

OUR RELATIONSHIP WITH OPPENHEIMER

Help Your Clients Make a Greater Philanthropic Impact

We work with family, corporate, and professionally staffed foundations of all sizes nationwide.

It's no secret why leading wealth managers are partnering with Foundation Source: private foundation services are key to attracting and retaining high-net-worth clients.

ABOUT FOUNDATION SOURCE

Foundation Source is the nation's largest provider of comprehensive support services for private foundations. We work with foundations of all sizes nationwide. Services include administration, active compliance monitoring, state and federal filings, online foundation management tools, philanthropic advisory services, tax and legal expertise, and foundation creation, when needed.

Your clients provide the vision; you manage the assets; we take care of everything else.

WHY IT MATTERS

According to an article by State Street Global Advisors, *The Transformative Power of Philanthropy*, clients with advisors who guide them on philanthropic planning are 40% more likely to be very satisfied with their advisors.

Our private foundation experts back you up at every turn, so you can confidently engage with your clients and prospects on the topic of philanthropy. We keep you ahead of the competition and help you consolidate and retain assets currently held elsewhere.

And because most private foundations are family affairs, they can help you develop extended family relationships. According to a survey by Foundation Source in January of 2017, 87% of financial advisors said that conversations around philanthropy have enabled them to meet their clients' spouses and families, which is key to avoiding these statistics:

- 66% of children fire their parents' financial advisors after they receive an inheritance. (*Investment News*)
- 70% of widows seek a new financial advisor after the death of their spouse. (*Investopedia*)

BENEFITS TO YOUR CLIENTS

The benefits of working with us include:

- Clients can start a private foundation with as little as \$250,000 in assets.
- Comprehensive foundation support services all under one roof.
- Real-time compliance monitoring by top professionals.
- An online platform, built from the ground up for the specialized needs of private foundations, providing charity research tools, streamlined granting, and transparency into foundation activities.
- Excellent, responsive client service, as evidenced by the 98% satisfaction rating we earned in our survey of clients.

WORKING WITH US

Our nationwide team of Regional Managing Directors is available to answer questions about private foundations, brainstorm client solutions, and participate in meetings and conference calls. They are supported by an internal team of tax and legal professionals, philanthropic directors, and business development professionals. To find the business development team serving your area, visit www.foundationsource.com/regional-contacts.

FOUNDATION SOURCE IN THE NEWS

 **Foundation Source is a great resource. Their technology is quite advanced, allowing for complete management of your foundation from the robust user portal.”**

FORBES ENTREPRENEURS

 **Foundation Source offers one-stop shopping for anyone who wants all the capabilities of a foundation without the hassles.”**

INSIDE PHILANTHROPY

 **Foundation Source makes it possible for people with relatively small amounts of money to set up a foundation.”**

FINANCIAL TIMES

A strategic alliance was formed between Oppenheimer & Co. Inc. (Oppenheimer) and Foundation Source, the two Firms are completely independent of each other. 2722504.1.d

WHO TO TARGET: NEW FOUNDATIONS

Individuals who may be interested in setting up a new foundation include clients or prospects who:

- Need a tax-management strategy in anticipation of the sale of a business, an inheritance, or a legal/domestic settlement.
- Have a large holding of highly appreciated stock that would incur capital gains taxes if sold.
- Have an under-diversified asset position generating little or no income.
- Anticipate an intergenerational transfer of wealth or a family business.
- Desire to avoid taxes on the sale of assets or upon death.
- Want full ownership and control over their charitable dollars.
- Have a history of giving or an articulated desire to fund philanthropic programs.
- Want to build a family legacy that can be passed down to future generations in perpetuity.

Starting the Conversation:

Here are some questions that can help you begin discussions about the philanthropic motivations of your clients.

- How important is charitable involvement at this point in your life?
- Are there personal goals you have set for yourself that charitable giving could accomplish?
- Are there issues or problems facing society that have touched your family and that you would like to help solve?
- To what degree would you like your family involved in your philanthropy?
- Would you like your philanthropy to continue beyond your lifetime?

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WHO TO TARGET: EXISTING FOUNDATIONS

Existing foundations that could be a good fit for our services typically have:

- Assets over \$1 million (sometimes smaller).
- Family members who are directly involved in operating the foundation, and few or no paid staff.
- Foundation members who are geographically dispersed.
- Burdens from administrative requirements.
- Concerns about being compliant with IRS regulations.
- Transitions in foundation operations or governance:
 - > Change in foundation leadership
 - > Desire to engage the next generation
 - > Sudden growth in foundation assets
 - > New philanthropic focus
 - > Retirement of a trusted advisor or key staff member
 - > Divorce or other family issues that require the foundation to be divided into separate entities

Starting the Conversation:

- To what extent is your foundation living up to the expectations you had when you started?
- Which parts of running a foundation go easily and which are more onerous or time consuming?
- How do you see your foundation evolving in the next few years?

PREPARING FOR A CLIENT MEETING

To help you prepare for a client conversation about philanthropy, we've created a "Client Meeting Kit" page on our website that links to select materials other advisors have found useful, both to prepare for the meeting and to share with clients. Visit www.foundationsource.com/oppenheimer.

(Password: OppenheimerDownloads)

Foundation / **Source**

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