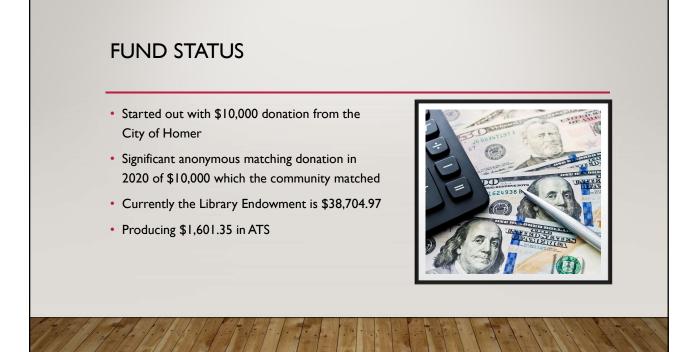


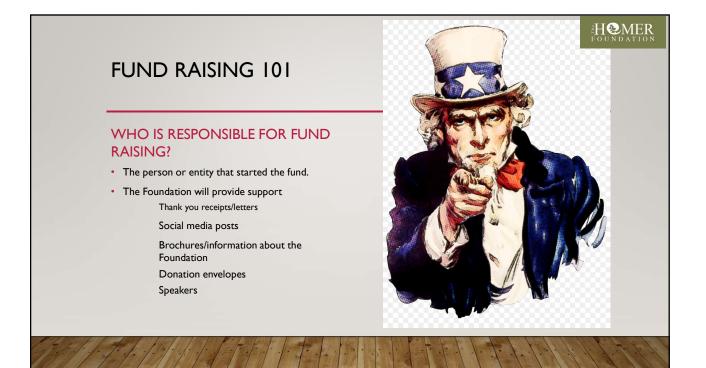
## LIBRARY ENDOWMENT FUND

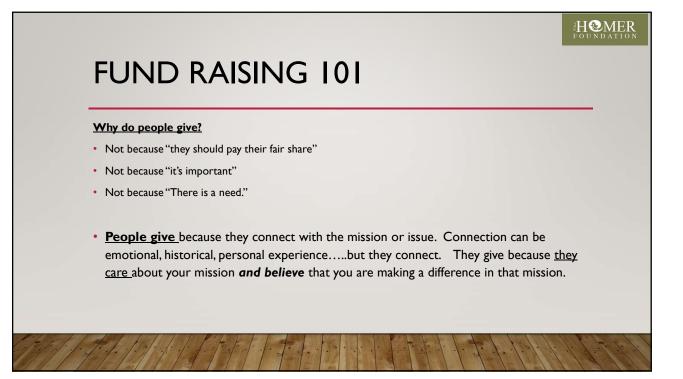
- A field of interest fund
- Annual Amount Available to Spend (4%)
- Disbursable only for the reasons set forth in the donation agreement.

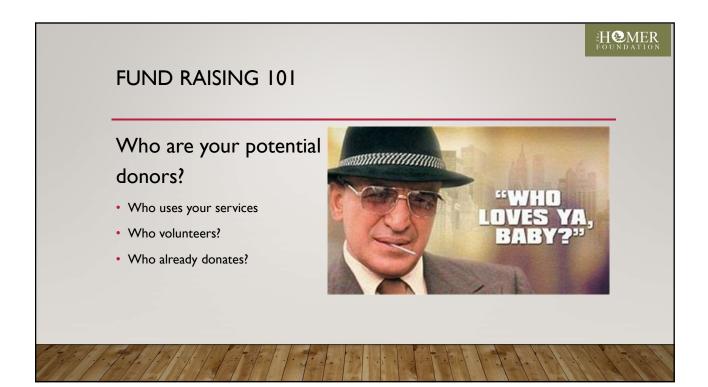


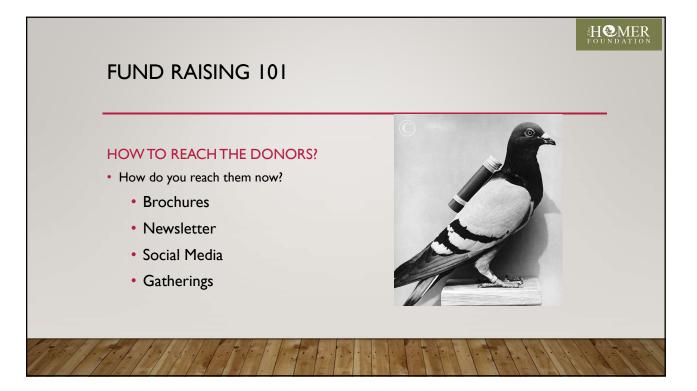






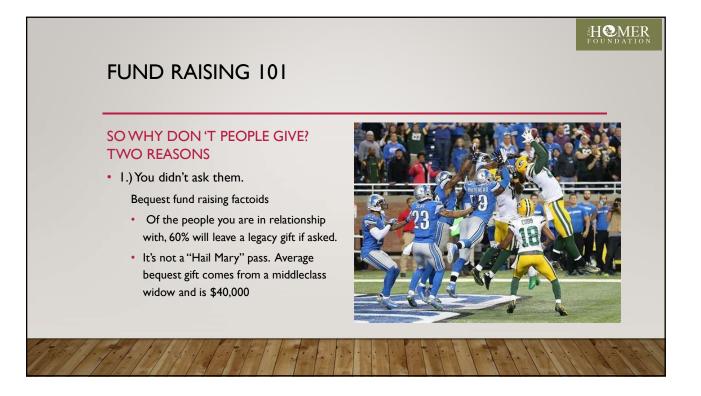






# HOMER

# FUND RAISING 101 SA BEQUEST ASK DIFFERENT THAN ANY OTHER ASK? NO. • A bequest is NOT about death. Its about the donor's life. • What did they love? What did they have a passion about? • How do they want to be remembered. • It is death activated, its not about death.



### HOMER FOUNDATION

E Concertantes de la Isaug Rau Koj

ArigatoAsante ArigatoAsante

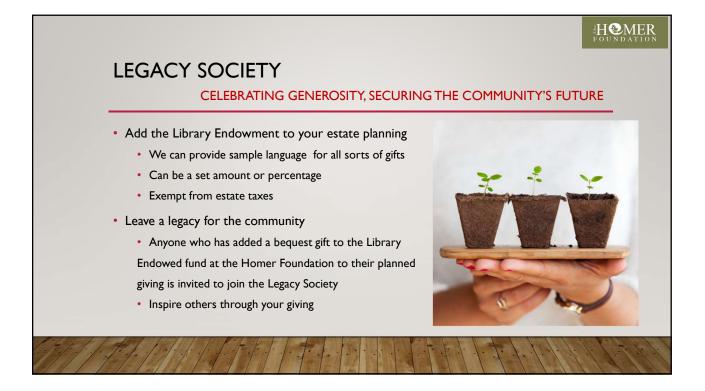
Merci

litos

# FUND RAISING 101

### WHY DON'T PEOPLE GIVE?

- 2.) You didn't thank them.
- People make their decision to give long before they die.
- IF they tell you they are bequest donors, thank them.
- Continue to recognize them.



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•Call us: 907-235-0551

• Email: <u>mikemiller@homerfoundation.org</u>



