

PLANNED GIVING ADVISOR



**Baptist Health
South Florida Foundation**

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BAPTIST CHILDREN'S HOSPITAL • BAPTIST CARDIAC & VASCULAR INSTITUTE • BAPTIST OUTPATIENT SERVICES

Planned Giving Advisory Council

Fall 2008

Robotic Technology Raises the Surgical Bar

Surgeons at South Miami Hospital operate with extra arms — from a robot. Named after Leonardo da Vinci, who invented the first robot (a mechanical knight rigged with cables and pulleys), the da Vinci robot enables surgeons to merge the best of traditional, open surgery with the tools of minimally invasive surgery. Patients experience less pain, shorter hospital stays, quicker recovery times and less blood loss.

Baptist Health Foundation is raising funds for the Center for Robotic Surgery at South Miami Hospital to cover the cost of an additional da Vinci robot, which is

Continued on page 5



Surgeons at South Miami Hospital operate with extra arms — from a robot. From left: Drs. Darren Bruck, Nicholas Lambrou, Mark Dylewski, Ricardo Estape and Avelino Piñon.

For more information, visit the Foundation on the Baptist Health South Florida website at www.baptisthealth.net.

Click on Foundation.

This issue of *Planned Giving Advisor* is available on the Web.

Revisiting the Estate Plan ...30 Years Late

Consider the initial estate plan for most young couples. As newlyweds or new parents, they may draft a will or create a trust. These clients are typically 30-something adults, who are in the accumulation stage of life. Hopefully, they have paid off student loans and purchased life insurance. In most cases, their net worth is marginal at best and may include equity in their homes, 401(k) balances and nonqualified investment accounts. It's just too early to have built much.

As a result, the estate plan is a model of simplicity, with everything designated for the spouse and then the children in one lump-sum payment. There are no income streams to heirs, no deferred payouts, no charitable trusts, no life estate arrangements with real estate, no "stretched out" IRAs, no disclaimers, no marital or bypass trust arrangements. There's no need for such sophistication because there's no money!

PROBLEM... 30 years have passed and our baby boomers are now approaching age 65.

The size of the estate has changed but the estate plan has not.

What's the big deal? The spouse and children are still the logical heirs; however, the estate is now worth \$3.4 million.

Consider the following:

1. The addition of a marital trust could save up to \$1,455,800 in estate taxes.
2. One of the dependent children is now independently wealthy and a disclaimer provision would allow him to redirect an inheritance and reduce his estate tax liability.
3. A "stretch out" of the qualified plan assets could save the beneficiaries thousands of dollars in federal and state income taxes.

Continued on page 2



Revisiting the Estate Plan ...30 Years Later

Continued from page 1

4. That simple distribution of all the estate assets equally in lump-sums to the two surviving children translates to \$3.4 million (\$1.7 million each) arriving in their respective mailboxes on a given day. The timing may not be ideal:

One of the sons is having marital problems. The other heir is 25 and covets an Aston Martin.

OR

A close friend is opening a bar and grill and is looking for a partner.

A college classmate has just entered the investment business and looks forward to growing that nest egg.



Conclusion — Lump-sum distributions do not secure your clients' heirs. They simply provide an opportunity for large losses and, in many cases, a disincentive to personal and career development.

Our almost-65-year-old baby boomer couple needs to revisit the plan and ask themselves:

- What is the current value of our estate?
- Whom do we want to include as beneficiaries?
- When should they receive it?
- In what form should it be given?
- Will the federal estate tax be levied?

If so, how can it be reduced?

- Will the plan transfer our values as well as our wealth?
- Does the plan include our favorite charities?
- Will our funds act as a disincentive to our heirs' career development?
- Will the plan cause conflict among our loved ones?
- Does the plan include professional investment management?

Testamentary Trusts... Securing the Legacy

Let's revisit that \$3.4 million estate mentioned earlier. Instead of delivering two checks for \$1.7 million to your clients' two children, wouldn't it offer greater security to make multiple distributions over

time? For example, each heir could receive a modest lump-sum of \$100,000 initially, a professionally managed stream of income (\$40,000-plus per year) for a term of 20 years and a deferred legacy of over \$800,000 at the end of that 20-year term.

Now those "timing issues" mentioned earlier don't represent such a threat to the heirs' future security. And, the decedent/grantor of these trusts, with years of money management experience, has been able to select the trustees for these funds.

If you agree that the latter arrangement provides a more secure legacy for your clients' heirs, let us add one more element...a charitable component.

Testamentary Charitable Trusts... Securing and Expanding the Legacy

1. The Income Component

A 5 percent charitable remainder unitrust with a 20-year term funded by an \$800,000 testamentary contribution would provide \$40,000 of annual income for each of the heirs in our example. More specifically, assuming average trust earnings of 6.37 percent annually, the income payout from this trust would grow from \$40,000 to more than \$50,000 over the 20-year term. Projected total income to each heir for the term is \$914,000. Additionally, the estate would enjoy an estate tax charitable deduction of more than \$290,000, saving potentially \$130,000 or more in taxes.

Finally, our decedent would expand his legacy with a charitable remainder of over \$1 million passing to the charities named in the remainder trust document.

Talk about expanding the estate...\$800,000 in trust has resulted in \$914,000 to each heir and \$1 million to charity...pretty good multiplication.

2. The Deferred Component

A 5 percent charitable lead annuity trust with a 20-year term funded by an \$800,000 testamentary contribution would further secure the heirs. After 20 years of income distributions to selected charities, this trust would provide a lump-sum distribution to the aging heirs (or their children, if they do not survive 20 years). Assuming the same investment performance as above, the beneficiaries would each receive \$1,266,000.

Additionally, the estate would enjoy a \$570,000 estate tax charitable deduction, saving potentially \$250,000 or more in taxes.

Finally, our decedent would expand his legacy by \$800,000 in charitable distributions over the 20-year deferral period.

Continued on page 3



Again, the \$800,000 deferred bequest has grown to \$1.2 million, and when combined with \$800,000 in charitable distributions, effectively doubled the estate.

In Summary

By revisiting a 30-year-old, oversimplified estate plan, we trade a \$1.7 million, lump-sum plan for a series of thoughtful distributions:

- \$ 100,000 initial cash bequest at death
- \$ 914,000 in annual income distributions over 20 years
- \$ 1,266,000 in a single distribution after 20 years
- \$ 2,280,000

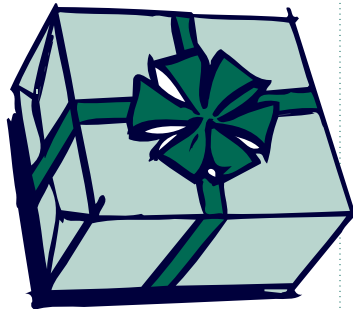
AND

Along the way, your client created a \$1,800,000 charitable legacy in the family name.

**Current Trends in Charitable Planning...
A Potpourri of Planning Thoughts**

Today's economic challenges have created a number of planning opportunities in the charitable sector:

1. Falling bank and money market yields are putting pressure on seniors, who face shrinking retirement cash flow.
 - Charitable gift annuities may provide increased cash flow on that part of the estate earmarked for charitable bequests.
 - Another planning solution for some seniors may be the transfer of an unproductive appreciated asset (nondividend-paying stock or undeveloped real estate) to a charitable remainder annuity trust, where it can be sold and reinvested to provide a 5 percent or 6 percent payout.
2. Concerns with the liquidity and safety of some bonds and mortgage instruments are causing many seniors to re-evaluate their portfolios.
 - Safety in numbers is a longstanding principle. Many seniors are diversifying their holdings for greater peace of mind in this volatile investment market. Ideally, with more sources of income, the retiree will have greater financial security.



Continued on page 4

Congratulations to New Founders

Founders are benefactors whose cumulative gifts or pledges to Baptist Health South Florida Foundation have reached \$50,000. With a pledge of \$50,000 or more, individuals join the Founders Society and fellow philanthropists in helping to advance medical excellence at Baptist, Baptist Children's, South Miami, Doctors, Homestead and Mariners Hospitals, Baptist Cardiac & Vascular Institute and Baptist Outpatient Services.

- Nancy Griffin Ameglio
- April & Jeffrey Buchwald
- Becky & Marc Buchwald
- Leann & Alejandro Capo
- June & John Caspersen
- Michele & Michael Criden
- Mercedes & John Diaz
- Nancy & Jimmy Diaz
- Luisa & George Foyo
- Daryl & Stephen Fuller
- Ann Kaufman & Jorge Gomez, M.D.
- Laura & Jose Gonzalez
- Susan Ford Hammaker
- Adrienne Isabel Luedeking
- Cristy & Steven Marin
- Lucy & Karl Otzen
- Lawrence Percival
- Ruth Pollio
- Mayra & Luis Rabell
- Olga & Carlos Rodriguez
- Becky & David Rosenbaum
- Janice & Warren Sands
- Karyn & James Schwade, M.D.
- Karen & Alan Serure, M.D.
- Ellen & Bobby Shiver
- Ferne & Daniel Toccin
- Drs. Thao & Thinh H. Tran
- Dorothy & Dr. Richard Wurzelbacher

For additional information on membership or a brochure, contact Stephen J. Parsons, CFRE, vice president and chief development officer, at **786-596-5411**.



Revisiting the Estate Plan ...30 Years Later

Continued from page 3

3. Uncertainty in estate tax rates and rules and economic markets is causing a growing number of couples to utilize more testamentary transfers in their estate planning.

The early part of this article addresses some of those opportunities.

4. Real property assets are generally not enjoying good times at the moment. If the answer to moving real estate in the current market is to discount the property, consider seeking tax relief in the process with an installment bargain sale to a qualified charity.

■ The bonus with this sort of planning is that the charity is not going to terminate the installment arrangement early and accelerate the seller's taxation. Such undesirable results are almost assumed in an individual installment arrangement in which the buyer either refinances later or resells the property.

To be "lucky" in retirement, clients need to create multiple sources that they can tap as needed through their retirement years.

Let us know if we can help. We are happy to assist in preparing gift-planning techniques and/or illustrations. Contact Christopher Kraus, vice president and gift planning officer, Baptist Health Foundation, by e-mail at plannedgifts@baptisthealth.net, or call **786-596-6776**. We look forward to bringing you the best and brightest in charitable gift-planning strategies.

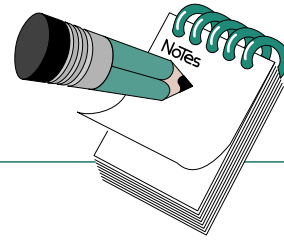
43rd Annual Heckerling Institute on Estate Planning

January 12-16, 2009

Sponsored by the University of Miami
School of Law

**Orlando World Center Marriott
Orlando, Florida**

For additional information: **305-284-4762**
www.law.miami.edu/heckerling



MARK THESE DATES

- November 22** Baptist Hospital "Rock n' Royalty" Ball at the Doral Golf Resort & Spa. For more information, call Lori Elsbree at **786-596-8954**.
- December 6** Mariners Hospital Gordon Present 5K Walk/Run for Wellness. For more information, call Jamie Niedbalski at **305-434-1026**.
- January 15** Baptist Hospital Donor Appreciation Dinner at the Ritz-Carlton, Coconut Grove — by invitation only. For more information, call Lori Elsbree at **786-596-8954**.
- January 31** Mariners Hospital Bougainvillea Ball at the Cheeca Lodge & Spa, Islamorada. For more information, call Wendy Gentes at **305-434-1665**.
- March 14** The 49th Annual South Miami Hospital Mercury Ball at the Legends Ballroom at the Doral Golf Resort & Spa. For more information, call Sheila Banks at **786-596-8953**.
- April 18** Baptist Children's Hospital family event, "Once Upon a Time" at the Metro Zoo. For more information, call Lori Elsbree at **786-596-8954**.
- May 8** Baptist Outpatient Services Interactive Dinner at the Ritz-Carlton, Coconut Grove. For more information, call Sheila Banks at **786-596-8953**.



Robotic Technology Raises the Surgical Bar

Continued from page 1

in excess of \$2 million. “This state-of-the-art surgery is raising the bar at South Miami Hospital’s Surgery Center,” said Javier Hernandez-Lichtl, CEO of South Miami Hospital. “From traditional surgeries to extremely delicate or complex surgeries, the benefits to our patients are irrefutable.”

Here’s how robotic surgery works: The surgical team makes four to six dime-sized incisions in the patient’s body. These incisions are called operating ports, and slender tubes called trocars are inserted into those small openings. The robot is wheeled into position and the four arms of the robot are docked into individual ports. Surgical tools are attached to the end of the robot’s arms. “Those arms are like an extension of our own hands,” said gynecological oncologist Nicholas Lambrou, M.D.

One robotic arm holds a digital camera, which provides a three-dimensional view of the internal organs and tissues. Those images appear on a large screen near the operating table on a small console, where the surgeon sits during the operation. While watching a magnified, high-definition image of the patient’s anatomy, the surgeon manipulates the other three arms of the robot by using foot pedals and hand controls. And while seated just a few feet away from the operating table, the doctor cuts tissue and removes tumors.

Standing by the patient, a second surgeon works with another port. Through that opening, this surgeon performs several manual chores, including suctioning

blood, removing specimens for biopsies and changing instruments. The tools used for robot-assisted surgery cut and cauterize blood vessels in a single step. This multitasking process eliminates steps and reduces blood loss.

The robot is also programmed with safeguards that protect the patient from abrupt or uncontrolled movements. These safety measures neutralize hand tremors and sudden jerks that could possibly occur in traditional surgery. “In prostate procedures, robot-assisted surgery helps to avoid damaging nerves that are vital to bladder and sexual function,” said urologist Avelino Piñon, M.D.

Until recently, minimally invasive surgery was not widely used for extremely delicate or complex surgeries because the equipment designed to operate through small incisions included stiff instruments that resembled knitting needles or chopsticks. Those surgical tools — ideal for some procedures — lacked the flexibility and control of the human wrist. But the da Vinci technology includes instruments that move and rotate with the flexibility and range of a human wrist and can carry out complex procedures without making large openings in the body.

Less pain, fewer complications, shorter hospital stays, quicker recovery times and less blood loss translate to better surgical experiences and outcomes for our patients — a monumental achievement through robotic surgery.

If you would like to support the Center for Robotic Surgery at South Miami Hospital, please call Karl Cetta at **786-662-8206**, or e-mail karlc@baptisthealth.net.



South Miami Hospital surgeons Dr. Mark Dylewski (left) and Dr. Nicholas Lambrou use the da Vinci robot to perform surgery.



Exploring the Benefits of Planned Gifts



By Maria Mas Blet, CTFA, Senior Vice President and Philanthropic Consultant, Wachovia Nonprofit and Philanthropic Services

For many individuals, supporting the work of a favorite charity has become second nature. When a charity asks for help, they think nothing of writing a check and sending it off. In fact, for many organizations, contributions from individuals are typically the greatest sources of funding.

While you may be particularly passionate about the work of one or more charitable organizations, you may also feel that you are currently limited in the amount of financial support you can offer. You may worry about outliving your resources and have concerns that a large charitable donation might impact your future financial security. Or you may be unwilling to do anything that could reduce the size of the estate you hope to pass on to your spouse or heirs.

These are legitimate concerns. However, charitable giving is not just about outright gifts. There are other giving options that can allow you to assist your favorite charity without compromising your financial security. These options are known as planned gifts, and they include a variety of gift assets ranging from cash and marketable securities to a family home or other real estate. Other options include closely held business assets, mineral rights and intellectual property.

Whether you are concerned about lifetime income, the continued beneficial use of a property or providing for family members, a planned gift may be the solution you need. Here is a brief overview of several planned gift options that may be of interest to you.

Charitable Remainder Trusts

A charitable remainder trust (CRT) gives you or another noncharitable beneficiary the opportunity to receive an income from the assets you have donated. When you establish the trust, you designate yourself or another person as the income beneficiary for life or for a specific time period of up to 20 years. At the end of that period, your designated charity will receive the remaining trust assets.

Even though the charity will not receive your gift until some time in the future, your donation is tax deductible in the year the trust is funded (subject to general

tax law restrictions). The deductible amount is the present value of the charity's remainder interest in the trust.

Charitable Lead Trusts

If you would like to benefit a charity and have little immediate need for additional income, a charitable lead trust may be appropriate. You name a charity as the income beneficiary of your trust. The charity receives annual distributions during the term of the trust. At the end of the trust term, the remaining trust property returns to you or passes to someone you have designated (as the trust's beneficiaries) free of additional gift tax.

Charitable Gift Annuities

You can make an irrevocable gift of cash or securities to a charity, which, in turn, promises to make fixed payments to you (or another beneficiary) for life. This approach is known as a charitable gift annuity. The annuity amount that the charity pays you depends on various factors, including the value of your contribution and your age at the time you make the gift. Once the annuity rate has been set, it remains fixed for your life. You not only receive an income stream for life, but you also receive an income-tax deduction based on the actuarial value of the charitable gift.

Gifts of Life Insurance

You can also support a charity by making a gift of life insurance. You can do this in one of several ways. The least complicated approach may simply be to name a charitable organization as the primary beneficiary of your life insurance policy. When you pass on, your estate will receive an estate-tax deduction for the value of the policy proceeds paid out to the charity. You also can transfer ownership of a policy to a charity. The charity maintains the policy and you make an annual contribution to cover the cost of the premium, a contribution you can deduct.

Life Estates

When you make a gift of a personal residence or a farm to a charity, you stipulate in the transfer agreement that you retain the right to live in or use the property for the rest of your life. The charity, as remainder beneficiary, takes ownership of the property when you die. The trade-off is that you may receive a charitable contribution income-tax deduction

Continued on page 7



Exploring the Benefits of Planned Giving

Continued from page 6

for the present value of the property interest donated to charity. In addition, the value of the donated property escapes estate taxes.

Bargain Sales

Another planned giving strategy that you might want to consider is a bargain sale. Such a sale occurs when you sell an asset, very often appreciated property such as land or a home, to charity and receive less than the property's fair market value in return. The difference between the fair market value of the asset and the value returned to you is a charitable gift for which you can claim an income-tax deduction.

Consult with Professionals

All planned giving strategies are complex. The strategies mentioned above are no exception. If you would like to know more about these and other planned giving strategies, such as private family foundations, Wachovia Nonprofit and Philanthropic Services can help. Please contact your Wachovia Philanthropic Consultant.

Charitable Gift Annuities Program

Should you or your clients be interested in the tax benefits and guaranteed lifetime income of a charitable gift annuity, please consider the financial strength of Baptist Health. For a free, no-obligation and confidential proposal, contact Christopher Kraus, director of gift planning, at **786-596-6776**.

Hospital Happenings



Baptist Health, its hospitals, physicians and staff have been recognized numerous times during the past year:

- Fortune magazine named Baptist Health among the "100 Best Companies to Work for in America" for the eighth time.
- Hospitals & Health Networks named Baptist Health among the "100 Most Wired Hospitals and Health Systems" for the eighth time.
- "Fit-Friendly Company" — Platinum Award, Workplace and Community Fitness Innovation Awards, by the national American Heart Association. Baptist Health is the first in Florida to achieve this status.
- "Best of the Best Places to Give Birth" — South Florida Parenting magazine named Baptist Hospital and South Miami Hospital — the only two hospitals in Miami-Dade County named to this Hall of Fame list.
- Top Five Nonprofit Companies for Executive Women for 2008 — National Association of Female Executives (NAFE), the nation's largest women's professional and business association. Baptist Health is the only Florida-based organization to make the list.
- "Best Employers for Healthy Lifestyles" — Platinum Award to Baptist Health from the National Business Group on Health.
- Studer Group's "Firestarter" Award, the group's highest honor for outstanding patient care, was received by Baptist Hospital.
- "Healthcare Services" Award — Beacon Council to Homestead Hospital for significant contributions to the diversification of Miami-Dade County's economy.
- "Excellence Through Insight" Award for overall physician satisfaction — Baptist Children's, Doctors and Homestead Hospitals.





Fundraising Opportunities

Baptist Health South Florida Hospitals

Baptist Health South Florida Foundation raises funds to help maintain and improve the quality of healthcare in the communities served by our hospitals. Listed below are several fundraising opportunities. If you would like to help, please call Christopher Kraus or Stephen J. Parsons, CFRE, at the Foundation office at **786-596-6535**.

Center for Excellence in Nursing — Baptist Health South Florida

The Center for Excellence in Nursing encompasses all Baptist Health hospitals and facilities. Donations help educate, train and develop the nursing staff, support nursing scholarships and improve patient care with nurse-approved equipment and programs.

South Miami Heart Center

South Miami Heart Center takes a comprehensive approach toward the prevention, diagnosis and treatment of cardiovascular disease. The Center offers a full range of care, coupled with community awareness, prevention, education and support to encourage lifestyle changes that benefit health. For more information, contact Karl Cetta at South Miami Hospital Foundation at **786-662-8206** or e-mail karlc@baptisthealth.net.

Baptist Health Breast Center — Baptist Outpatient Services

The Center will have state-of-the-art technology to perform a variety of procedures such as breast MRI and ultrasounds, stereotactic biopsies and MRI- and ultrasound-guided breast biopsies. Top breast surgeons will utilize the Center and on-site counseling will be provided to patients for extra emotional support and guidance. The Center is scheduled to open in the spring of 2009.

Baptist Cardiac & Vascular Institute

Heart disease and stroke continue to be among the nation's leading killers. For more than two decades, Baptist Cardiac & Vascular Institute has taken a pioneering role in caring for people with health problems related to the heart and circulatory system. The Institute has built a neurointerventional angiography suite to treat stroke and other neurological conditions. This suite supports the Stroke Program at Baptist Hospital's Neuroscience Center. Support for the Institute may be designated in a variety of areas. Naming opportunities are available.

Baptist Children's Hospital

Families with children who are undergoing treatment for cancer are devastated, both emotionally and financially. A special fund supports needy families by helping with housing, transportation, access to a child psychologist and additional services that otherwise would not be available.

Doctors Hospital

Doctors Hospital has a tradition of excellence, with an outstanding reputation for orthopedics, general surgery, neurosurgery — including a state-of-the-art Gamma Knife — gynecology, gynecologic oncology and emergency and general medicine. For more information, call Barbara Norland at **786-596-6777**, or e-mail barbarano@baptisthealth.net.

Mariners Hospital

A \$1 million lead gift from the Gintel Family Foundation has established an endowment fund to support Mariners Hospital's eICU LifeGuard system. The eICU is an offsite electronic monitoring system that detects subtle changes in a patient's condition before significant complications develop. To help Mariners Hospital Foundation reach its \$4 million eICU endowment fund goal, contact Wendy Gentes at **305-434-1665**, or e-mail wendyrg@baptisthealth.net.

Homestead Hospital

Homestead Hospital consistently receives among the highest patient satisfaction rankings in Miami-Dade County. On the third Thursday of each month at 6 p.m., Homestead Hospital Foundation hosts After Hours at Homestead Hospital to give community members the opportunity to learn about and tour an area of the hospital. To satisfy your healthcare needs or to RSVP for an After Hours at Homestead Hospital, contact Tom Schramm at **786-243-8531**, or e-mail thomasc@baptisthealth.net.



News and Moves

■ **Christina Cruzpino** joined Regions Bank as senior vice president and international private banking manager at the bank's Coral Gables headquarters. Ms. Cruzpino will manage and direct a team of international private banking professionals to build and preserve the wealth of the international private bank's clients, their families and businesses.



Christina Cruzpino

■ **Alexandre M. Denault** and **Burns A. Dobbins IV**, recently joined the firm of Dunwoody White & Landon. Mr. Denault works out of the Coral Gables office. Mr. Dobbins works out of the Naples office.



Alexandre M. Denault

■ **Barry Givner**, executive vice president and senior trust officer with Coconut Grove Bank, was recently appointed to the Trust Executive Committee of the Trust, Asset Management and Private Banking Division of the Florida Bankers Association. He recently spoke at the American Bankers Association's Wealth Management conference in San Diego on "Unified Overlay Management, the Next Generation of Investment Management."



Burns A. Dobbins IV

■ **George Gulisano, CPA**, recently joined Mallah Furman as senior manager in the Accounting and Auditing Department. He brings 30 years of experience to Mallah Furman in the areas of auditing, consulting, litigation, tax and estate planning. Mr. Gulisano also earned the prestigious "Businessman of the Year" award three times from the National Republican Congressional Committee for integrating business and political ideals in furthering the cause of tax reduction and reform.



Barry Givner



George Gulisano, CPA

■ **Virginia Jacko**, president and CEO of Miami Lighthouse for the Blind, was selected as the 2008 Quiet Storm Achiever Award recipient, in the category of not-for-profit, at the 2008 Women's Power Caucus.



Virginia Jacko

■ **Joel Karp, Esq.**, recently joined Cantor & Webb, P.A., an international tax and estate planning law firm, as Of Counsel, in the firm's Miami office. Mr. Karp has more than 40 years of experience as an international tax and estate planning attorney and has practiced in Miami for more than three decades.



Joel Karp, Esq.

■ **David A. Marley Jr., LUTCF**, president of Creative Financial Concepts Inc., recently moved the firm's offices to 18001 Old Cutler Road, Suite 639, Palmetto Bay, FL 33157.



David A. Marley Jr., LUTCF

■ **Leonard E. Mondschein, Esq.**, of Mondschein and Mondschein, P.A., has been named by Super Lawyer 2008 Magazine as one of the top elder law attorneys in Florida. This is the third year that he has been recognized by a vote of his peers. Mr. Mondschein is board-certified by the Florida Bar in wills, estates and trusts.



Leonard E. Mondschein, Esq.

■ **Cathy Pareto and Associates, Inc.**, has been selected by Goldline Research as one of "The Most Dependable™ Wealth Managers for Women in the U.S. for 2008," as seen in the June 2008 issue of Forbes. The firm provides its clients with strategic advice on retirement issues, asset allocation, investment management, education planning, estate planning coordination and asset protection strategies.



Cathy Pareto

Continued on page 10



News and Moves

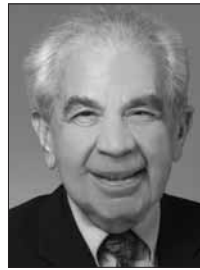
Continued from page 9

■ **Paul S. Soulé, CLU, ChFC**, president of Paul Soulé Enterprises, Inc., has been elected president of the Miami-Dade Planned Giving Council. Mr. Soulé continues to serve on the boards of the Greater Miami Estate Planning Council, the South Dade Estate Planning Council, the Wings Over Miami Museum and the South Dade Chamber, and is an honorary member of the Baptist Health Foundation Board of Directors.



Paul S. Soulé, CLU, ChFC

■ **Gerald Teitelbaum, CPA**, recently joined the firm of Goldstein Schechter Koch Price Lucas Horwitz & Co., P.A. His new address is 2121 Ponce de Leon Blvd., Suite 1100, Coral Gables, FL 33134.



Gerald Teitelbaum, CPA

■ Lydian Bank & Trust is proud to announce the relocation of their Miami team, **Ary Velasco, Orlando Roche, Antonio Rojas** and **Raeann Mitrione**, to new offices at the Lydian Building, located at 3399 Ponce de Leon Blvd., Coral Gables, Florida. They are operating as a full-service private bank and boutique wealth management firm.



Ary Velasco

■ **Mandy C. Williams, CPA**, recently joined the accounting firm of Mallah Furman as manager in the Accounting and Auditing Department. She is a member of the American Institute of Certified Public Accountants and the Florida Institute of Certified Public Accountants.



Mandy C. Williams, CPA

Congratulations Corporate Partners

The Corporate Partners program is a cooperative effort of community leaders and businesses dedicated to helping Baptist Health South Florida provide personalized healthcare with the latest medical technology and finest staff. Through the generous contributions of these companies, Baptist Health can continue to improve medical services in our community.

Titanium \$50,000+

Coastal Construction Group
Radiology Associates of South Florida, P.A.

Platinum \$30,000-\$49,999

Critical Care Newborn Services
Sheridan Healthcare, Inc.
Siemens Med-Lab
Siemens Medical Solutions
Total Bank
VALIC Retirement Services

Gold \$25,000-\$29,999

Bacardi
Bank of America
Baptist Hospital of Miami Auxiliary
Cardinal Health

Pollack & Rosen, P.A.
Tri-City Electric Company, Inc.

Silver \$15,000-\$24,999

Bermello, Ajamil & Partners
Caribee Boat Sales and Marina
Clean Image Corporation
Cruise Industry Charitable Foundation
Eastern Medical Courier
Falk, Waas, Hernandez, Cortina, Solomon & Bonner, P.A.
Homestead-Miami Speedway
Merrill Lynch
MGE Architects
ProAssurance Corporation
Richard Petty Driving Experience
Royal Caribbean International & Celebrity Cruises
Regions Bank

Wicker, Smith, O'Hara, McCoy & Ford, P.A.

Bronze \$10,000-\$14,999

Artio Investment
AT&T
Av-Med Health Plans
CGI, Inc.
First National Bank of South Miami
Hill-Rom
IKON
J. & W. Seligman & Co.
Nicholas-Applegate Capital Management Co.
Panera Bread
Stearns, Weaver, Miller, Weissler, Alhadeff & Sitterson, P.A.
Trane

For more information, contact Barbara Norland, director of development, Corporate Partners, at **786-596-6777**.



'Tis better to give *and* receive

Looking for a gift that keeps on giving? You can support Baptist Health's mission of providing excellent healthcare to our community — and make a great investment at the same time — with a charitable gift annuity from Baptist Health Foundation.

When you transfer cash or securities to the Foundation, you receive an immediate income tax deduction and a guaranteed fixed

lifetime income. And when the annuity ends, the remaining principal passes to the Foundation. Not only is a portion of these payments income tax-free, but you may even save on capital gains tax. Plus, your charitable gift annuity is backed by the full financial strength of Baptist Health.

So lock in your rate now — and get a tax deduction for 2008.

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Age	*Rate	Amount you receive annually	One-time tax deduction (values valid through 1/31/2009)
65	5.7%	\$2,850	\$15,981.00
70	6.1%	\$3,050	\$18,977.00
75	6.7%	\$3,350	\$21,735.00
80	7.6%	\$3,800	\$24,351.50
85	8.9%	\$4,450	\$26,770.00
90	10.5%	\$5,250	\$29,492.50

**Two-life rates are also available. Rates are current at the time of publication but are subject to change.*

To calculate the benefits of a charitable gift to Baptist Health, visit the Baptist Health website at www.baptisthealth.net, click on Foundation, click on Planned Giving Calculator. This handy tool allows you to calculate the benefits of a planned gift of your choice at your convenience.

For a no-obligation, personalized proposal, call **Christopher Kraus, 786-596-6776**.



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PLANNED GIVING ADVISOR

Volume 18, Fall 2008

Planned Giving Advisor is published periodically by Baptist Health South Florida Foundation to inform our friends and advisors about ways in which planned giving assists the hospitals and the communities they serve. It is mailed at no charge to select planned giving and estate planning professionals, donors and physicians. Comments, articles and suggestions for future topics are welcome. Please submit them online to plannedgifts@baptisthealth.net, or to the attention of Elaine Ames at Baptist Health South Florida Foundation, 8900 N. Kendall Drive, Miami, FL 33176, **786-596-3572**.

Please write to us at HIPAA Opt-Out, Baptist Health South Florida Foundation, 8900 N. Kendall Drive, Miami, FL 33176, if you wish to stop receiving fundraising requests supporting the hospitals and services of Baptist Health.

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For further information, contact Christopher Kraus, vice president and planned giving officer, or Elaine Ames, planned giving coordinator, at plannedgifts@baptisthealth.net, or call **786-596-6535**.



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