



Bequest Assist

Five Ways to Increase your GIW Income



Disclaimer

This presentation contains general advice only. The advice contained within should not be relied upon without seeking professional advice pertaining to your unique circumstances.



10-15%

Additional Gifts in Wills income

When moving from reactive to proactive estate
management.



- Annual Gifts in Wills income of \$500,000 = an extra \$50,000-\$75,000
- Annual Gifts in Wills income of \$1 million = an extra \$100,000-\$150,000
- Annual Gifts in Wills income of \$5 million = an extra \$500,000-\$750,000
- Annual Gifts in Wills income of \$15 million = an extra \$1.5 million -\$2.25 million

1. Prevent Missing Gifts



- Never notified or paid by executor/solicitor
- Maybe \$20 million per year to charitable sector
- Cannot prevent all – but can prevent some

MISSING BOWEN MANGO



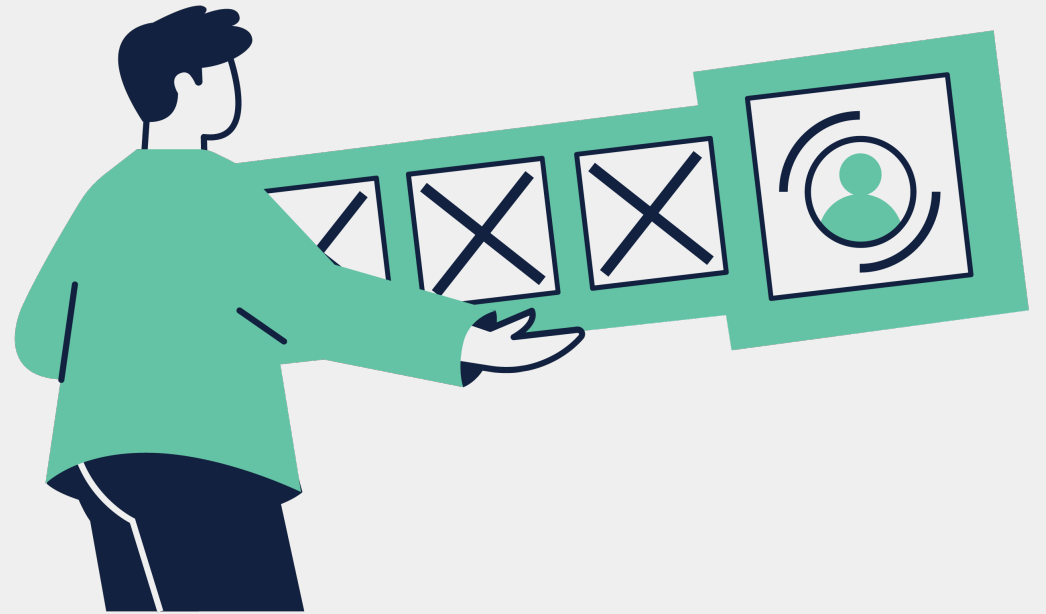
10M TALL, WEIGHING 10 TONNES

LAST SEEN: EXACTLY WHERE IT'S ALWAYS BEEN

**SUSPECTS: SOMEONE LOOKING
TO MAKE A BIG FRUIT SALAD**

Case study:

- Approximately \$200,000 for four charities
- At least two had the deceased as a “confirmed bequestor” but believed there was no gift for them





1. Determine which records you will track
2. Marking as deceased triggers process
3. Estate administrator checks for probate every six months
4. Reach out to solicitor or purchase will

State	Internet Address	Details
ACT	Click here for ACT probate search	Note: Only available for documents from 1 March 2022. Includes: Notices of intention to apply for a grant of probate, letters of administration, Reseal of a foreign grant.
NSW	Click here for NSW probate search	Note that the grant of probate is often not published, but the advertisement for probate always is
NT	Click here for NT probate search	
QLD	Click here for QLD probate notice database Click here for QLD probate grant information	Tip for using search: In 'Party Details' enter last name / given name. In Party Role select Deceased
SA	Click here for SA search	Must register before searching. Copy of Will provided for free via email
TAS	Click here for Tasmanian notice of intention to apply	Notice of intention to apply. Phone 1300 664 608 to confirm that a grant was made.
VIC	Click here for VIC probate notice database Click here for VIC probate grant information	
WA	Click here for WA gazettes Click here for WA probate search when you have date of death	The first link is to searchable gazettes where you need only the name of the deceased. Where you have an idea of the date of death, you can search a 30 day range using the second link.

Requirements:

- Estate administrator understands searching and purchasing probate docs
- Good record keeping
- Time for the estate administrator
- System that records results



2. Capital Gains Tax

- Tax exempt status of charities
- Impacts shares and real estate
- Solicitors and accountants often not aware



Case studies:

- Sold shares without first speaking with charities = \$350,000 in CGT
- Sold holiday house without making charities presently entitled = \$199,000 in CGT

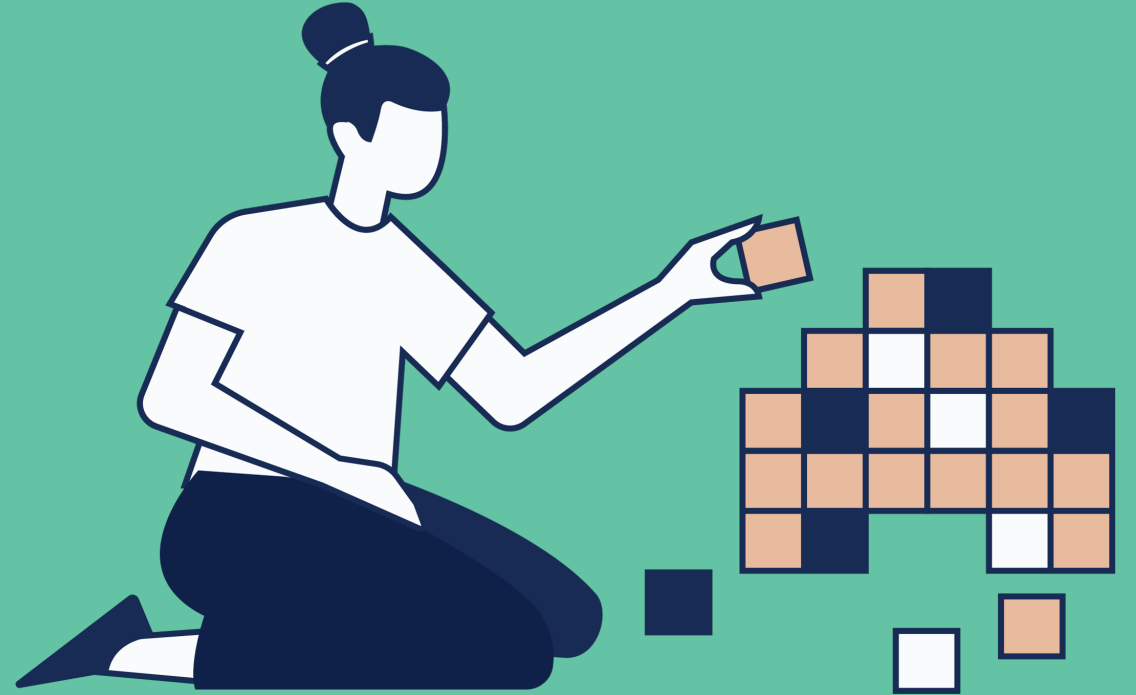


1. Shares

2. Non-primary residence properties

3. Primary residence not sold within 2 years of date of death

1. Assess asset list
2. Proactively contact solicitor/executor with recommendation to get advice
3. Either 'present entitlement' or accept share transfer
4. Check final statements for tax paid
5. Consider tax objections



Requirements:

- Trained estate administrator
- Supportive finance team
- Time to check asset lists and final statements, and communicate with solicitors





3. Reducing excessive commissions

- The work of an executor can be hard – many commission requests are appropriate
- Rules are different if commission is specified in the will
- Charities do well to stick together

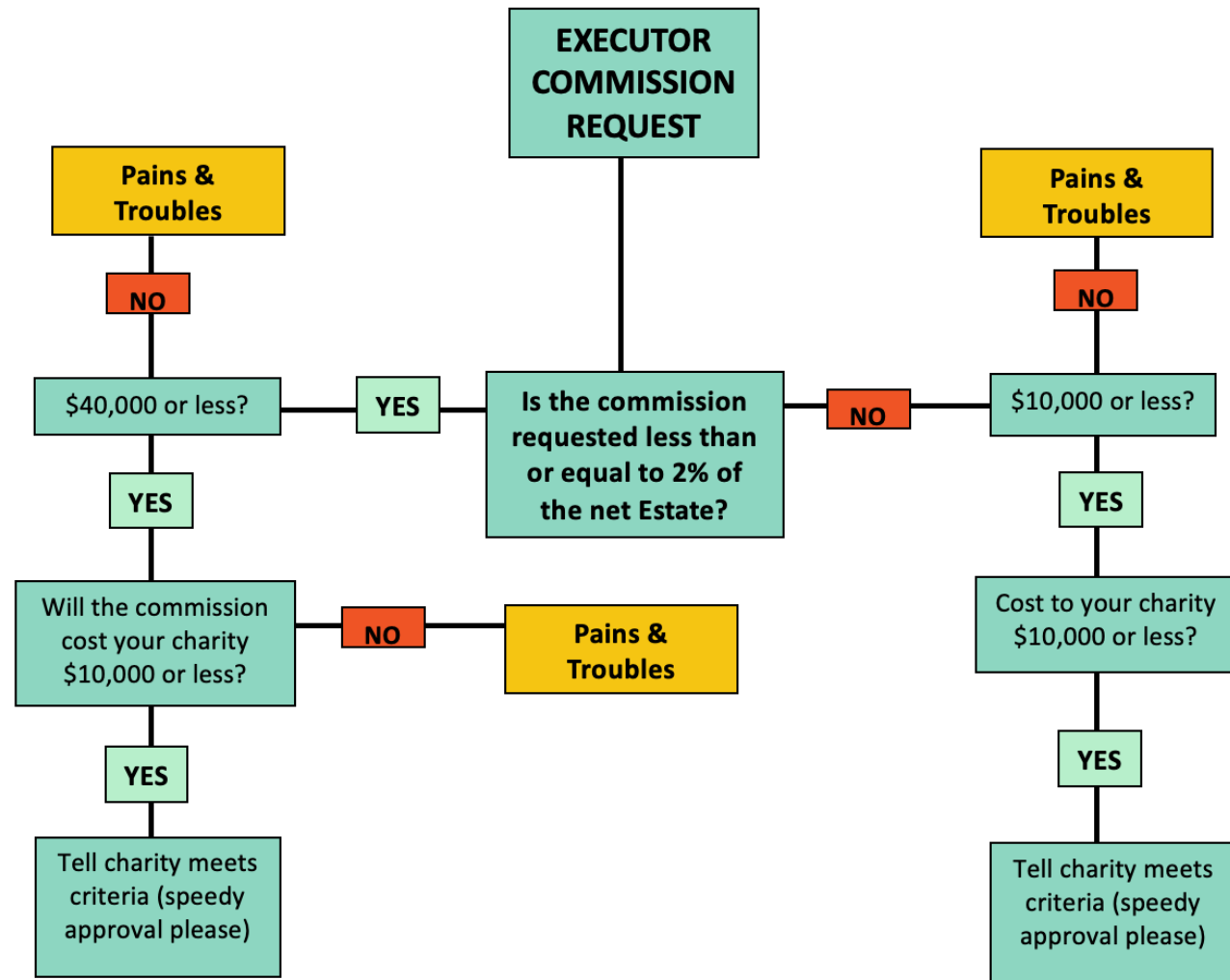




Case studies:

- \$50,000 commission sought, negotiated to \$38,000 = extra \$6000 for each charity
- Professional executor, docs not properly executed = extra \$14,000 for all charities

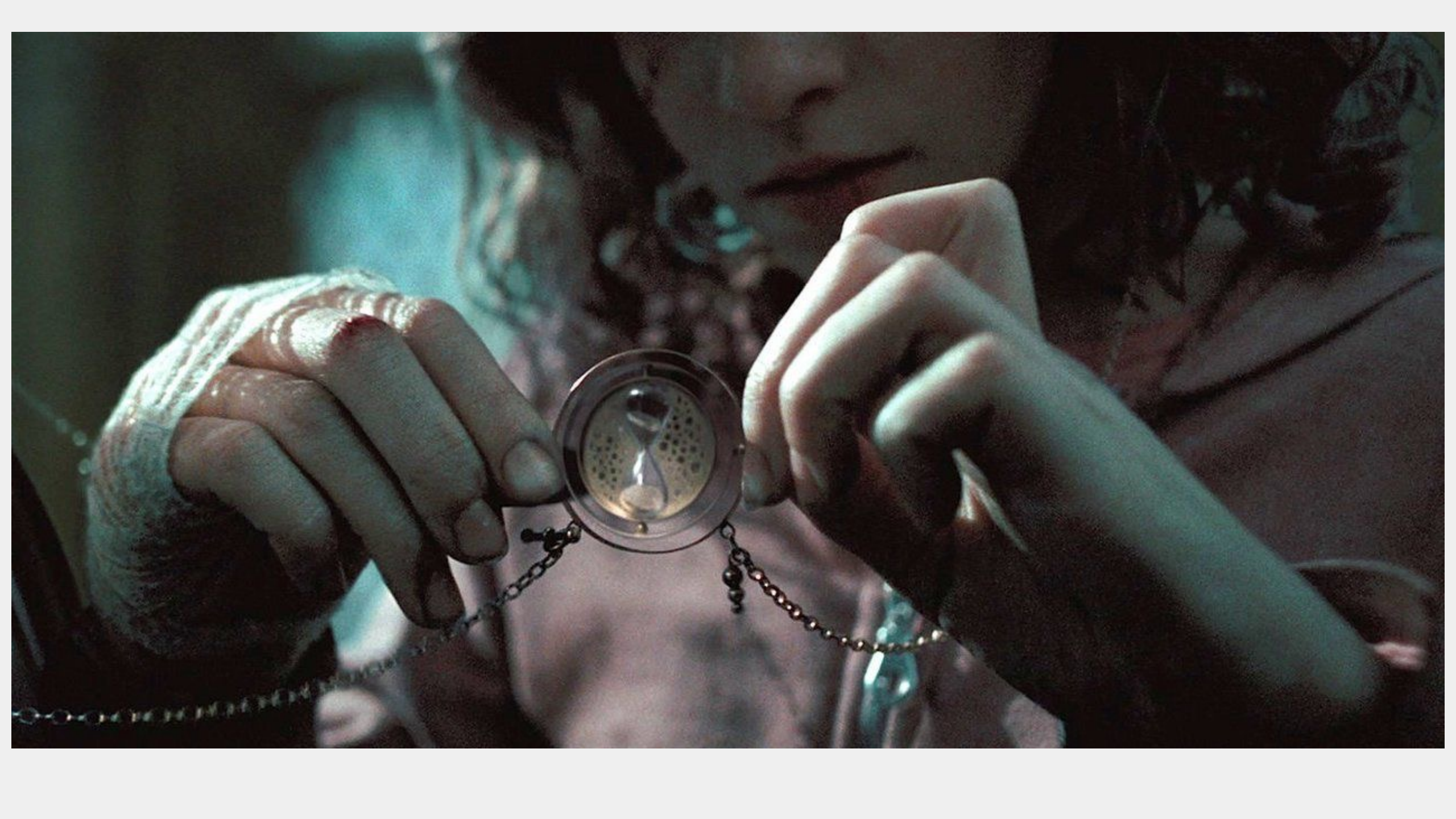
1. Check what the will says and the relationship of the executor
2. Develop a decision-making framework and get sign off
3. Do not feel pressured to agree – ask for more information, speak with co-beneficiaries





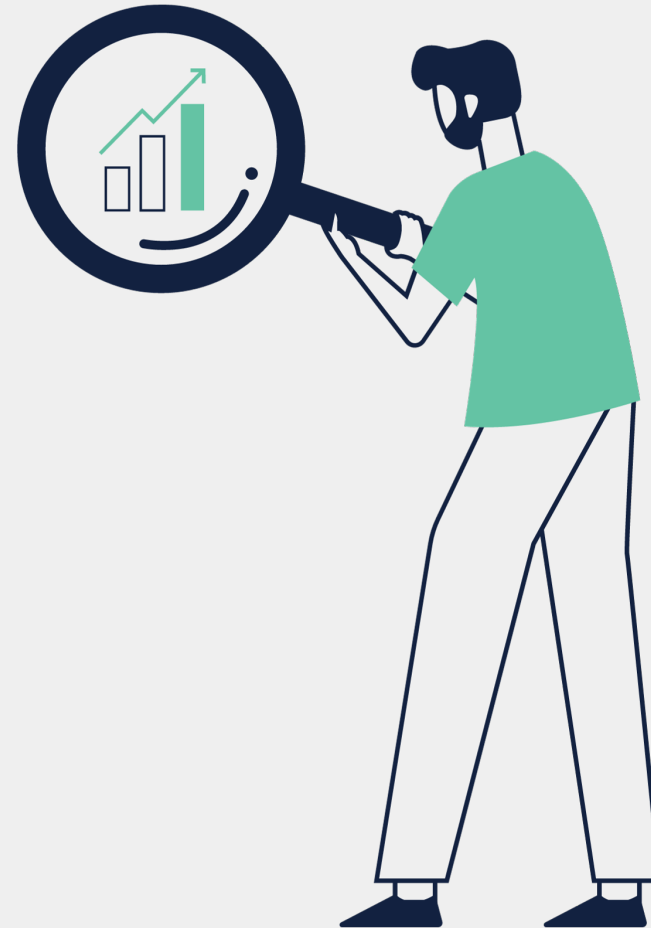
Requirements:

- Understanding of the law
- Relationships with co-beneficiaries
- Support for estate administrator to push back
- Time...



4. Handling legal complexity

- 10–12% of bequests will have a legal issue
- You will lose 5–7% of total GIW income
- A lot of loss cannot be prevented



- Potential saving #1 = be prepared to act swiftly
- Potential saving #2 = avoid high legal costs (for you and others)





1. Build internal awareness of issue (including that loss cannot be prevented)
2. Have a plan for who will be involved when issues emerge
3. Work with co-beneficiaries

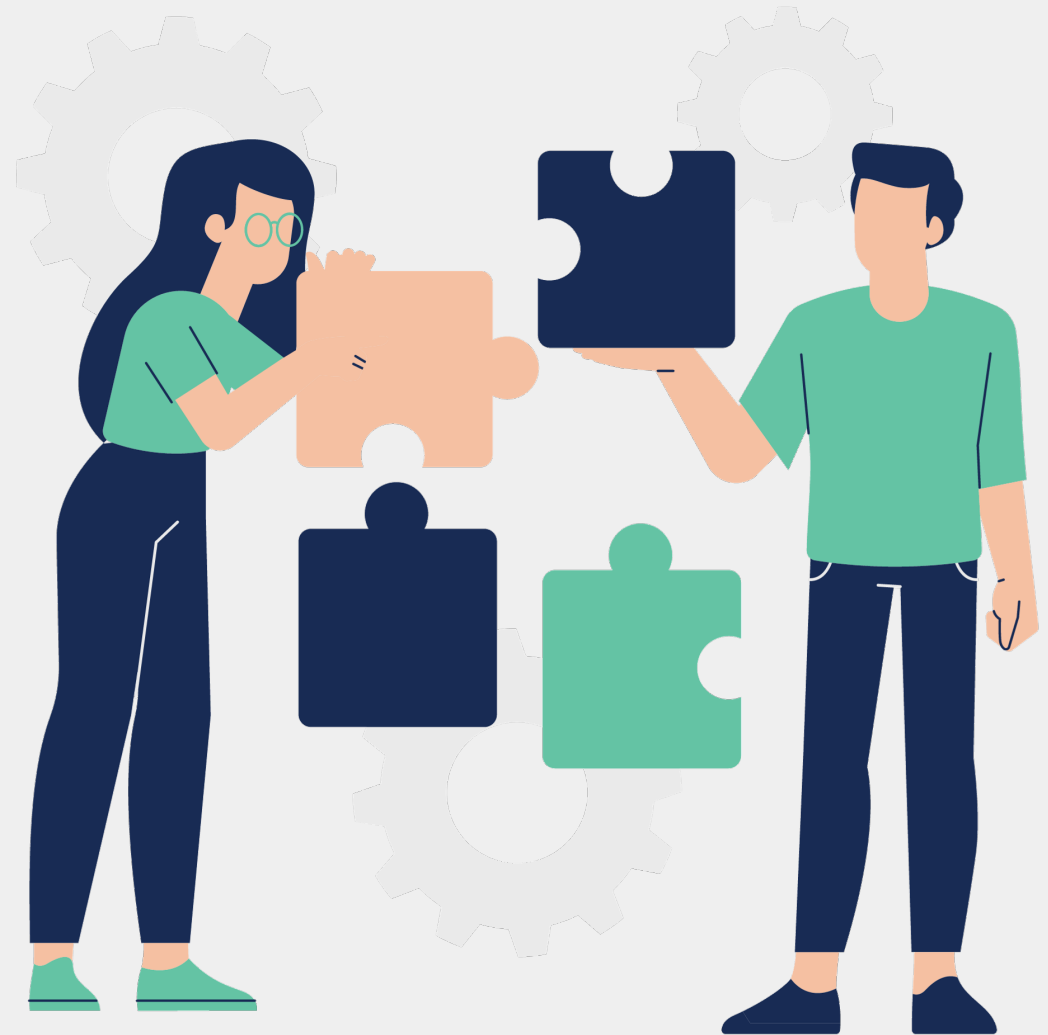
TEAMWORK



**MAKES THE
DREAM WORK**

5. Use data to grow your Gifts in Wills acquisition and retention work

- Where do your bequestors live?
- What charities do you track with in wills?
- Who do really large gifts come from?



Include A Charity and Bequest Assist 2023 Gifts in Wills Report

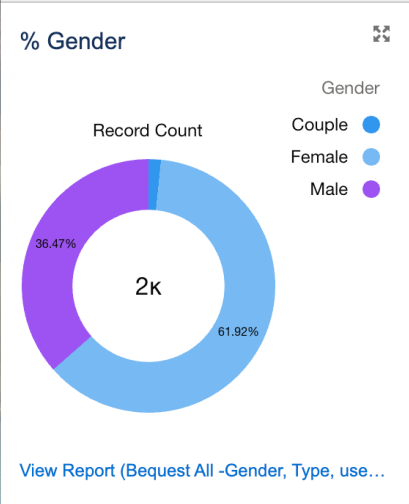
BEQUESTOR DATA ANALYSIS

**What 3,000 bequests tell us about the people
who leave them, and the effect on the future**



Bequest Assist

July 2023

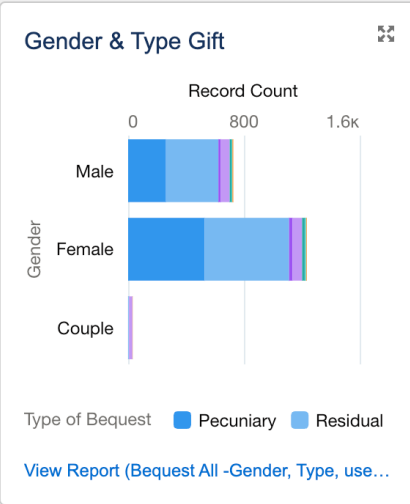
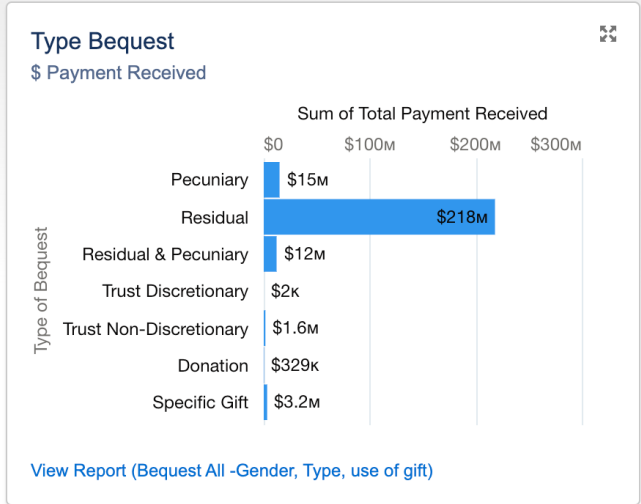
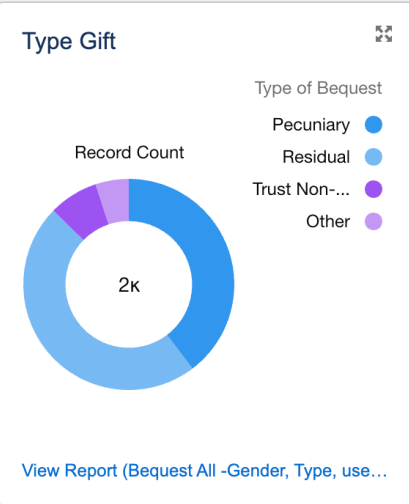


Amount by Gender

Bequest Closed

Ge...	Sum of Total Payment ...	Average Total Payment ...	Reco...
Coupl	\$5.00M	\$1.00M	5
Femal	\$104.33M	\$110.76k	942
Male	\$76.88M	\$150.16k	512
Total	\$186.22M	\$127.64k	1459

[View Report \(Bequest All -Gender, Type, CLOSED\)](#)

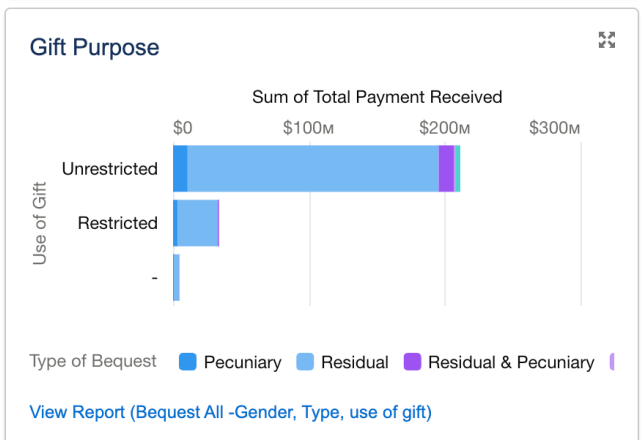


Average Type \$ Amount

Bequest Closed

Type of Bequ...	Average Total Paymen...
Pecuniary	\$18.51k
Residual	\$240.79k
Residual & Pecul	\$424.39k
Trust Discretion	\$0.00
Trust Non-Discr	\$204.23k

[View Report \(Bequest All -Gender, Type, CL...\)](#)



Commissions Allowed

Commission Allowed per ...	Record...
Commission Allowed per Will	265
Commission Not Allowed per V	56
Other	7
Will Silent	1738
Total	2066

[View Report \(Bequest All -Commissions\)](#)

Legal Fees by Estate size

Size Estate ↑	Average Legal Fees % of Estate	Record Count
Up to \$300K	6.51%	78
\$300K - \$1 Mill	2.12%	155
Over \$ 1 Mill	1.08%	148
Total	2.61%	381

[View Report \(Bequest All -check known and state\)](#)

Law firms

Law Firm ↑	Record Count
Executor	279
Other	1376
Private Trustees	155
Public Trustees	256
Total	2066

[View Report \(Bequest All -Will, states, Law fir...\)](#)

Age Bequestor at death

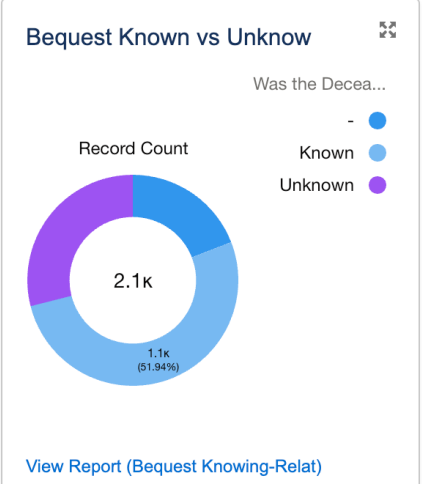
Age Bequest...	Sum of Total Payment Rec...	Average Total Payment Rec...	Record C...
a) 100 + years	\$3.48M	\$217.45k	16
b) 90 + Years	\$24.34M	\$90.81k	268
c) 80 + Years	\$41.43M	\$140.45k	295
d) 70 + Years	\$17.41M	\$106.18k	164
e) Less than 70 Ye	\$19.33M	\$224.71k	86
N/A	\$148.00M	\$119.64k	1237
Total	\$253.99M	\$122.94k	2066

[View Report \(Bequest All -Age\)](#)

Age Testator

Age testator ↑	Record Count
a) 100 + years	3
b) 90 + Years	123
c) 80 + Years	289
d) 70 + Years	220
e) Less than 70 Years	153
N/A	1278
Total	2066

[View Report \(Bequest All -Age Testator\)](#)



Relationship to Charity

Was the Deceased Known or Unkn...	Relationship to Charity ↑	Recor...
-	-	391
-	Donor; Confirmed Bequestor	2
	Donor; Patient / Service User	1
	Other	1
	Known	-
Known	BQ-Considerer	1
	BQ-Declined; Member	1
	BQ-Declined; Regular Giver	2

Surprises for our clients:

- Big spike in wills written in one year
- Bequestors from unexpected suburbs
- Gifts from minor donors
- Disproportionately receiving 100%
- Smaller gifts from known bequestors



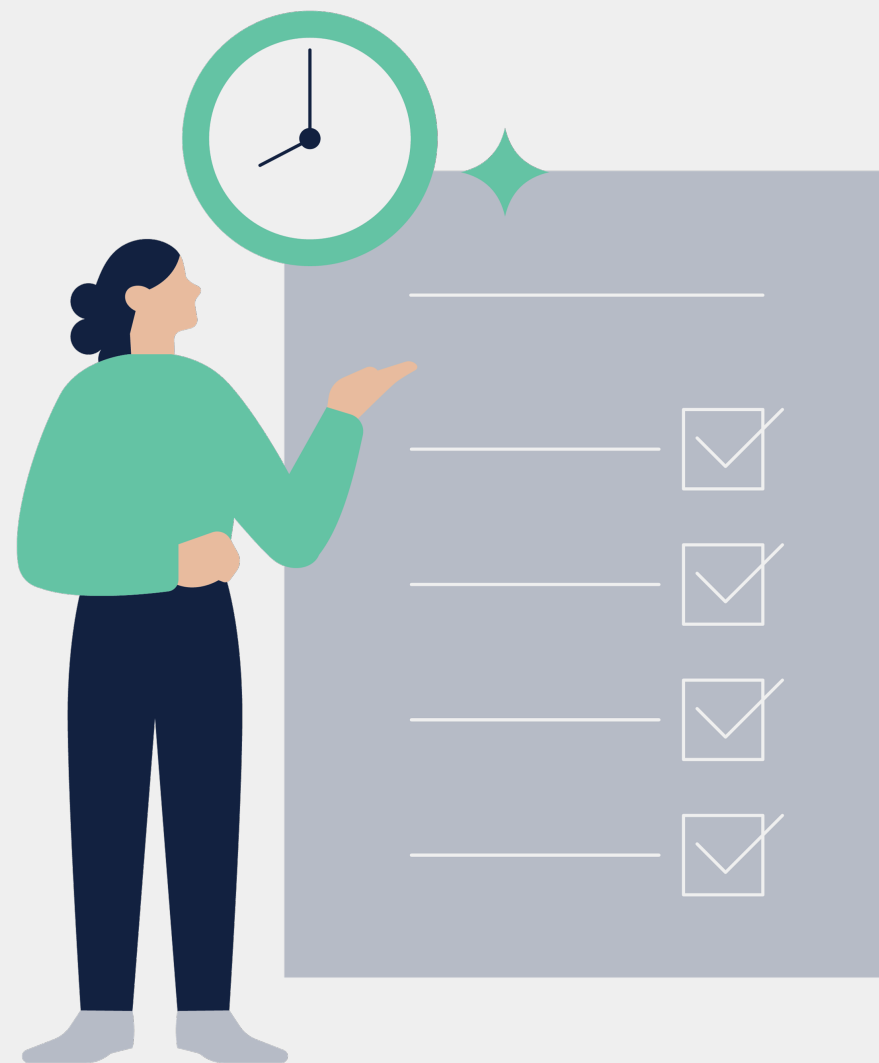


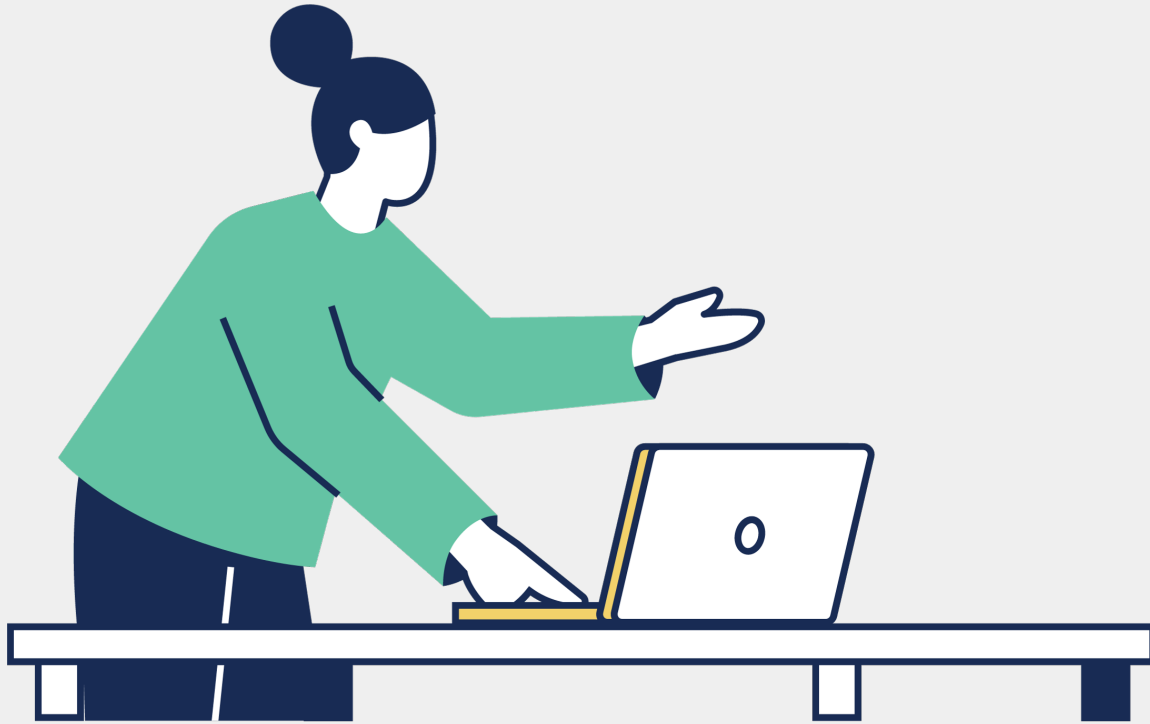
1. Make sure you are collecting and storing data
2. Interrogate if you are promoting to the right group
3. Find your niche!

Time

Tool

Knowledge





1st May 2024

10 tips for speaking with living donors about leaving a bequest, from an estate administration perspective