

Finding meaning in the numbers

Gifts in Wills learning from over 4000
bequests



INCLUDE A CHARITY &
BEQUEST ASSIST
2024 GIFTS IN WILLS REPORT

BEQUESTOR DATA ANALYSIS
**Finding Meaning in
the Numbers – Gifts
in Wills learning
from over 4000
bequests**

JULY 2024



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

THE MEANING OF
LIFE
...and Legacy
GIFTS IN WILLS VIRTUAL CONFERENCE



**INCLUDE
A CHARITY**

- **Data is collected as part of Bequest Assist's estate administration**
- **30 Australian charitable entities**
- **Some excluded records**
- **Report covers 4420 bequests across 3662 estates**
- **Baseline to compare against**



**INCLUDE
A CHARITY**

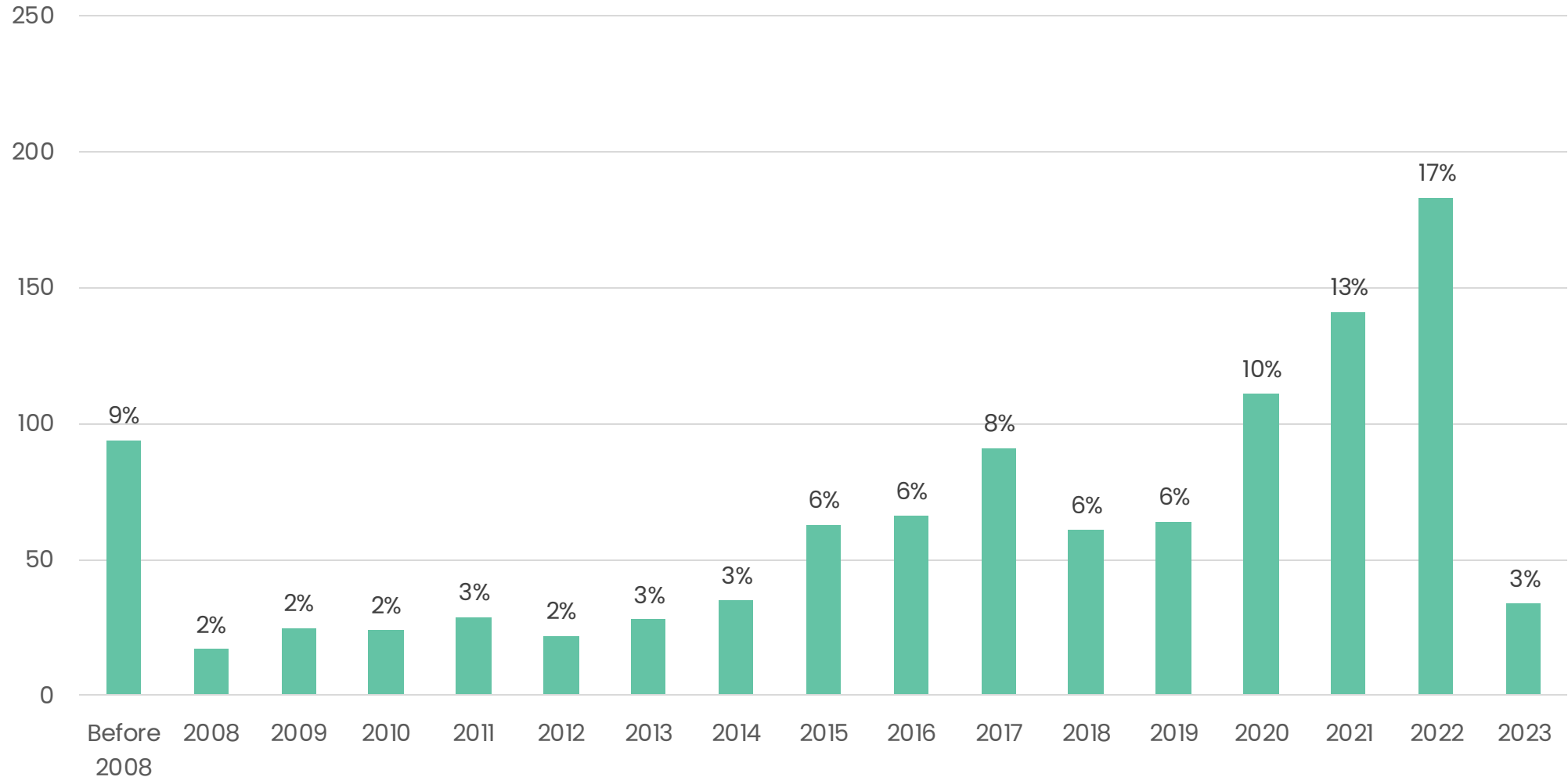
- **64% female**
- **68% had no children**
- **Gifts from people without children 4x higher**
- **88% unpartnered**
- **Average age of writing final will = 80**
- **Median average of 3.6 years between writing last will and passing away**
- **Average age at death = 85**



Bequestor socio-economic status

Socioeconomic status (out of Australia)	Number of bequests	% of bequests
Bottom third	660	15.83%
Middle third	931	22.33%
Top third	2578	61.84%
Grand Total	4169	100.00%

Snapshot: what year were wills written when charity was notified in 2023?



Time from last donation to notification of bequest

Years between last donation and notification	Number of bequests	% of bequests
Under 1 year	289	21.44%
1 - 2 years	229	16.99%
2 - 3 years	160	11.87%
3 - 4 years	123	9.12%
4 - 5 years	104	7.72%
Over 5 years	443	32.86%
Grand Total	1348	100.00%

Transformational gifts

Number of transformational gifts



Income from transformational gifts



Estate assets

- 48% had shares
- 65% had real estate
- 25% had superannuation

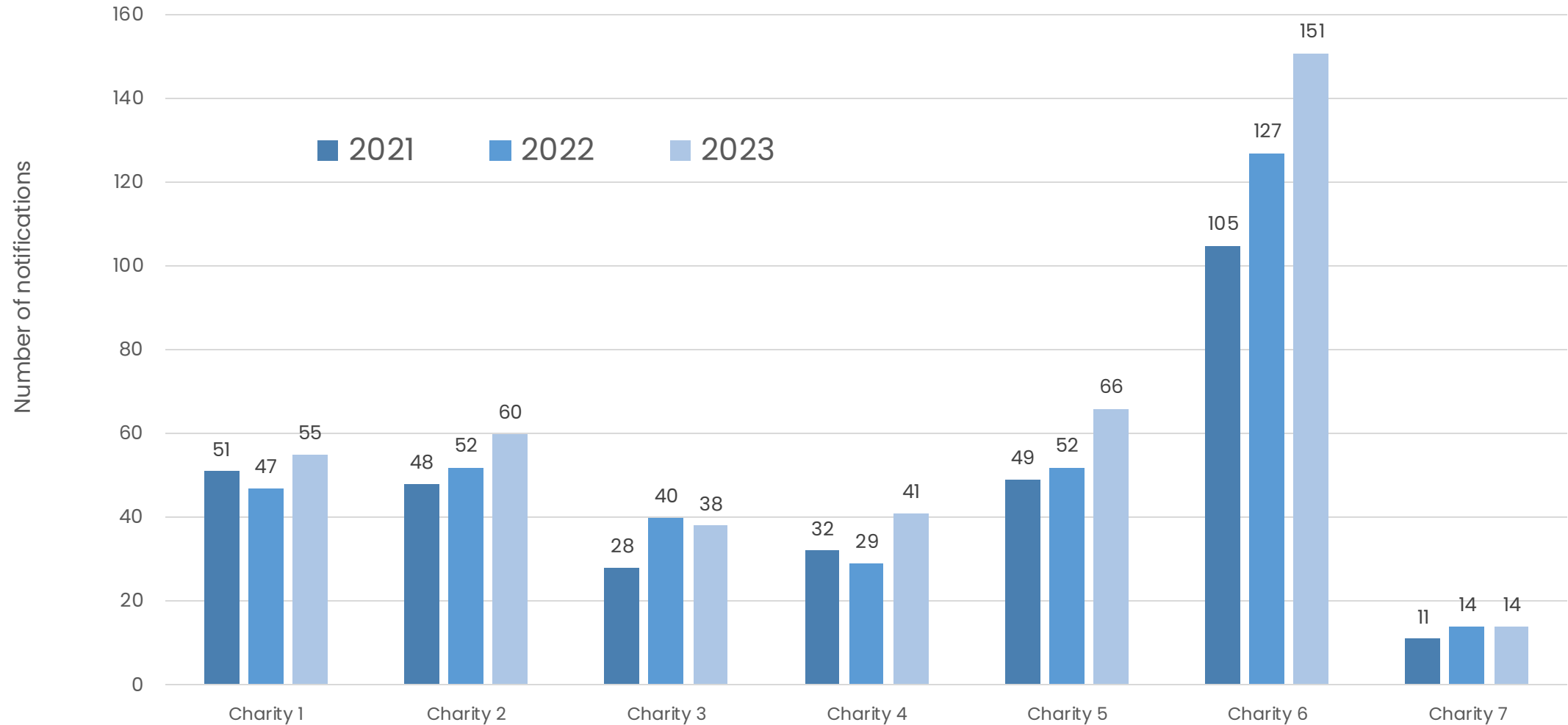
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Legal issues in estates

- FPC average loss of \$132,000 or median loss of \$45,000
- 12% of bequests have legal issues
- (including 5% with family provision claims)
- 3.75% total GIW income lost to legal issues

Snapshot: are notifications trending up or down?



Takeaways

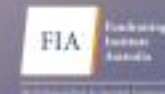
- **Use data to tell the story of GIW being a long game**
- **Where is your time best spent?**
- **Legal issues are not costing as much as we think**
- **Understanding estate assets is essential**
- **Notification trends = good news!**



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the movement**

www.includeacharity.com.au



**INCLUDE
A CHARITY**