

Schoolcraft College Foundation

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SAVVY LIVING

By: Jim Miller

Dear Savvy Living,

It seems like senior discounts have been dwindling over the past few years. What's the best way to find them?

— Penny Pincher

Dear Penny,

One of the perks of growing older in the U.S. is the many discounts that are still available to seniors. While the recession has caused many companies to cut back or eliminate their senior discount programs, there are still plenty of good deals out there. Here are some tips and tools to help you find them.

JUST ASK

The first thing to know is that not all businesses advertise it, but many give senior discounts just for asking — so don't ever be shy or embarrassed to ask. You also need to know that some discounts are available as soon as you turn 50, while others may not kick in until you turn 55, 60, 62 or 65. Here are some other tips that can help you find the best deals and discounts.

WEB SEARCH

The single best resource for finding senior discounts is SeniorDiscounts.com, a savvy resource that lists more than 150,000 businesses offering senior breaks on a wide variety of products and services like airlines,

car rentals, travel, recreation, local transportation, shopping, restaurants, hotels, state and national parks, medical services, pharmacies and museums. For an annual fee of \$8 you can find discounts by the city, state, or zip code, or by the category you're interested in. Or for \$13 you can find and get discounts through their members-only club, and receive a printed copy of their *Senior Discounts Guide* to boot.

JOIN A CLUB

Another avenue to senior discounts is through clubs and organizations. American Association of Retired Persons, AARP (www.aarp.org, 888-687-2277), offers its members (age 50 and older) a wide variety of discounts through affiliate

businesses. Annual AARP membership is \$16. There are other groups you may not think about or be familiar with such as The Seniors Coalition, www.senior.org, an education and advocacy organization that provides discounts to its more than 4 million members. You can join at any age for \$13.50. If you're a current, former or retired federal employee, you can get discounts by joining the National Association of Active and Retired Federal Employees (NARFE), at www.narfe.org, or by calling 800-627-3394. Also consider AAA, www.aaa.com. While you don't have to be a senior to join, AAA provides a variety of travel and shopping discounts to go along with their emergency roadside services.

THE SCHOOLCRAFT LEGACY

Spring 2011



Alumni 's lasting gift

CHARITABLE GIFT ANNUITIES

When Marcia (Wright) Scarbrough graduated from high school in 1977, she had no idea what to do with her life. With her mother widowed, she was eligible for a special scholarship and decided to carpool daily to Schoolcraft College with two neighbors, with the hope that she would find direction for her life. "Schoolcraft gave children of widows money to go to college," Scarbrough remembers. "They helped me out. When I graduated high school, I didn't think I had a future at all."

She credits Schoolcraft with making her the person she is today. "When I was 18, I was so scared thinking about what I would do with my life. Up to that point, my only job had been babysitting."

"Schoolcraft was a very nice change from high school, not a popularity contest. Everyone was there to learn. The teachers really cared about you as a person and took their time."

Scarbrough really matured at Schoolcraft, "I even got my first job at Schoolcraft, at the library." She admits, however, that she didn't decide what to do with her life until shortly after she graduated with her associate degree in general studies

in 1981. She decided to use her degree from Schoolcraft to secure a physical therapy job as a nursing aid in Detroit.

Working in the physical therapy field opened her eyes. "You see people who are handicapped and can't walk and you realize what a gift it is to be able to walk," says Scarbrough. She fell in love with her job and decided to pursue a degree in physical therapy. She graduated from a physical therapy assistant program in 1988. "All my classes transferred from Schoolcraft," says Scarbrough. "I think Schoolcraft helped me to transition to a career. They gave me what it took to get a good start."

The Waterford, Michigan resident knows her life would be much different if she hadn't chosen Schoolcraft College. Remembering her own struggles, she wanted to help current students find their path in a similar manner, so she called Schoolcraft Director of Development A. Reginald Best, Jr. to set up a donation using a gift annuity.

The gift annuity will pay Scarbrough a fixed income over a specified period. A portion of the payments she receives are considered to be a

tax-free return of her gift. The gift annuity is backed by the Schoolcraft College Foundation's assets, and the payments she receives are determined by standards set by the American Council on Gift Annuities. "The interest rates used to compute the payments made under the gift annuity are very competitive," says Best. "The gift annuity combines an income for the donor with the ability to provide a lasting gift to benefit the college." The Foundation retains any portion of the gift remaining after Scarbrough receives her payments.

"My grandmother created a scholarship fund. She was a volunteer for 20 years. I gave to her scholarship every year, but decided it was time to start one of my own. Reginald made it very fun and easy, very honest," says Scarbrough. "It's a good way to give back to the college because they're the ones who gave me a start. It helps the students out. Some people need a little extra help. My hope is that current Schoolcraft students will use the money to better themselves."

The Inspired Desire to Retire Higher

Retirement is not what it used to be. Gone are the days of gold watches when retirement meant endless days of shuffleboard and green benches in the park. Now retirement means tennis lessons, European travel and adventure cruises. You can plan today to make all this possible tomorrow.

It is more a continuation of what we are already doing. Perhaps the best way to plan for retirement is not to consider it a far off event, but rather something we can do here and now to make our lives better there and then.

Fund a deferred gift annuity. Like an "immediate" gift annuity, a deferred gift annuity will give you an income tax deduction, capital gains benefits, and dependable, fixed payments for life. However, with a deferred gift annuity, you choose the start date. It could be one year from now, or ten, or forty. You choose. The longer the delay (or deferral period), the higher your payment rate will be and the higher your income tax deduction will be, too.

Sample Gift Annuity Rates

AGE	RATE
60	5.0%
65	5.3%
70	5.7%
75	6.3%
80	7.1%
85	8.1%
90	9.5%

Which of the following will not change in the next five years?

- a). The economy
- b). Real estate prices
- c). Gasoline prices
- d). Your charitable gift annuity

Answer:

d). Your charitable gift annuity.

While the economy, real estate and gasoline prices are all guaranteed to change, you can count on your gift annuity not changing for as long as you live.

Want to test a deferred gift annuity?

Try a \$20,000 gift annuity this year and defer it for 15 years.

If you like it, fund another one next year for \$20,000 and defer it 15 years.

That way not only can you test the water a little at a time, but you can also look forward to a stream of payments that will increase the next year.

Contact us to discuss how a gift annuity with the Schoolcraft College Foundation can benefit you and our students. Call A. Reginald Best at 734-462-4455 today.

What if there is a way of giving one gift to two people and both are happy as a result? What if you could do this and also get something back? There is a way.

A Gift of Love

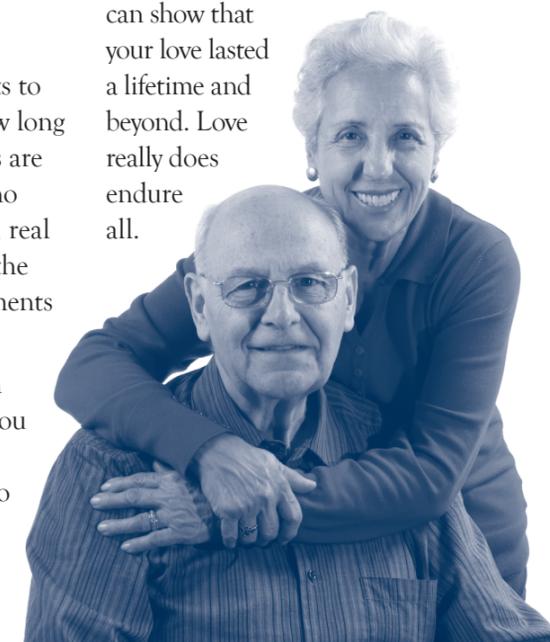
Consider setting up a gift annuity for a loved one to secure their future. It can be set up during life or at death. There may be gift or estate tax consequences, but tax savings from the charitable deduction may partially or fully offset these transfer taxes. This is a great way to benefit another person with a secure, fixed income for life.

Ralph Waldo Emerson once said, "The only gift is a portion of thyself." Who in your life needs a little gift from you? With all the uncertainty, troubles and tribulations in the world, one of the best things we can do for a loved one is to give the gift of security. Find this with a charitable gift annuity. You can fund a gift annuity with the Schoolcraft College Foundation that will provide a lifetime of payments to your loved one no matter how long he or she lives. The payments are fixed and will never change no matter how the stock market, real estate or any other aspect of the economy performs. The payments continue for life.

The payment rate is based on your loved one's age. When you fund a gift annuity to benefit someone else, you will have to consider gift tax calculations. However, any gift tax may be

offset by the income tax deduction you will receive. When you fund a gift annuity you will have the satisfaction of knowing that you will care for your loved one for as long as he or she lives. You will also know that after a lifetime of payments the gift annuity will be used for the benefit of Schoolcraft College students and as a legacy to you and to your loved one.

While Emerson was right about the importance of giving, he was wrong about one thing. You really don't have to give up something to show love. You can also establish a gift annuity for a loved one in your will. When you die, your will can specify the amount and the person and the payments can begin then. Your legacy can show that your love lasted a lifetime and beyond. Love really does endure all.



Want to surprise your loved one?

Whether you are giving a loved one a gift annuity now or in your will, they do not need to know of your generosity until you want them to know. If you are doing it now, we will only need his or her name and date of birth to get started! We can even let you deliver the news of the first payment if you want.

Online Reading

To learn more about ways you can leave a gift of love, visit us at www.schoolcraft.edu/foundation

A fifty-year-old who funds a gift annuity for \$10,000 today and delays the payments can look forward to the following payments depending on when they start:

2020	\$200 (8%)
2025	\$260 (10.4%)
2030	\$345 (13.8%)

Note that payments remain the same for life and a higher payment also includes a higher income tax deduction this year. There are other benefits too. Please call us at 734-462-4455 for more information.