FOR LEGAL

Learning without limits

Alison Howe and Sianne Haldane

A Personal Reflection on Legacy Giving: A Client's Perspective

IN PARTNERSHIP WITH

REMEMBER A CHARITY IN YOUR WILL

Help the work live on...

What are the benefits of talking about legacy giving with clients?

Beyond Financials:

Philanthropy is a powerful way for clients to align their wealth with their values and achieve a sense of purpose beyond purely financial gains.

Deeper Understanding:

Discussions about giving can reveal a client's motivations for accumulating wealth, their passions, and their desired impact on the world, providing valuable insights for the advisers.

Personalised Strategies:

By understanding a client's philanthropic goals, advisers can tailor wealth management strategies to not only optimise financial returns but also support their charitable aspirations. Clarifies values and long-term priorities.

Helps clients articulate what matters most beyond money (family, community, education, religion, causes, the environment)

Improves alignment across the financial plan (tax and legal)

Ensures estate, tax, insurance, investment, and risk management strategies support the same legacy goals.

Uses charitable vehicles (donor-advised funds, charitable trusts, foundations, foundations' grantmaking, qualified charity giving) to optimise tax outcomes while supporting causes clients care about.

Enhances meaningful intergenerational planning

Facilitates conversations about family governance, roles, education, and how wealth is passed to heirs and future generations

Increases impact and personal satisfaction

Clients see tangible outcomes from their philanthropy (grants, scholarships, community programs), which can amplify their sense of purpose and reduce “wealth at risk” decisions.

This is relevant for both those passing wealth to heirs and those with no heirs

Reduces ambiguity and uncertainty

Client and family members gain clarity about who makes decisions, what happens if circumstances change, and how to adjust the plan without chaos.

Improves family cohesion and governance

Establishes clear guidelines for family participation, decision rights, and succession in philanthropic efforts, reducing disputes.

Strengthens legacy beyond assets

Legacy includes values transmitted, institutions supported, and positive community impact, not just the size of the estate.

Key takeaway: Many clients find it difficult to navigate the complexities of strategic giving and they appreciate a thoughtful approach from advisers.