



Helping schools move from a fear of scarcity to a confidence in God's provision



Canadians who donated in 2013 gave an average of **\$531**.  
The average will bequest in 2013 was **\$35,000**.

Bequests will far outweigh other means of support.

### WHY SUCH A DIFFERENCE?

- Annual giving comes from the income pocket, which has other demands.
- Bequests come from the net asset pocket.

**PROBLEM:** 50% of people over 50 don't have a current will.  
Over 90% of regular direct mail donors said they would consider leaving a gift but 51% said no one ever asked!

**SOLUTION:** **We Need to Ask!**

**PROBLEM:** "Our school needs 'today' dollars, not 'tomorrow' dollars!"

**RESPONSE:** Of all the will gifts given in 2015, 43% were put into place between 2011-2015.

## The impact of these gifts is not as far away as you think.

### WHO IS MOST LIKELY TO GIVE A WILL BEQUEST?

1. IT'S NOT JUST THE WEALTHY: By far the greatest percentage of will bequests are from estates valued at under \$2 Million. There is no correlation between income levels and giving by bequest.



2. CHILDLESS HOUSEHOLDS: Elderly couples, empty nesters and single adults  
58% of Canadian households are childless.



If people see that others, just like them, are making bequests, they are more likely to do so as well.

### DATE OF YOUR ESTATE PLANNING SEMINAR: \_\_\_\_\_

Contact Meghan at [office@christianschoolfoundation.ca](mailto:office@christianschoolfoundation.ca) or 1-877-340-9555 to get started.