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Financial and Gift Planning News for Friends of VNA

Keep Guaranteed Fixed Income from Your Gift for Life!

Given the current volatile market conditions, it is comforting to have some income coming from a guaranteed fixed income source. For those with a charitable intent, the good news is that a CGA (charitable gift annuity) with the VNA & Hospice Foundation will do just that. By contributing \$10,000 or more in cash or securities to a CGA, you can keep a guaranteed fixed income for your life and the life of another. Payout rates have declined recently, but are still, in most cases, higher than stock dividends or bank CD's. A portion of your annuity payment is also considered by the IRS to be a partial return of your principal and is therefore tax-free for your life expectancy. Keep in mind that you are making a irrevocable gift of the principal to charity. For that reason, the IRS allows you to take a current income tax deduction for the present value of the gift to charity based on the number and ages of the annuitants. As the IRS discount rate falls, as it has recently, so does the charitable deduction. However, when the deduction is lower for a CGA, the percentage of tax-free income is proportionally higher. Also, when CGA payout rates decrease, charitable deductions increase.

In summary, the CGA is not an investment. It is a gift. Yet, it is a gift with some real advantages in these tough economic times. The above information is provided as educational



information and is not offered as advise. For advise, please contact your own tax advisor.

For further information on CGA's or for a no obligation personal illustration of a CGA, please contact Richard H. Johnson, JD, CFRE, Gift Planning Counselor for VNA & Hospice Foundation at 772.978.5574 or rjohnson@vnatc.com.



VNA Website Upgraded

We have upgraded our website, www.vnatc.com, to include what we consider some extremely helpful information on planned giving. Whether you are a donor or an advisor, there is something of interest for you. After going to the above website, simply click "Foundation" and then click "Planned Giving for Donors" or "Planned Giving for Advisors." Donors can request free e-brochures on various types of charitable gifts and estate planning topics that they can have e-mailed to their home. Advisors have access to an online 12-chapter comprehensive reference guide to charitable giving, including IRS forms and sample gift documents. And, there is a lot more! Just go online and check it out. If you have any questions, feel free to contact Richard Johnson at 978.5574 or at rjohnson@vnatc.com.

Thank you for sponsoring this newsletter:



Emotional Investment Decisions Can Harm Your Portfolio



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Just as a rough chop on the Atlantic can make some boaters seasick, the ups and downs of the stock market often create uneasiness in the pit of investors' stomachs. However, before you prematurely jump to calmer waters, remember why you invested in the stock market in the first place.

Chances are, your personal investment policy still calls for some portion of your portfolio to be invested in equities to help you reach your long-term goals. Don't let temporary market turbulence get in the way of achieving those objectives. Remember that a loss in stock market value only matters if you need access to that money in two years or less. Historically, even in far worse economic conditions than what we are

experiencing today, the market has made up all of its losses fairly quickly.

Assess Your Risk Tolerance

Now is a good time to revisit your investment policy, which represents your overall strategy. When properly structured, a sound investment policy helps to protect you against market downturns. For example, you may have the tolerance to accept a one-year decline of more than 20% on some of your long-term money, but if part of your portfolio is earmarked to pay for your daughter's wedding in 18 months, your policy would not allow that portion to be exposed to extreme market volatility.

Don't Panic

As tempting as it may be to abandon your investment policy, such a shortsighted move is likely to cause you far more harm than good. Emotional decisions are rarely the best financial decisions for your portfolio. Instead

of over-reacting to volatile market conditions, adhere to your strategy and avoid a costly disruption in the balance of your investments. The bottom line is that only personal factors – not the current state of the economy – should drive your investing.

To learn more about how to protect your investments in a down market, please contact Kevin Grady at 772.231.5308



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VNA & Hospice Foundation's 2008 Fall Seminars Brought Community Education on Estate Planning

On November 5, 2008, Marc Carmichael, a nationally known attorney and president of R&R Newkirk Co. in Chicago, spoke to 32 professional advisors at a morning session and a group of 21 donors in the afternoon. The advisors learned about "Better Living Through Charitable Giving -- gifts that solve problems for clients." Three hours of continuing education credits were available to Attorneys, Certified Public Accountants, Certified Trust and Financial Advisors, Certified Financial Planners, Charter Life Underwriters, and Charter Financial Consultants. In the afternoon session, donors learned about "Family Focused Estate Planning (or estate planning while keeping peace in the family)." Both events were held at the Quail Valley River Club.

The VNA & Hospice Foundation thanks our event sponsors:

Continuing Education Seminar:

Stewart & Evans, P.A.
Harris, Cotherman, Jones,
Price & Associates
Vero Beach Hotel & Club

Donor Estate Planning Seminar:

Andrew J. Molloy, CFM - Merrill Lynch
Thomas C. Lee, Jr. - Gunster,
Yoakley & Stewart
O'Haire, Kmetz, Nuttall, Elwell & Co.
Vero Beach Hotel & Club



Marc Carmichael & Richard Johnson



Betty & Leo Pierce



Dee Giannotti & Charles Sanford

Nightingale Lamp Selected as New Symbol for Nightingale Society

The VNA & Hospice Foundation's Nightingale Society has a new emblem, inspired by the works of Florence Nightingale. Florence Nightingale was often called "the lady with the lamp." In 1854, during the Crimean War, Florence carried her candle lamp at night on the battlefield to tend to wounded soldiers. The poem "Nightingale in the East," penned by an anonymous poet, says:

*"... Her heart it means good—no bounty she'll take,
She'd lay down her life for the poor soldier's sake,
She pray'd for the dying, gave peace to the brave,
She felt that a soldier had a soul to be saved;
The wounded they lov'd her, as it has been seen,
She's the soldier's preserver, they call her their queen,
May God give her strength, & her heart never fail,
One of Heaven's best gifts is Miss Nightingale."*



The following year, it was recorded that due to the untiring efforts of Florence, the mortality rate at a hospital in Constantinople dropped from an alarming 60 percent to just 2.2 percent within weeks.

Mother Teresa said, "To keep a lamp burning, we have to keep putting oil in it." That is exactly what the members of the VNA & Hospice Foundation's Nightingale Society do. Through the commitment of their generous legacy gifts to the VNA, they continue to put oil in the Nightingale lamp and keep it burning.

For more information about becoming a member of our Nightingale Society, please contact Richard H. Johnson, at 772.978.5574 or at rjohnson@vnatc.com.

New Nightingale Society Members:

Glenn S. Camp
Grace M. Purcell
John Marr
John A. Clawson
Rose Vanderslice
Joan Cutler Graham
Rollin D. Weary, Jr.

New Beacon Society Members:

Sumner H. Kalin
Mary T. Coon
Michael R. Lucidi
Mary N. Haskell
Kenneth H. McKnight

8th Annual Nightingale Society Luncheon

The VNA & Hospice Foundation's 8th Annual Nightingale Society Luncheon was held at the new Costa d'Este Beach Resort on November 20, 2008, to thank our legacy donors. Anyone who includes the VNA & Hospice Foundation in their estate plan is eligible to become a member of the Foundation's Nightingale Society. This year, 64 donors were in attendance. James P. Newbrough, RN, MBA, the new President and CEO of the VNA of the Treasure Coast, gave an informative address on the "State of the Agency." Jim thanked the donors in attendance and informed them about VNA's acquisition of the Nightingale Private Duty Nursing agency (not to be confused with the Foundation's Nightingale Society) completing our continuum of healthcare services. Ann Marie McCrystal, Chairman of the VNA & Hospice Foundation Board of Directors, welcomed the group, recognized Nightingale Society member Dr. Donald Gold for his long record of medical contributions to this community, and thanked all of the Nightingales for their support. Richard H. Johnson, the VNA's Gift Planning Counselor, closed the meeting with additional expressions of gratitude to the Nightingale Society donors and the luncheon sponsors.

VNA & Hospice Foundation thanks

Luncheon Sponsor: RBC Bank

Door Prize Sponsor: Blessings Day Spa

Profiles of Planned Giving: Marilyn Hammond



Marilyn Hammond

Marilyn Hammond, a 30 year resident of Vero Beach, volunteers her time helping organizations in our community, enjoys bridge with

friends, and loves to travel. Last July, Marilyn visited Eastern Europe, spending time in the Czech Republic and Romania. She enjoys learning about the culture of each country and reflects on the varied wildlife and beauty of the landscape. This year she heads for Tunisia in Africa and looks forward to all the adventures it offers.

Marilyn's late husband, Larry Hammond, passed away in 2006, while in the VNA's hospice program. Marilyn remarks on her appreciation and satisfaction with the VNA and how we made a difficult time less difficult.

Although she retired early in life, Mrs. Hammond has stayed busy and strives to keep life simple and organized. Upon learning of the opportunity to engage in a Charitable Gift Annuity with the VNA, she quickly set her sights and committed to what she states is a "sure thing," assuring a fixed income for life and supporting the future of the VNA.

Welcome, Marilyn, to the VNA & Hospice Foundation's Nightingale Society!

Thanks to Marilyn and the many other thoughtful and generous individuals who have included the VNA & Hospice Foundation in their estate plans, ensuring the VNA's continued provision for those who are limited in their ability to afford the care they need and deserve.

IRA Charitable Rollover Extension



As part of the Emergency Economic Stabilization Act of 2008, the charitable IRA Rollover was extended. The extension is retroactive, applying to distributions made throughout both 2008 and 2009 tax years. The extension will allow individuals 70-1/2 and older to donate up to \$100,000 per year from their IRA's to charities tax-free.



Reward Yourself Through a Gift to the VNA & Hospice Foundation

Age of Annuitant Single Annuity Payment Rates

60 – 69	5.0 – 5.6%
70 – 79	5.7 – 6.9%
80 – 89	7.1 – 9.2%
90+	9.5%

This information is provided as an educational service only. Rates are subject to change. For one-life or two-lives specific rate information, contact Richard Johnson at the VNA & Hospice Foundation at 772.978.5574 or email rjohnson@vnatc.com. For advice, contact your tax advisor.

Frank Minton, PhD, to speak at Spring Estate Planning Seminars



Frank Minton

Mark your calendars for May 6, 2009. The VNA & Hospice Foundation and the Indian River Community Foundation will be hosting two estate planning seminars by speaker Frank Minton, PhD, who has served as Senior Estate Planning Officer and Field Director at Northwestern University, as Chair of the American Council on Gift Annuities, and is an extensively recognized expert on all aspects of charitable gift annuities. During the morning session, which will run from 7:30 a.m. to 11:00 a.m. and include a buffet breakfast, Dr. Minton will speak about “Gift Planning Strategies in a Down Economy;” “A Trust for All Seasons,” and “Charitable Gifts of Life Insurance.” three hours of CE credit will be available for professional advisors.

The afternoon session, presented by the VNA & Hospice Foundation exclusively for its donors, will be held from 2:45 p.m. to 5:00 p.m. During this session, Dr. Minton will present a program on “How to be a Wise Philanthropist.” Each year the average individual receives hundreds of appeals from various charities. It is a simple manner to give money away, but it is not easy to give it wisely. This seminar will discuss how to give for the right purpose in the right way at the right time. You will learn how you can leave a legacy while simultaneously assuring your own financial security and providing for heirs. The seminar will conclude at 4:00 p.m. and will be followed by a cocktail reception. Both seminars will be held at the Quail Valley River Club Boathouse.

The VNA & Hospice Foundation and the Indian River Community Foundation wish to thank our Continuing Education Seminar Sponsors:

O'Hare Fessler – Merrill Lynch
Robin A. Lloyd, Sr. & Associates
Seacoast National Bank
Costa d'Este Beach Resort

The VNA & Hospice Foundation wishes to thank our sponsors of the Donor Estate Planning Seminar:

Robert G. Bowman
Rossway, Moore & Taylor
BNY Mellon
Morgan, Jacoby, Thurn, Boyle & Associates, P.A.
Costa d'Este Beach Resort

For More Information



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