National Conference on Philanthropic Planning

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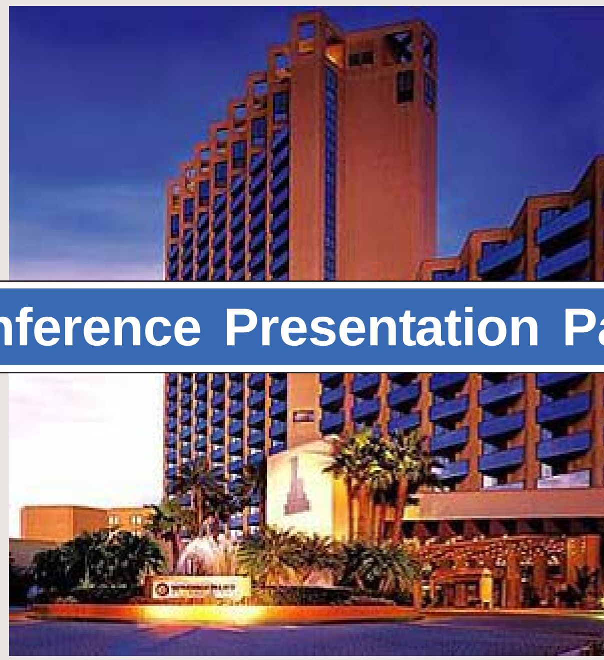

Conference Presentation Paper

Partnership for Philanthropic Planning

Charitable giving made most meaningful

Philanthropic Planning with Life Insurance

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This session will cover best practices for a life insurance gift program. We'll be discussing what works, what doesn't, and talk about those "creative" techniques? Marketing, administration, and stewardship are addressed. You'll learn ways to ensure your organization rides the waves of a productive and well-run insurance program without drowning in the process.

The purpose of this session is to learn about life insurance, so if you were looking for any other session except this one…you didn't find it. Life Insurance, a subject held close to our hearts (also known as gas), a subject that keeps us awake at night (with heartburn), a subject that thrills us (also known as the thrill of loss and the agony of defeat), and a subject that keeps us on the edge of our seats (similar to being on a plane that's about to crash).

Yet there are some of us who are foolish enough and strange enough who actually appreciate what life insurance can do. I happen to be one of those people. But, I am also one of those people who will not read tax law at night because I lose track of time getting so excited I can't go to sleep and I actually enjoy listening to the cds from conferences like this one while I am driving--always alone. So, let's get started.

What works?

I will speak to what works and what doesn't work from what I and my staff have encountered through our process of putting a life insurance program together, implementing it, and then managing it. Now, what works? Decidedly the creation of an acceptance policy regarding life insurance is a must. In creating the acceptance policy I broke insurance policies into two categories; existing policies and new policies. We retitled the gift acceptance policy naming it the Agent Agreement and used it as a gentleman's handshake agreement with all agents with whom we work. Even though the Agent Agreement is not a legal document the agent signs and I sign the agreement form, each of us keeping a signed original for our records.

The following outline will be used for the presentation along with power point slides.

I. Creating a Successful Insurance Program

1. Components of an Acceptance Policy for existing and new insurance policies

a. Insurance Agents

- Any AU Alum who has a valid life insurance license
- Any agent who would like to have been an AU grad and has a valid life insurance license
- Any agent who doesn't care about being an AU grad and has a valid life insurance license

b. Insurance Company Ratings

- A.M. Best – A++, A+
- Moody's Insurance Financial Strength - Aaa, Aa
- Standard and Poor's – AAA, AA
- Fitch – AAA, AA

c. Policy Types

- Permanent policy
- Guaranteed death benefit
- 6% rate of return on UL
- 8% gross rate on VUL
- 6% dividend rate on Whole Life
- Carries with Cash Value to age 100
- Before Application is made, the Planned Giving Office must approve the illustration

d. Policy Illustration Criteria

The PG Office receives the illustration from the agent and verifies the following:

1. What type of policy is being illustrated (i.e. Whole life, Adjustable life, Universal life, Variable universal life)
2. Does the illustration run until age 100 or higher?
3. Does illustration show a positive cash value throughout?
4. Does the illustration show a net rate of 6% (8% for variable universal life policies)

Once approved, the illustration is sent to the appropriate person for signatures. A copy is made for the donor file and the original is sent back to the agent via fed ex.

Donor is added to a pending insurance policy chart for record keeping throughout the process.

e. Ownership & Beneficiaries

f. Premium Payments

II. Charitable Insurance Policy Process

1. Policy Creation
   a. Initiating the Gift
   b. Qualifying the Gift
   c. Implementing the Gift
2. Policy Administration
   a. Recording Policy Information
   b. Annual Reviews
   c. In-force Illustrations
   d. Premium Contributions
   e. Stewardship for Self-Paying Policies
   f. Charitable Deduction and Gift-in-Kind Receipts

Auburn Initiates

DO or PG Office Requests agent to contact donor

Agent meets with donor and DO

If donor decides to move forward on gift then Agent submits illustration to PG Office

Agent meets with Donor after approval of illustration by PG Office and completes app

- 6% UL/WL
- DB to age 100

- 8% VUL Gross
- DB to age 110

Agent Initiates

Agent contacts PG Office and gets permission to meet with Donor

Agent submits illustration to PG Office for approval (3)

Agent meets with Donor and completes app

Verify during application:

- Ownership (AUF/AU/TUF) (4)
- Mailing vs. Owner address (5)
- Beneficiary Designation (AUF/AU/TUF) (6)
- Designated Area (if known) (7)
- Pay direct or to AUF/AU/TUF (8)

Agent forwards application & illustration to PG Office.
(Confidential medical info not required)

AU's Life Insurance Specialist –Jenifer Delmore monitors progress of application

Notify Jennifer Delmore when policy is issued, then forward policy and delivery requirements to PG office.

Insurance Gift Procedures
Additional Information:

PG = Planned Giving   AUF = Auburn University Foundation   AU = Auburn University
TUF = Tigers Unlimited Foundation   AUM = Auburn University-Montgomery

1) Clear Approach with PG office to insure that this particular prospect is not currently being solicited by Development staff.

2) Illustrations need to be approved by the PG office before being presented to a potential donor. This minimizes changes being made after your solicitation/quote.

3) OWNERSHIP: The policy must be owned by the charity (AUF/AU/TUF) in order for the donor to receive a charitable deduction for premiums paid. AUM gifts are to be owned by AUF.

   Auburn University Foundation (AUF) EIN: 63-6022422 Phone: 334-844-7323
   Auburn University (AU) EIN: 63-6000724 Phone: 334-844-7323

   Tigers Unlimited Foundation (TUF) EIN: 36-4538203 Phone: 334-844-7323

4) MAILING ADDRESS vs. OWNER ADDRESS:

   For AUF/AUM Gifts, the Mailing address is the same as the Owner address:

   AUBURN UNIVERSITY FOUNDATION
   ATTN: PLANNED GIVING
   317 S. COLLEGE STREET
   AUBURN, AL 36849
   For AU Gifts, follow same as above; only do NOT use “Foundation” in the owner and beneficiary’s name.

   For TUF Gifts,

   TIGERS UNLIMITED FOUNDATION
   ATTN: PLANNED GIVING
   317 S. COLLEGE STREET
   AUBURN, AL 36849

5) Beneficiary Designation: Should list AUF/AU/TUF accordingly. It is best not to list the specific designated area on the application as the donor may change his/her mind later; this helps avoid having to change anything with the insurance company or jeopardizing our tax-exempt status and the donor’s tax deductibility. Please explain to the donor(s) that AUF/AU/TUF will draft an agreement directing the funds to the desired area(s) if an endowment is to be established. A letter of intent from the donor(s) is requested for un-endowed funds.

6) Designated Area: Even though the designated area is not usually listed on the application, we’d like you to ask the donor what area(s) he/she wishes to help. This information should be shared with the PG officer so we can then connect the donor with a Development officer representing that particular constituency.

7) Premium Payments: For Annual & Semi-Annual premium mode only: Insurance agents verify with the donor if the premiums will be paid to AUF/AU/TUF or to the insurance company directly. If paid to AUF/AU/ TUF, a gift receipt can be issued promptly for tax purposes. (Please provide adequate lead time for initial premiums to be processed by our Acct. Dept. and returned to you.) If premiums are paid direct to the insurer, the agents will provide by January 15th documentation of premiums paid in the previous calendar year to Jennifer Delmore; only then a gift receipt will be issued to the donor(s).

III. What isn't working?

Over the years of working within the discipline of planned giving and more specifically within the past eight years since we started this program we have encountered a number of concerns which we have needed to address. Some of the ones that have stuck in my mind are as follows:

Premium Financed Life Insurance
This is a program where a charity is asked to identify a number of people within the organization who would be willing to "give" their insurability to the charity for the benefit of purchasing life insurance on themselves and the charity borrowing funds to pay the premium. Some of the problems with this approach are publicity of creating a dead pool, a practice of borrowing funds to 'bet' on the death of people, skirting the issue of the SEC gaining a foothold on insurance as it is used as an investment, the how and administration of marketing this concept, and opening the door of the charity to possible undue influence of outside vendors.

Using Endowment Funds to Insure a Selected Group of People
This is very similar to Premium Financed Life Insurance, except the funds will come from the endowment of the charity. When I was first asked to review this I recognized some basic errors in the assumptions. First utilizing the Rule of 72 the charity would generally outperform this approach with an average 6% to 7% return on their investment since charities don't pay an income tax on the return. Second, the people within the pool generally don't die on their plan scheduled time. Third, the proponents of this concept are toying with the SEC as they are moving an insurance product to the disciplines of either betting or investments. Insurance was never designed to be an investment or a gamble with one's life. Stick to what an insurance policy was designed for; a known amount of financial protection at an unknown time by an unknown and unforeseen event.

Reviews of charitably owned life insurance policies
For years I have heard of the continued plight of charities, planned giving officers, and development officers in trying to find someone they could trust to review their existing insurance policies. The general marketplace feeling toward who should be trusted has and continues to run toward consultants who charge a fee for their services. The pervasive feeling using consultants who charge a fee is that since they don't have a product to sell they must be more reliable, ethical, and honest. Whereas this same general marketplace has continued to vilify insurance agents citing the agents as motivated to sell new policies to replace old policies in order to make (often times exorbitant) commissions which may earn the agents more than if the charity had used a fee based consultant. So, is the general market place right? Since it is a general marketplace the answer is generally…no.

Now before everyone gets their policies in a wad let me explain my thinking.

From a philosophical stand point, does selling a commissionable product make the seller less honest, less ethical, and less trustworthy than someone who charges a fee? It is not the means by which a person is paid that makes the person have integrity or not, it is with the person. To decide that because someone gets paid on an hourly or contracted basis that they have more integrity is deciding that the job makes the man or woman. Either the person has the integrity of honest business dealings or s/he doesn't. I personally have known many people who have turned in their licenses of insurances and securities in order to charge a fee, and I know them to have less than a necessary amount of integrity in their business dealings. I have also known many people who have decided to quit charging fees and gained their licenses in insurances and securities who have the highest standard of integrity. We either choose to become people of integrity or we don't. It is a choice and it is up to each person to pursue and develop their philosophy or in the Greek philosophia which means the pursuit of love, wisdom, and truth and then to change their life to match that which is their philosophia.

If this is my stand then how do I handle this issue? I cannot use Auburn University's situation as a benchmark as I have spent 14 years in the Estate and Financial Planning disciplines sometimes charging a fee only and sometimes being paid by commissions. My two planned giving associates have between them an additional 59 years in the insurance, Estate, and Financial Planning disciplines. Therefore we, up to this point, have not needed outside consultants to come in to review our insurance policies. I added 'up to this point' as we are now in a discussion among ourselves that with the new mortality tables lengthening peoples life expectancies, lower costs of insurance due to people living longer, and many insurance companies cutting their administration expenses we are considering having a few of our agents with whom we have built a trust relationship and who have been working with us for a number of years review with us selected policies. Due to our knowledge of insurance we will probably not be using fee based consultants since we are specifically looking to an expertise utilizing the lower costs of new insurance products. With all of this said the probability will be that we won't change much if anything with our policies.

We don't need to use outside consultants regarding the review of our policies but we do seek and encourage outside vendors to share with us their plans, ideas, or concepts. Therefore we still need to apply the same measuring devises as everyone else in order to determine the integrity of these vendors. All three of us are comfortable in our dealings with both commissionable and fee based consultants. But even though we are comfortable with both types of paid consultants, that doesn't mean we trust every commission paid person or every fee paid person. We will meet with every person who calls us for an appointment and we will openly listen to their presentation without bias. However, while this is going on we probe into their presentation to find out who they are as people. We want to know if they are someone we can trust, do they have an ethic with which we agree, are they someone who is more interested in us than in their product? We believe that you test the mettle of a person in business the same way you test their mettle in building a personal relationship with them. If we feel we cannot get comfortable with them as people then we won't do business with them.

I know this all sounds 'touchy, feely' but this way has worked and we believe it will continue to work. Does it mean we haven't been burned as an organization? For us, at Auburn and through our office, the answer is no, we have not been burned by trusting in our ability to read people. Could we get burned using this approach in the future? Sure we could. But I and our staff would prefer to trust our ability to read people than be reduced to the simplistic mindset of commissions are bad and fee based payment is good.

III. Auburn University's Success Story

1. Pre-Program: Before the Existence of Program
Auburn's insurance program was very similar to most charitable organization programs on insurance; there was a significant amount of confusion on exactly what we had. Prior to my joining Auburn the existing policies were under the management of Auburn's Development Accounting Department. According to them we had somewhere around 30-40 policies and no

idea how much they were worth. However, they did not want me to review them. About a year and a half later the Associate Director of Accounting asked me if I would take the insurance policies over. I had built a friendly relationship with her and she began to trust that I knew what I was doing. What I was initially handed was a record of 23 recorded policies totaling just over $9 million in death benefit. We had no idea of what the values were within the policies. After a review of each of these policies I found that we actually only had 8 policies totaling around $4 million with less than $100,000 in cash values.

2. Establishment of Insurance Program: June 2002
   I had received these policies in the February 2002. Realizing our insurance program was in tough shape I met with the Vice President for Development and asked if I could create a life insurance program for Auburn. My request was met with no, no way should I spend my time working on this. Believing that asking for forgiveness would be better than continuing to ask for permission, I began to formulate an idea on how a life insurance program should and could work. What we have gone through is most of what took place, but I also created a life insurance task force of insurance professionals and financial planners to get their input. With their help and tweaking of what I had envisioned the program took shape. On June 15, 2002 we met for the final time and we all agreed that the plan we had put together should work. Between that date and August 8, 2002 nothing happened. However on the 8th I had an appointment with an agent who was not part of our committee but who had written a policy on one of our past trustees. On that same day I received a call from one of the committee members saying he was bringing two insurance policies to me on that Thursday and he wanted to know if I would be there. The agent with the policy on Tuesday, the 8th was for $1 million and the agent on Thursday brought 2 policies totaling $10 million. When I had the Vice President for Development sign for the policies he said he didn't know what I had done but he thought it was wonderful.

3. Finding the Right Personnel for the Job
   When those three policies came in we didn't have any staff to support the program so I had another problem with which to have fun. At the time I had a 20 hour per week secretary helping me. As the number of policies continued to grow so did our need to have one person who would be responsible for the administration of the policies. I continued to run into roadblocks from the director of accounting but I was able to work outside of those obstacles by having our office take on the administration. This was good but I didn't have the funds or the right person to do the administration. Finally in December 2005 I had both the funds and the right person. She is still with us today and is the one who is primarily responsible for the success of the administration of this program.
4. Marketing Strategy
   Our marketing strategy then and now is that we prefer to market all of our planned gifts through our development officers. It took well over a year for me to communicate and provide the DOs with information and materials so they would be comfortable to talk with their alums. However, by the middle of the last campaign, the DOs were fully behind this program.

5. Statistics of Success
   Today we have approximately 226 policies with over $78 million insurance in force. Of this $78 million approximately $40 million is self paying.

OFFICE OF PLANNED GIVING
Agent Agreement

Criteria For Acceptance

Auburn University Foundation (AUF), Tigers Unlimited Foundation (TUF), and Auburn University (AU) will accept—without the necessity of review and approval by the Gift Acceptance Committee (GAC)—gifts of life insurance policies, which meet the following criteria:

1. Existing Plans

   A. Policies which are currently in force and are considered paid up policies and which the donor(s) names AUF/TUF/AU as both the beneficiary and owner of the policy.

      1. The charitable deduction for these types of policies will be equal to the lesser of:
         a. the cost basis; or
         b. The fair market value of the contract. The fair market value is defined as the replacement value of the contract. The replacement value is equal to what the donor would have to pay for a new single premium policy with the same death benefit for his/her current age (the issuing insurance company will provide the replacement cost for the policy).
         c. If the value of the policy is $5,000 or more than an appraisal of the policy will be recommended. This is a cost incurred by the donor and must come from a qualified appraiser.

   B. Policies which are currently in force, self-paying or the donor continues to pay the premiums, and the donor names AUF/TUF/AU as the owner and beneficiary:

      1. The charitable deduction for these types of policies will be equal to the lesser of:
         a. The cost basis; or
         b. The fair market value of the contract. The fair market value is defined as the interpolated terminal reserve plus unearned premium. The interpolated terminal reserve plus unearned premium is roughly equal to the cash surrender value (the issuing insurance company will provide the interpolated terminal reserve plus unearned premium). For insurance policies with a value of less than $5,000 the issuing insurance company will provide a form 712 for this value; or
         c. The cash surrender value of the policy. The cash surrender value is the net value of the policy, (which is its gross cash value minus any loans, interest, and/or other terminal costs) if it were surrendered for its cash value; or
         d. If the value of the policy is $5,000 or more than an appraisal of the policy will be recommended. This is a cost incurred by the donor and must come from a qualified appraiser.

      2. If the existing policy is compliant within the parameters of new plans as identified and explained, then no additional processing or record keeping is required.

      3. If the existing policy does not comply with any one of the following required parameters of which all new policies must comply, then, the Director of Planned Giving will be responsible for the annual review of this policy. The required parameters are as follows:
         a. The illustration must run to age 100 and show a positive cash value through that age.

b. For all policies other than Variable Universal Life (VUL) policies the policy cannot be sold for a greater than a 6% value.

c. On Variable Universal Life Policies a gross 8% may be used which will allow the illustration to be run at a higher than 6% net rate. This variation is due to the investment quality of VUL, which is a feature attractive to donors and for which the policy is designed to provide through its investment options a higher return than the portfolio rate of non-VUL policies. These illustrations should also be run to endow at age 100 or contain the no lapse guarantee as part of the contract.

d. The company must be ranked in one of the top 2 tiers of rating companies, (i.e. A.M. Best, Moody's, Standard and Poor's, Fitch's).

4. The annual review of these policies, which will exceed the normal reviews and record keeping, is designed to protect the gift value for both the donor and the university. Therefore, in keeping with this fiduciary responsibility the following applies:

   a. If it appears from all research that the quality of the company or the quality of the product is below AUF/TUF/AU's standards of acceptance, the Director of Planned Giving will notify the agent and the donor in writing that the policy does not comply with AUF/TUF/AU's standards and that should the policy's cash values drop in any year the policy will be surrendered for its cash value.

      This is a standard practice for all life insurance policies held by AUF/TUF/AU as an accepted gift. Though this may seem harsh, it is the same standard as for a new policy, which has passed the scrutiny of the Planned Giving Unit. The only variation is that a letter will be sent from Planned Giving to communicate the way the policy will be treated.

   b. Should the illustration demonstrate that the policy will not be in force to age 100, then the Director of Planned Giving will request of the agent or the commercial insurance carrier an in force illustration. The purpose for this request is that even though there may be an increase in the policy's cash values from year to year, the policy may still not be in force to age 100 and as a result not be in force when needed to fulfill the donor's wish and Auburn University's need.

      Though the illustration may demonstrate less than age 100 in force compliance, this in itself is not sufficient reason to surrender the policy for its cash value. The triggering event for the surrender of the policy for its cash value, as is the case for all life insurance policies, is the drop in the current year's cash value from the previous year.

   c. In all cases when the policy is no longer providing the values necessary for a successful completion the Director of Planned Giving will be responsible to contact the donor and the agent to discuss the surrender of the policy for its cash value and ask of the donor where the remaining funds from the policy should be directed.

NOTE: If the donor decides to retain ownership of the existing policy but names AUF/TUF/AU as the beneficiary (either revocable or irrevocable) the donor will not receive any charitable contribution deduction for the gift due to the fact the donor has retained the right of ownership. Therefore, it is recommended that either the Development Officer and/or the Office of Planned Giving provide the donor with written notification regarding the outcome of this type of gift and encourages the donor to complete this gift by having AUF/TUF/AU named as the owner and the beneficiary.

2. New Plans

A. Neither AUF/TUF/AU will endorse insurance products or insurance companies.

B. In no event shall AUF/TUF/AU or its employees become involved in furnishing names of its constituents to others for the purpose of marketing life insurance products to those constituents.

C. Though no products or insurance companies will be endorsed by AUF/TUF/AU, there are products within the marketplace which are more appropriate for the benefit of the University and it is those products which have received approval from the GAC to accept without further review. Those products, at this time, are:

- Whole life
- Adjustable life
- Universal life
- Variable Universal life

Though these products are more acceptable to AUF/TUF/AU in order for them to be accepted without further review by the GAC they must comply with the following rules:

1. All illustrations on Whole Life, Universal Life, and Adjustable Life shall show a current rate of return for the product presented, a company guaranteed rate of return, and if the current rate of return is higher than a 6% rate of return, then this (6%) rate must be included and filed with the recording of the gift. If the policy has a higher than 6% current rate of return then the policy must be sold at the 6% rate of return and the accompanying illustration must reflect this requirement.

2. On Variable Universal Life Policies a gross 8% may be used which will allow the illustration to be run at a higher than 6% net rate. This variation is due to the investment quality of VUL, which is a feature attractive to donors and for which the policy is designed to provide through its investment options a higher return than the portfolio rate of non-VUL policies.

3. All Universal Life Policy illustrations will provide coverage to age 100 and will do so at the illustrated current rate and the 6% rate. If the policy has a lower than 6% current rate of return then the illustration will demonstrate coverage to age 100 at the lower current rate of return. If a guaranteed death benefit rider is attached to a UL policy the policy will be accepted even if the cash value drops to zero before age 100.

4. All Variable Life Policy illustrations will provide coverage to age 110 with a cash value equal to the face value of the policy when showing an 8% gross return. The endowed requirement will be waived if there is a guaranteed death benefit rider attached to the policy.

5. Due diligence on the part of the Director of Planned Giving must accompany each life insurance policy prior to acceptance. Part of this due diligence, but not exclusive of other components, is an historical review of the underwriting insurance company's portfolio rate and return for the previous 10 years; the claim's paying capability; the rating by the independent rating companies of A.M. Best, Moody's, Standard and Poors, and any others deemed appropriate by the Director of Planned Giving. This report must accompany the completion of the gift and become part of the recorded documentation held in either a paper or electronic file.

6. The minimum ratings AUF/TUF/AU will accept for acceptance of policies which are submitted as a gift are as follows:

   a. A.M. Best – A++, A+
   b. Moody's Insurance Financial Strength - Aaa, Aa

c. Standard and Poor's – AAA, AA
d. Fitch – AAA, AA

D. The charitable deduction is equal to the lesser of:

1. the value of the premiums paid by the donor or the cash value. This is also known as the cost basis of the policy.

2. If the donor chooses to pay the premium directly to the insurance company then we will require from the insurance company some form of documentation that this premium payment has been made. This documentation can either be mailed or emailed to the Office of Planned Giving in order to verify that the premium has been paid.

- The U.S. Supreme Court has ruled that the meaning "for the use of," will now qualify for the 50%-of-AGI ceiling. Therefore the donor has the option of choosing to either pay the premiums directly to the insurer or the donor can pay the amount of the premiums to the charitable organization in cash or other property each year to make the payment. [Rockefeller v. Comm'r., 82-1 USTC ¶9319 (CA-2)] and [Davis v. U.S., SCt 90-1 USTC ¶50,270 (5-21-90)]

3. In the case of an automatic premium payment through the donor's bank or financial institution the Office of Planned Giving will request from the writing insurance agent some form of notification from either the insurance company or from the writing agent that the premium payment has been made.

AUF/TUF/AU must be designated as both the owner and the beneficiary of the policy.

All other life insurance gifts must comply with the Approval and Acceptance Process as applicable to this life insurance section and as stated herein.

Approval and Acceptance Process

No insurance company, product of one or more specified insurance companies, or insurance agent or agents of one or more insurance companies shall be granted exclusive rights to the marketing of insurance products through Auburn University or AUF/TUF. Though exclusive rights to the marketing of insurance products through Auburn University or AUF/TUF will not be granted, when a marketing idea or product is presented to a Development Officer, department person, officer of Auburn University, or officer of AUF/TUF it shall be submitted to the Director of Planned Giving who will determine the merit of presenting it to the GAC for consideration. Currently the GAC is comprised of the Vice President for Development and the Assistant Vice President of Treasury.

The Development Officer will submit a written summary of any proposed policy or marketing idea of life insurance to the GAC. This summary shall include, but not be limited to, the following information:

1. Description of the type of life insurance policy, face value, premium payment schedule, interest rates (guaranteed, current, and projected), age of the insured(s) and other relevant policy information;

2. Purpose of the gift (fund an endowed chair, deferred gift, unrestricted gift, scholarship) and the school or college, which will benefit from this gift.

The GAC will review the material presented by the Director of Planned Giving and make a determination to accept, impose any terms (premiums to carry the policy to a self-paying status) as a condition of approval, or reject the proposed gift. The final determination of the GAC shall be communicated to the Development Officer by the Director of Planned Giving. The Development Officer shall communicate the GAC's decision to the donor(s) in

writing, including any conditions imposed by the GAC prior to acceptance, and the written communication shall become part of the donor's written and/or electronic file.
If a proposed gift of life insurance is approved by the GAC, the Director of Donor Relations will acknowledge receipt of the gift on behalf of the University.

The gift will be completed upon the execution and delivery of the life insurance policy to the Office of Planned Giving on behalf of AUF/TUF/AU. If the policy is an existing plan, an assignment of the policy will be sufficient for documentation.

Administration

The Office of Planned Giving shall be responsible for the maintenance, review, and monitoring of these policies. The Director of Planned Giving shall provide the GAC an annual report on the values of the policies in force.

The Office of Planned Giving shall be responsible for the pledge reminders and/or the notification of premium due to the donor(s) and the collection of said payment. Upon receipt of this payment the Office of Planned Giving shall be notified through a copy of the receipted premium payment by the AUF Accounting Office.

If the donor chooses to pay the premiums directly to the insurance carrier then it will be the responsibility of the Office of Planned Giving to work with the insurance agent and the insurer to establish, receive, and book the documentation that said premium payments have been made.

WHEREAS

The Agent, as signed below, agrees to abide by this agreement and will make every good faith effort in complying with the conditions as set forth within this agreement. By signing this agreement the Agent has read and understands the reasoning behind this Agreement that is to provide qualified donors with an opportunity to help Auburn University to build an endowment fund through the use of the life insurance products. This program is a benefit to both Auburn University and to the Agent and any lessening of the integrity of this agreement will reflect impairment on this integrity to both Auburn University and the Agent.

AGREED
(please provide your signature and print your name)

__________________________________ ______________________
AGENT SIGNATURE DATE

____
AGENT PRINTED NAME

__________________________________ ______________________
DIRECTOR OF PLANNED GIVING DATE
AUBURN UNIVERSITY FOUNDATION

AUBURN
UNIVERSITY

OFFICE OF PLANNED GIVING
Agent Agreement Profile

Name____ Date of Birth______________

Agency____

Physical Address____

Mailing Address____

City_____________________________State_____________________Zip_______________

Work Phone_____________________________Fax_________________________________

Email Address ___________________________Cell Phone___________________________

States Licensed in: ____

Comments____

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