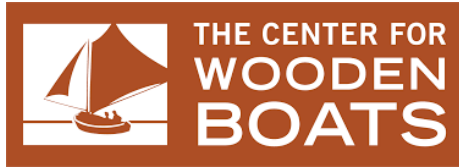


A group of five young professionals are gathered around a table in a modern office setting. One woman stands in the center, gesturing while speaking to the others who are seated. The table is cluttered with papers, a laptop, and coffee cups. The background shows a bright, open-plan office with large windows and wooden accents.

# Millennials: Next Generation of Planned Giving Professionals

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- Sarah Szabo, CFRE, CAP® Planned Giving Officer at The Museum of Flight
- Grayson Chester, J.D., Associate Attorney at Holmquist + Gardiner, PLLC
- Samantha Dittman, Client Strategist at BNY Mellon
- Rebekah Stanley, CPA, J.D., Tax Senior Manager at Deloitte

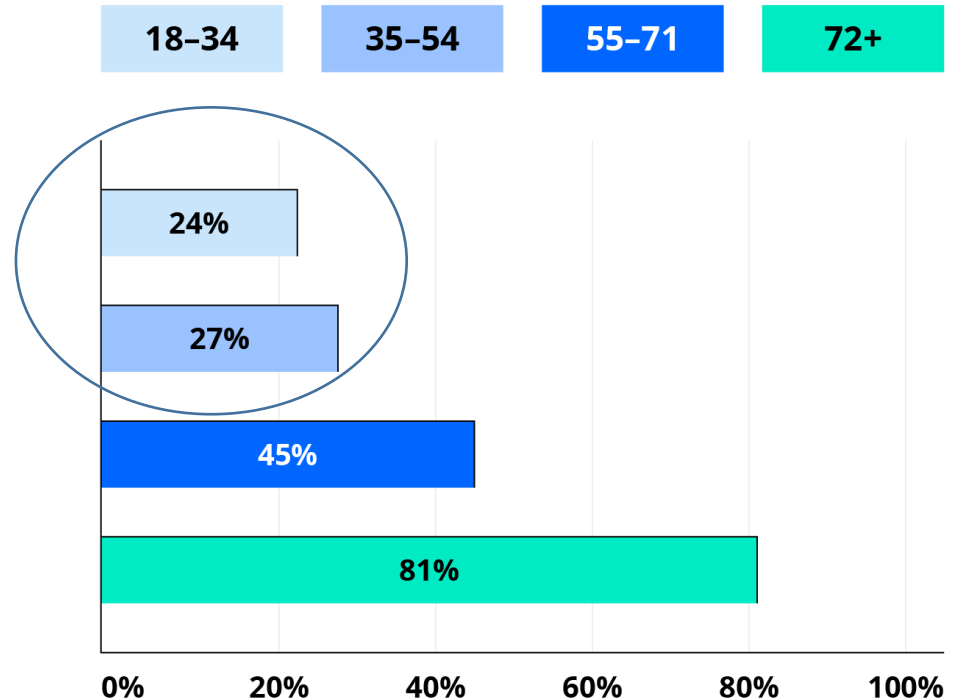


WASHINGTON STATE  
**OPPORTUNITY**  
SCHOLARSHIP

# Who are Millennials?

- Born between 1981-1996
- Ages: 27-42
- Mid Career

## What's the Most Common Age to Have a Will?



# Planned Giving Myths

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- Too Technical and Time-Consuming
- Only for the Wealthy
- Only for the Old
- You need to be an expert



# Organizational Barriers

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- Can't wait around
- We aren't going to get them
- Planned Giving hurts Annual Fund
- Awkward Conversation
- Fight for Assets



Resources  
and  
Community



<https://www.leave10.org/>



<https://www.spanseattle.org/>

# Where to Start



# Panelists

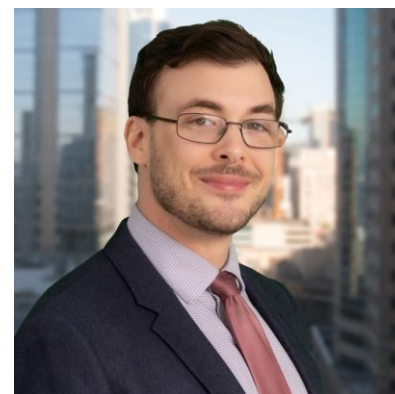
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# Reach Out

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