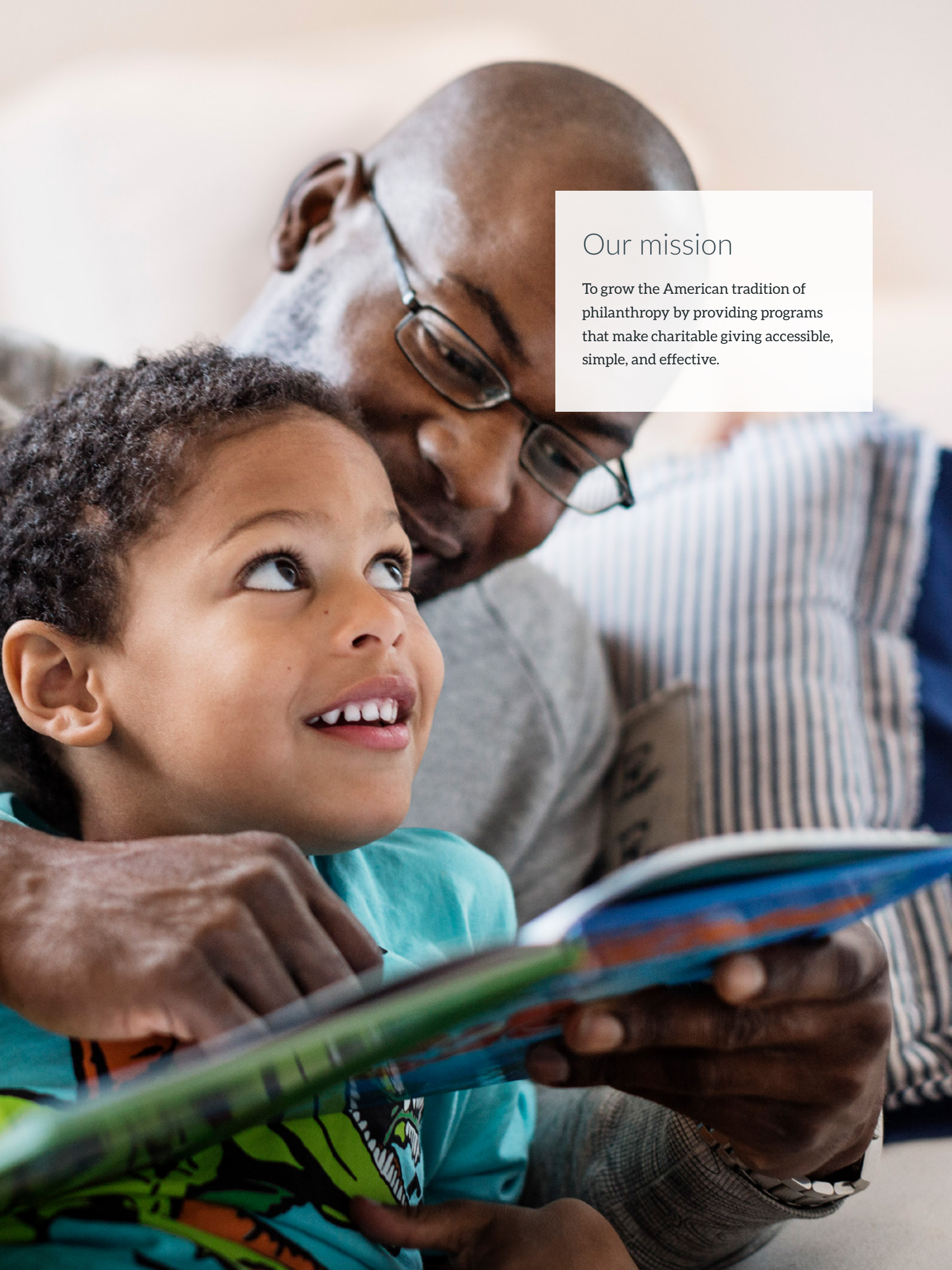




The Giving Account[®]

A GUIDE FOR FINANCIAL ADVISORS

 **FIDELITY** Charitable[®]
Make more of a difference



Our mission

To grow the American tradition of philanthropy by providing programs that make charitable giving accessible, simple, and effective.



Differentiate your business with charitable planning

Offering charitable planning services can give your practice a critical competitive advantage. It helps you:

- Reinforce the breadth of your wealth management expertise
- Deepen client relationships and establish new ones
- Engage the next generation

And with the Giving Account[®], a donor-advised fund, you can help your clients maximize the impact of their charitable giving and potentially minimize their tax exposure.

“Fidelity Charitable’s Giving Account represents an ideal solution for clients’ philanthropic goals in nearly every situation. It maximizes their flexibility while minimizing their administrative issues and costs, thus giving them more money and time to devote to their favorite charity.”



– Nathan E. Arnell, Esq.
Law Offices of Nathan E. Arnell, P.C.

This testimonial and the statements and opinions expressed in this article are based on an interview with Nathan E. Arnell, who provided permission to use his name (and the name of his firm). This testimonial statement is not indicative of future services and may not be representative of the experience of all advisors.

Get to know the Giving Account

The Giving Account, a donor-advised fund, is one of the easiest and most tax-advantageous ways to give to charity.

Instead of supporting each of their favorite charities individually, your clients make a single-tax deductible donation to us, Fidelity Charitable®. While your clients decide which charities to support, their donation may be invested to potentially grow and generate even more charitable dollars for the causes they care about.

When your clients are ready, they can recommend grants to as many IRS-qualified public charities as they like—either right away or over time.



MAKE A
DONATION



POTENTIALLY GROW
THE BALANCE



SUPPORT
CHARITIES

A photograph of a child sitting on a green carpet, wearing a blue and white striped shirt and blue jeans, reading a book. The child's hands are visible, holding the pages of the book.

Benefits for your clients

Donate cash, stocks and more

Unlike many small charities, Fidelity Charitable accepts a wide range of financial assets, from cash and checks to stocks, bonds and even non-publicly traded assets.

By making donations of non-publicly traded assets with unrealized long-term capital gains to Fidelity Charitable, your clients have an opportunity to make more of an impact since they'll be eligible to take a tax deduction for the full fair market value,* and the charities they support may get as much as 20% more than if they had sold the asset themselves.**

Grow each donation

While your clients are deciding which charities to support, their donations may be invested so they have the potential to grow tax-free and generate even more money for the causes they care about.

Together with your client, you'll have a broad range of Fidelity Charitable investment pools to choose from, and the greater the donation, the more custom the investment options.

Support any number of charities

Your clients can use their Giving Accounts to support qualified charities, whether it's an alma mater or a friend running a marathon for a good cause. And, they have the ability to remain anonymous to the charity on the grants they recommend.

Streamlined recordkeeping

Our online tools, programs and consolidated reports make it simple for your clients to manage their charitable giving and tax reporting. Your clients can track all of their donations online, including donations they have made outside of their Giving Account, making it a holistic picture of their philanthropic impact.

*As determined by a qualified appraiser and in compliance with IRS rules and regulations.

** Based on a 20% LTCG tax, and comparing to a donor donating the net after-tax proceeds.

Benefits for you

Actively manage how donations are invested

Our Charitable Investment Advisor Program allows you to manage how your clients' donations are invested.* You can charge your customary advisor fee and report the funds as assets under management. This program has a minimum balance requirement that varies by firm. For more information, contact us at 800-262-6039.

In-field support and advisor services

Our national network of experts is readily available to help you with the details of our donor-advised fund program and other charitable giving strategies.

Extra support for ultra-high net worth clients

Leverage our dedicated relationship managers who provide exclusive, high-end service to your most generous clients.

Grow your business with practice management

Our product-agnostic educational and consulting program covers how to successfully integrate charitable planning and sophisticated strategies to better serve clients and grow your business.

You'll gain access to exclusive research, a continuing-education credit-approved curriculum, actionable guides and materials that can be used with clients.

Expertise in donating non-publicly traded assets

We have a dedicated team centered exclusively around donations of non-publicly traded assets such as private business interests and private company stock. Our in-house experts can help you prepare plans for these types of contributions and offer back-office administrative support.

*Fidelity Charitable has established rigorous qualification criteria for independent advisors to ensure that Fidelity Charitable assets are being invested prudently and in accordance with the Fidelity Charitable Mission and Declaration of Trust.

What it costs

Administrative fees

BALANCES LESS THAN \$5 MILLION

First \$500,000	0.60% or \$100 (whichever is greater)
Next \$500,000	0.30%
Next \$1,500,000	0.20%
Next \$2,499,999	0.15%

BALANCES MORE THAN \$5 MILLION

Please contact us at 800-262-6039 for fees.

Investment fees

FIDELITY CHARITABLE POOLS

0.015% to 0.99%
(as of March 2022)

Or

CHARITABLE INVESTMENT ADVISOR PROGRAM

Investment fees are set based on the alignment of program guidelines and the advisor's standard fee schedule. This program has a minimum balance requirement and potential additional fees that vary by firm. For more information, contact us at 800-262-6039.



For the most recent investment fees, please visit FidelityCharitable.org



Why Fidelity Charitable

Proven experience

Since 1991, we have been a leader in charitable planning and giving solutions, helping donors support their favorite charities in smart ways.

The growth potential of donor contributions is even more impressive. Thanks to Fidelity Charitable investment programs, an additional \$15 billion has been made available for charitable giving.¹ That's a distinction matched by few organizations in the U.S.

Low minimums & fees

Unlike a private foundation, there are no hefty legal fees or complicated administrative tasks associated with a donor-advised fund. In fact, a typical donor-advised fund in our program is assessed total fees amounting to about 1 percent of the balance. That's not only less than operating with a private foundation² but a credit card³ too. Your clients can set one up easily in just a few steps and manage it themselves, or with you. It's one of the most affordable, flexible ways to give.

Easy-to-use tools

With a Giving Account, your clients' bookkeeping has never been easier. Your clients can access their Giving Account with our state-of-the-art website for desktop, tablet, or phone to easily make contributions, manage investments, or recommend grants on the go.

Plus, with our convenient GivingCentral® advisor portal, you'll enjoy less paperwork and faster turnaround times. Just log in to set up new Giving Account for your clients and manage existing ones.

¹ This calculation is based on cumulative contributions since inception minus cumulative grants since inception, subtracted from current assets as of 12/31/2020.

² Exponent Philanthropy: 2015 Foundation Operations and Management Report

³ Average credit card fees for nonprofits we calculated based on Visa's and Mastercard's published 2015 interchange and assessment rates for charities and a range for processor markups published by Forbes in November 2014.

Compare ways to give

	Donor-Advised Funds ²	Private Foundations	Charitable Lead & Remainder Trusts	Check, Cash or Credit
Organizations you can support	IRS-qualified public charities	Many organizations and individuals, as long as the grant is made for a charitable purpose	IRS-qualified public charities and generally, private foundations	Public charities, private foundations and individuals
Growth potential	✓	✓	✓	✗
Donations of non-cash items	✓	✓	✓	✗
Income tax deduction¹	60% for cash 30% for appreciated assets ³	30% for cash 20% for appreciated assets ⁴	Depends on the type of charity supported by the trust and the type of trust	60% to qualifying charities
Tax on investment income	None	1.4% of net investment income	Depends on the nature of the trust	N/A
Option to support charities anonymously	✓	✗	✓	✗
Ability to name successors	✓	✓	✓	✗
Consider this when	You want a turnkey giving solution with low costs and the potential to grow tax-free over time	You want to operate a charitable organization and potentially employ a staff, hire investment managers, actively manage grant-making, and sponsor charitable events	You want a trust that can generate income for, and eventually pass on a remainder interest to, heirs and charities	You want to make one-off donations and manage your own donation receipts at tax time

¹ Percentage of adjusted gross income (AGI).

² At a 501(c)(3) public charity.

³ Appreciated assets held over a year are generally deductible at fair market value (this applies to both publicly and non-publicly traded assets as determined by a qualified appraiser and in compliance with IRS rules and regulations).

⁴ Appreciated, publicly traded assets held for over a year are generally deductible at fair market value, while non-publicly traded assets are generally deductible only at basis.

Learn more at **FidelityCharitable.org** or call us at 800-262-6039

Disclosures

Fidelity Charitable is the brand name for Fidelity Investments® Charitable Gift Fund, an independent public charity with a donor-advised fund program. Various Fidelity companies provide services to Fidelity Charitable. The Fidelity Charitable name and logo and Fidelity are registered service marks of FMR LLC, used by Fidelity Charitable under license. Giving Account is a registered service mark of the Trustees of Fidelity Charitable.

Information provided is general and educational in nature, and should not be construed as legal or tax advice. Fidelity Charitable does not provide legal or tax advice. Content provided relates to taxation at the federal level only, and availability of certain federal income tax deductions may depend

on whether you itemize deductions. Rules and regulations regarding tax deductions for charitable giving vary at the state level, and laws of a specific state or laws relevant to a particular situation may affect the applicability, accuracy, or completeness of the information provided. Charitable contributions of capital gain property held for more than one year are usually deductible at fair market value. Deductions for capital gain property held for one year or less are usually limited to cost basis. Consult an attorney or tax advisor regarding your specific legal or tax situation.

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 FidelityCharitable.org

 **FIDELITY** Charitable®
Make more of a difference

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