

March
2006



*What
wisdom can
you find that
is greater
than
kindness?*

*- Jean
Jacques
Rousseau*



*The time is
always right
to do what is
right.*

*- Martin
Luther King
Jr.*



*The function
of leadership
is to produce
more leaders,
not more
followers.*

*- Ralph
Nader*



*Better to do
something
imperfectly
than to do
nothing
flawlessly.*

*- Robert
Schuller*



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“We do all the things other advisors forget to do”™

You are the most generous generation ever, and others know it!

Did you know that over 76,000 charities were created between 2003 and 2004? As the government cuts spending, and public demand for help continues to grow, the inevitable is more charities coming to us for help, and those of us that are blessed, truly do want to help.

However, there are thousands of charities that would like you to contribute and a few more that have set up scams trying to capitalize on your generosity. So occasionally, I just like to remind my valued clients about some tips in giving to protect both them and the good, decent charities that deserve help.



Tips

1. **The flood** – Ever notice that after you give money it seems like within a month everybody and their brother calls you asking for more? When you donate to a charity there is a high likelihood that they will share your name if you do not ask them not to...so tell them not to share your name and they almost always honor it.
2. **How do they use it?** – Ask how much of your donation goes for administrative and fundraising costs as compared to going to the actual cause. There are many different opinions about how much should actually go to the cause, but rule of thumb is that 70% is a great place to start.
3. **Who are you again?** – Never give to a charity you know nothing about. Many questionable charities often use sound-a-like names to try and trick you, or use emotional words such as cancer or Christian in their names to add legitimacy to their request. You should request written literature and a copy of the charity's latest annual report if they are not a charity with which you are absolutely familiar.
4. **Are you registered?** – Another good question to ask is whether they are registered with the Federal or State governments. This in and of itself is not a ringing endorsement of the charity, but it is one more indication of its legitimacy.
5. **You're the boss of you** – Do not let yourself be pressured into contributing on the spot. If they press you for an immediate donation or refuse to send you anything in writing, you have your answer about whether you should give to them or not...NO!

A Note from Donald O'Connor

- 6 **Keep good records of your donations** – Never give cash unless it is for very small donations. Also, never give a credit card number to a telephone solicitor unless it is one of the major charities about which you have no doubts. It is best to give by check so you can easily track it for tax purposes. (Also, it lets you know that you have given to the charity already that year if they call again...I know I have forgotten and given twice some years which is OK if I want to, but not if I just forgot.) *We've enclosed a charitable giving tracking sheet for your convenience.*
- 7 **Hari Krishna flower technique** – Remember how you used to get accosted in airports by the guys in the orange flowing robes? They would practically make you take a flower...no obligation...RIGHT! After they pressed the wilted flower in your hand they would ask for a donation. Don't fall for the modern day equivalent of sending you mailing labels or greeting cards. If you like the charity then give to it. If you do not know who they are or care about the purpose for which they are raising money, then don't give. They are sending you a gift hoping to guilt you. Believe me, they have calculated it so they will make a profit regardless of whether you give them your money or not. You do not owe them for the gift or it would not be called a GIFT!
- 8 **Once you decide on a charity...GIVE GENEROUSLY!** – If you can afford it, please consider contributing to your chosen charity generously. In 2005, charitable giving was up...BUT charitable giving to those in need was down significantly. Giving to the glamour charities such as the Arts, Music and Museums was up significantly. Giving to the charities less likely to have parties celebrating the giving, like food shelves and other charities for the poor, was down a little (the catch being that need was up A LOT!)

I hope that you have a very prosperous 2006 and are able to help those causes that you care most about. Please give me a call with any questions about charitable giving!

RECIPE CORNER:

Maple Glazed Ham

1 5 lb. boneless ham, cooked
 1 cup maple syrup
 1 cup orange marmalade
 1 Tbsp. butter
 1/2 cup toasted pecans, chopped

Servings 16 to 24. Per serving: 211 calories, 5 g total fat, 2 g saturated fat, 54 mg cholesterol, 1423 mg sodium, 15 g carbohydrate, 25 g protein.

GLAZE:

1. In a small saucepan combine syrup and marmalade.
2. Heat and stir until bubbly.
3. Whisk in butter until smooth.
4. Stir in pecans. Makes 2 cups.

HAM:

1. Place ham on a rack in a shallow baking pan. Score top of ham in a diamond pattern, making cuts 1/4 inch deep.
2. Insert a meat thermometer. 3. Bake in a 325 degree oven for about 2 hours or until thermometer registers 140 degrees F. and ham is heated through. 4. During the last 15 minutes of baking, brush ham with Maple-Pecan Glaze.
5. Heat any remaining glaze and serve with the ham.