

charitable planning strategies

GIFTS FROM THE HEART



Assurance. That is what Stelter's "Gifts From the Heart" Charitable Planning Strategies Seminar Kit promises you. The assurance that you will deliver a successful presentation that will educate and inspire donors. The assurance that you will have more time to spend on building relationships with those donors. And the assurance that you will close more planned gifts, allowing your organization to continue its mission for years to come.

◀ SAMPLE SLIDES

 **STELTER**
Getting to the heart of the matter

Stelter's Charitable Planning Strategies Seminar Kit provides a complete overview of the charitable planning options available to potential donors.

The "Gifts From the Heart" kit is professionally packaged in a three-ring binder and includes all of the essential items you need to successfully promote and host a seminar for prospective donors. The seminar is built to be comprehensive and flexible, so it can fit your needs. You have the freedom to customize the PowerPoint presentation to show the gift types that best benefit your donors and your organization.



Custom seminar kit includes:

- A CD-ROM containing the technically precise, visually compelling, donor-friendly PowerPoint presentation personalized with your name, logo and photos
- A complete seminar script that will turn anyone into an assured and informed presenter
- Proven tips for conducting successful seminars
- A sample letter of invitation to send to your mailing list, plus a newspaper advertisement inviting the general public
- A seminar evaluation form
- A donor information form, allowing you to capture relevant details

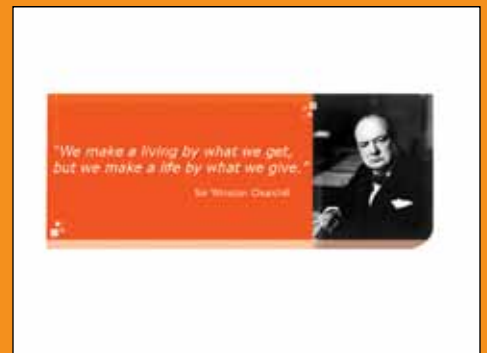
*Standard PowerPoint kit does not include personalization



CHARITABLE GIFT ANNUITY SEMINAR KIT

Security. That is what Stelster's "Benefits of Giving" Charitable Gift Annuity Seminar Kit promises you. The security of knowing you will deliver a successful presentation that will educate and inspire donors. The security of knowing you will have more time to spend on building relationships with those donors. The security of knowing you will close more gifts, allowing your organization to continue its mission for years to come.

▼ SAMPLE SLIDES

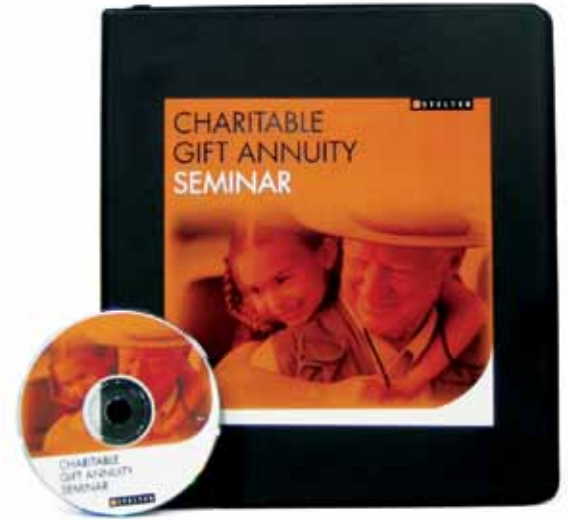


 **STELTER**
Getting to the heart of the matter



Stelter's Charitable Gift Annuity Seminar Kit provides donors with the inspiration and information they need to enter into a charitable gift annuity contract.

The "Benefits of Giving" kit is professionally packaged in a three-ring binder and includes all of the essential items to successfully promote and host a seminar for prospective donors. The seminar is built to be comprehensive and flexible, so it can fit your needs. You have the freedom to customize the PowerPoint presentation to show slides you feel best benefit your donors and your organization.



Custom seminar kit includes:

- A CD-ROM containing the technically precise, visually compelling, donor-friendly PowerPoint presentation personalized with your name, logo and photos
- A complete seminar script that will turn anyone into an assured and informed presenter
- Proven tips for conducting successful seminars
- A sample letter of invitation to send to your mailing list, plus a newspaper advertisement inviting the general public
- Two sample seminar advertisements, which promote gift annuities in general
- A seminar evaluation form
- A donor information form, allowing you to capture relevant details

*Standard PowerPoint kit does not include personalization