

Every individual has the power
to make a difference;
together we can change the world.

Who We Are

Since 1967, the Jewish Community Foundation of San Diego has engaged, educated and inspired generations of givers throughout the Jewish and secular communities.

The Foundation manages over \$450M in assets and has facilitated more than \$1.5B in grants.

The Foundation is a national model for community and individual endowment building and youth philanthropy programs.

Partnering with Advisors

The Jewish Community Foundation of San Diego has a long history of working with Attorneys, Accountants, Financial Advisors and Wealth Managers, providing them with tools to engage their clients in charitable conversations to enhance their relationships.

Professional Advisor Resources

- Dedicated advisor web page
- Presentations at advisors' firms
- Charitable gift projections
- Nonprofit research for clients
- Participation in client or family meetings



For more information and
to register, please contact the
Jewish Community Foundation:

Sharleen Wollach
Vice President, Operations
sharleen@jcfsandiego.org / (858) 279-2740

jcfsandiego.org/TCA

Program Sponsored By:

 Jewish Community Foundation
San Diego

4950 Murphy Canyon Road, San Diego, CA 92123
(858) 279-2740 / www.jcfsandiego.org

 **TRUSTED**
CHARITABLE ADVISOR

A network of **San Diego professional advisors** dedicated to **building relationships** and **integrating charitable planning** as a strategy for achieving clients' overall goals.

 Jewish
Community
Foundation
San Diego

Benefits

The Foundation offers the Trusted Charitable Advisor (TCA) program to advance charitable planning and to further strengthen our partnership with the San Diego professional advisor community.

Over lunchtime workshops, professional advisors meet and learn from philanthropy professionals and colleagues to discuss approaches to strengthening their client relationships.

Program Highlights:

- **Attend** three Trusted Charitable Advisor luncheon workshops
- **Recognition** as a Trusted Charitable Advisor in Foundation publications and website
- **Develop** customized materials for your firm to lead charitable conversations
- **Connect** with other charitably-minded advisors
- **Learn** about emerging trends in philanthropy
- **Participate** in training for enhanced charitable planning
- **Receive** a complimentary ticket to the Annual Professional Advisor Event and TCA Happy Hour for all graduates

Workshop Topics

The Philanthropic Landscape



- Why is philanthropy different today?
- How has technology influenced giving?
- What can we expect in the next decade?
- Who are the next generation of givers?

Listen and Learn



- Philanthropy in your practice
- Developing a dialogue of trust
- Being a good listener for charitable triggers
- Creating relationships through stories

Inspire and Engage



- Language of philanthropy
- Multi-generational family meetings
- Charitable giving vehicles and options
- Planned giving conversations

Giving.
A way of life.

Workshop Details:

All of the workshops will be held at the Jewish Community Foundation from 12:00 to 2:00 pm.

The Philanthropic Landscape:

Thursday, June 11, 2020

Listen and Learn:

Thursday, August 13, 2020

Inspire and Engage:

Thursday, October 22, 2020

Annual Professional Advisor Event

The Jewish Community Foundation offers an annual high-level event for advisors to learn about new developments in charitable planning. This luncheon is open to all advisors and typically offers continuing education credit for Attorneys, Accountants and Financial Advisors.

How to be recognized as a Trusted Charitable Advisor

Complete the three workshops presented by the Jewish Community Foundation. To maintain recognition, a TCA must meet with Foundation staff or attend at least one Professional Advisor event annually.

Participation Cost: **\$180**

tze·da·kah

Following the Jewish tradition of **tzedakah**—giving with compassion and empathy—we empower our donors to follow their philanthropic passions, build community and leave the world a better place.