (generally taxable income to you). You can reduce the amount of federally taxable income in your RMD by making a Qualified Charitable Distribution from your RMD of up to \$100,000 each year to qualified charities such as Williams. IRA charitable rollovers provide an ideal way of making a sizable gift to Williams through annual distributions.

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and his wife My are expecting a baby in March—a next generation Eph—Michael and My met in Gerry Caprio's Econ 401 class.

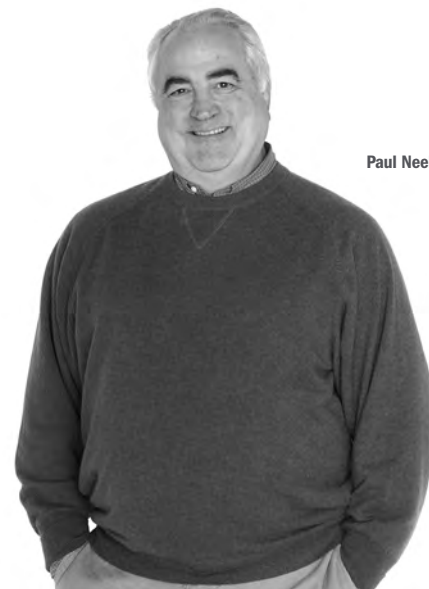
My came to the US from Vietnam as a teenager and graduated Phi Beta Kappa from Williams.

David, my older son, is a Green Beret in the Army. He graduated from the Naval Academy and served five years in the Navy, but he decided to switch to Army to be in the field. He served three tours in Iraq and

Afghanistan. He has a wife, Jessica, and three kids under nine at home.

What are your thoughts for Williams' future?

I've had occasion to be with President Maud S. Mandel three or four times and came away reassured about the Williams' future. Williams has a tradition of shared governance but it also depends on guiding spirit from the top. Maud is the right person at the right time.



Paul Neeley '68

CHARITABLE GIFT ANNUITIES CLOSE-UP

IMPRESSED BY THE WARM, WELCOMING atmosphere on campus created by fellow students and professors alike, Cindy enjoyed Ephlat concerts, dinners at professors' homes, and playing in the Berkshire Symphony conducted by Jules Hegyi.

She remembers her classes vividly. Whit Stoddard's lessons stand out as do philosophy and introduction to music classes. Today those lessons enrich her appreciation of music and architecture as she travels.

What makes Williams unique in your mind? There is a kindness that pervades the campus, from the welcoming spirit that emanates from the administration, to the professors' genuine interest in each student as an individual, to the purple

mountains that cradle Williams in their majestic arms and even to the incomparable cinnamon buns to warm one's tummy when the going gets tough.

Why do you support Williams? An education is something that no one can ever take away from a person. It opens doors to the world early in life, so it's a life-long gift. By enabling someone to get a world-class education who otherwise might not have one, society benefits as that person explores and develops his or her innate abilities and then uses those talents to give back to the world. Whether the proceeds of a gift goes toward scholarships, hiring the best faculty, enhancing the athletic programs or maintaining the beauty of the campus, one can't go wrong in supporting a great institution like Williams as it moves boldly into the future.

Why did you chose to create a charitable gift annuity (CGA)? I chose to create a CGA because it provides me with peace of mind from a steady income for life, and it enables me to make

a difference in the lives of others beyond my own lifetime. That's, for sure, a win-win solution to charitable giving!

As you approach your 50th Reunion how are you thinking about your legacy?

I want the success of Williams' to be part of my legacy. Williams prepares students to help and serve others, and to make the world a better place. It's a privilege to have the opportunity to assist in that endeavor.

Charitable Gift Annuities have higher rates!

Sample Immediate Payment CGA
\$20,000 cash gift for a single beneficiary

Beneficiary Age	70	75
Annuity Rate	5.6%	6.2%
Annual Payment (percent tax free)	\$1,120 (66%)	\$1,240 (70%)
Charitable Deduction	\$8,215	\$9,290



Cindy Tether '72

Williams
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TAX TUNE-UP

As many of you engage in year-end tax planning, here are some important reminders about the federal tax law that took effect at the beginning of 2018:

WHAT HASN'T CHANGED

- ▶ Charitable deductions are available for those who itemize their taxes.
- ▶ Charitable IRA rollover gifts for those at least 70½ years old will remain popular.
- ▶ Bequests from retirement plans can be both income and estate tax favorable.

WHAT HAS CHANGED

- ▶ Tax rates across every tax bracket are lower.
- ▶ The standard deduction nearly doubled (meaning fewer people will itemize).
- ▶ "Stacking" donations or starting a donor advised fund can allow a donor to itemize in one year, then take the standard deduction in the next year.

See giftplanning.williams.edu for more.



Williams College does not provide legal or tax advice. We advise you to seek your own legal and tax advice in connection with gift and planning matters.

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