NORTHERN TRUST

PHILANTHROPIC ADVISORY SERVICES

GUIDING YOU ON YOUR JOURNEY

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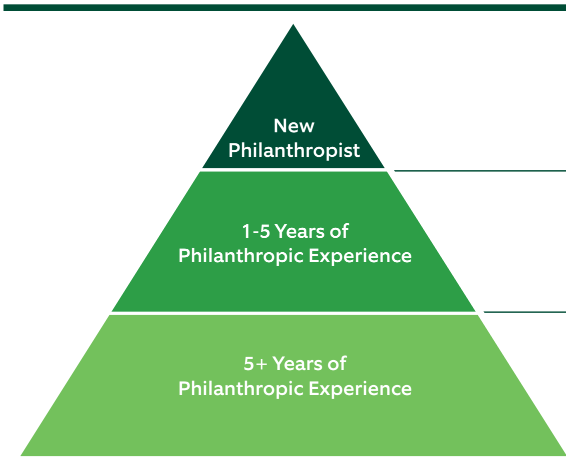
The decision to use part of your wealth to benefit others is often only reached after careful reflection on your goals. Having made the commitment to charity, you are now faced with numerous other considerations as you embark upon this journey. Among the factors you may be struggling with are: finding ways to maximize your giving through tax and wealth planning strategies, evaluating the variety of charitable giving vehicles to identify the right solutions for you, and engaging other family members to support the causes about which you care. We can help.

PHILANTHROPIC ADVISORY PARTNER

For more than 125 years, generations of individuals, families and their foundations have turned to Northern Trust for guidance in establishing and maintaining their charitable giving legacies. By offering proactive guidance and a fresh perspective, we can help you anticipate needs, plan for success and design customized solutions that fit your goals.

TAILORED SERVICES TO YOUR UNIQUE PHILANTHROPIC EXPERTISE



If you are new to philanthropy and do not have a charitable giving plan, we can implement an effective, long-term charitable giving strategy to help you achieve your goals.

If you are currently engaged in charitable giving, we can offer an expert assessment and analysis of your existing giving strategies to help ensure your philanthropic resources are making an impact.

If you are a well-established philanthropist, we can help research strategies and resources for new and innovative programs. We can also advise on board development, governance and succession planning.

TAILORED SERVICES TO YOUR UNIQUE PHILANTHROPIC EXPERTISE

Whether you wish to be involved a lot — or a little — in the day-to-day activities of your chosen charitable vehicle, we will work with you, your family and your advisors to help implement your strategy the way you desire.

ADVISORY SERVICES

We support your efforts — individually and in your role as director or trustee of a private foundation — by offering the following consultative services:

- Defining and clarifying philanthropic goals
- Developing and evaluating mission statement
- Exploring various giving options
- Consulting with tax and estate planning professionals to implement and maximize giving
- Defining grant making guidelines and establishing due diligence procedures
- Developing procedures for grant distributions, post-grant evaluations and recordkeeping
- Assisting with board governance policies, procedures and succession planning
- Conducting family philanthropy educational retreats

ADMINISTRATION AND OPERATIONAL SUPPORT

Skillful, proactive administration, backed by comprehensive operational support, is the backbone of successful philanthropic programs.

To help you meet your personal and philanthropic goals, we provide the following support:

- Document review, as appropriate
- Periodic review and evaluation of gift planning
- Maintenance of donor information
- State and federal reporting
- Grant proposal/request collection and dissemination
- Grant payments
- Tax planning, reporting and compliance
- Safekeeping of securities
- Security transaction and asset recordkeeping

EXPERIENCE YOU CAN TRUST

An experienced philanthropic advisor will help you evaluate charitable solutions based on how your goals and assets are aligned, and articulate a philanthropic plan for you and your family. Our dedicated philanthropic advisory services team is led by Marguerite H. Griffin. As director, Marguerite consults with clients, their advisors, and their families, which can include family educational retreats, on a variety of charitable giving strategies and grant making practices. Her experience — including estate and charitable gift planning, impact investing, international grantmaking, private foundation administration, and nonprofit organization and management — has helped establish Marguerite as an industry-recognized expert.

For individuals and families interested in establishing a legacy of giving, Northern Trust offers a wide array of philanthropic solutions:

- Donor advised funds
- Endowments
- Charitable remainder trusts
- Charitable lead trusts
- Private foundations
- Supporting organizations

CASE STUDY

The Scott family decided to use some of the proceeds from the sale of their family business to establish and fund a family foundation. The patriarch, matriarch and three adult children all wished to participate together, so all five family members joined the board of directors of the Scott Family Foundation. While the family members generally agreed on the organizations and causes they wished to support through the foundation, the family lacked the knowledge and understanding of how to develop a mission statement that reflected the values and interests of each family member. The Scotts wanted to formalize their grantmaking vision and principles by adopting a mission statement.

THE CHALLENGE

To make sure each Scott family member's values and interests are reflected in the foundation's mission statement.

OUR SOLUTION

Northern Trust's philanthropic advisory services team facilitated a half-day philanthropy retreat with the Scott family to focus on mission statement development and grantmaking. In advance of the meeting, family members participated in one-on-one interviews with a philanthropic advisory services team member and completed a survey of their individual interests and values. The philanthropic advisory services team used the family members' personal reflectons gathered from the interviews and survey results to guide the mission statement development portion of the retreat. The family was pleased by how much their individual values and interests overlapped and incorporated many of those shared values and interests into the draft of the mission statement for their foundation.

The Scott family also discovered that the family members wanted the impact of their philanthropy to go beyond just "writing a check" to active family engagement in the organizations funded by the foundation. Northern Trust's experienced philanthropic consultants suggested the family incorporate this unique value into the foundation mission statement, and assisted the family in drafting applicable language into the mission statement along with crafting guidelines for volunteer leadership with nonprofit organizations.

FOR MORE INFORMATION

As a premier financial firm, Northern Trust specializes in Goals Driven Wealth Management backed by innovative technology and a strong fiduciary heritage. Our Wealth Planning Advisory Services team leverages our collective experience to provide financial planning, family education and governance, philanthropic advisory services, business owner services, tax strategy and wealth transfer services to our clients. It is our privilege to put our expertise and resources to work for you.

If you would like to learn more about these and other services offered by Northern Trust, contact a Northern Trust professional at a location near you or visit us at northerntrust.com.

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