

**Special Virtual Discussion on COVID-19: Can Planned Giving Help Calm Concerned Donors?
April 9, 2020**

- 00:18:25 Judy Wernette: It usually happens when someone is using both phone and computer audio. They need to turn the sound on their computer off.
- 00:20:07 Sarah Dysinger: Welcome to the AFP GDC discussion, Can Planned Giving Help Calm Concerned Donors? Please visit covid19.afpdet.org to sign in for today's discussion. 1 CE credit towards your CFRE will be awarded to everyone who registers for today's discussion.
- 00:52:33 Katrina Klaphake: Are private foundations more vulnerable to the market or economy right now? We have a major donor who pledged last fall, but hasn't fulfilled the donation yet.
- 00:55:34 Katrina Klaphake: yes
- 00:55:41 Katrina Klaphake: thank you!
- 00:55:46 sarah mccallum: We are sending an eblast/newsletter to our legacy donors letting them know we are thinking of them and are here to assist and provide them with info on the CARES Act, for instance. Any suggestions on verbiage for that eblast?
- 00:56:39 Stephanie Maurice: Can you talk a bit about framing these conversations in a way that does not exacerbate currently heightened fears of mortality? That's the tension I'm struggling with
- 00:59:08 PaulaD: I was getting ready to do a push for new Legacy Society members - should I wait? Put a stronger focus on CGAs? Other ideas would be lovely. Thank you!
- 01:03:50 NBraxton: Is this a good time to start a new legacy society? If so, what are some good tips you recommend for us to kick start planned giving during this time?
- 01:07:12 NBraxton: Thank you! That is excellent advice.
- 01:08:57 Katrina Klaphake: could you write that in the chat?
- 01:09:06 chriss: Who does the administration of your CGA's?
- 01:09:10 Katrina Klaphake: yest
- 01:09:25 Sarah Dysinger: covid19.afpdet.org to register
- 01:09:27 Katrina Klaphake: thanks
- 01:10:32 Sarah Dysinger: I will email the slides and CE credit out to all who register at that link. If you have any questions you can email info@afpdet.org Thank you all for attending! Don't forget the Town Hall @ 2 pm on this same call in info
- 01:11:28 cliddy: Thank you!

01:11:35 NBraxton: Thank you!!
01:11:39 WendyH: Thank you!
01:11:47 Sherie Veramay: Thank you so much!