



# LIVING WATER

*A Quarterly Newsletter from WaterStone*

## WaterStone Facilitates C.S. Lewis' Enduring Legacy

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## Leadership

Ken Harrison  
CHIEF EXECUTIVE OFFICER

John Mulder  
CHIEF GENEROSITY ADVISOR

Rick von Gnechten  
CHIEF OPERATING OFFICER

## About

WaterStone is a Christian foundation that comes alongside givers, advisors and ministries to provide trusted counsel and innovative giving strategies. Since 1980, we have assisted our clients in developing comprehensive plans for sharing their resources with ministries and organizations to fulfill their charitable intent.

Our expertise is working with business owners and stewards of family wealth to unlock the giving potential of their non-cash assets like real estate, business interests, oil and gas and agricultural commodities. Through WaterStone, families can multiply their giving impact for the Kingdom, minimize taxes and heighten the joy of generosity.

## Learn More

Visit [WaterStone.org](http://WaterStone.org) or call our offices at 719.447.4620.

## By the Numbers

**\$950 MILLION**  
*Assets Under Advisement*

**\$1 BILLION**  
*Complex Assets Contributions*

**\$2 BILLION**  
*in Contributions*

**7500+**  
*Charities Supported*

**\$2 MILLION+**  
*Weekly in Grants*

**\$1 BILLION**  
*Given in Grants*



## Redeeming Money with Kingdom Advisors

Christian financial advisors walk a difficult and, at times, lonely road. The world's priorities are often so different from God's, and those differences can be treacherous for financial advisors to navigate.

At WaterStone, we work alongside financial advisors every day. In our work together, our goal is to support, simplify, and help advisors expand what benefits they can offer their clients in terms of charitable giving. It's a collaborative working relationship—and we're grateful for the many financial advisors whose names and faces are familiar at our office.

That's why we were so excited to attend this year's Kingdom Advisors' Redeeming Money conference. Kingdom Advisors is designed to offer biblically wise advice, training, and community for financial professionals. Their focus and mission aligns with WaterStone's vision for faith-driven charitable stewardship, and so provides a great opportunity to connect with more like-minded advisors.

This year, we hosted a booth and had an amazing time connecting with financial advisors. These professionals came from every corner of the United States, but they're all seeking to transform assets into living water to advance what matters most.

If you're a donor—please know that we'd love for you to introduce us to your financial advisor. Our services are unique, to the point that many advisors are surprised at the multitude of ways we can help them. Our approach allows advisors to continue to help manage their clients' charitable giving while accessing more unique and effective giving strategies that would otherwise be prohibitive or inaccessible.

At the end of the day, we are here to provide fuel to the fire for donors and charities making an eternal difference. If you're a financial advisor wondering about the best ways to maximize the impact of your client's wealth and non-traditional assets, give us a call. We'd love to speak with you.



COVER STORY

A red-tiled English cottage surrounded by roses may have looked like many others that dotted the English countryside in the middle of the 20th century, except this one housed fauns—and lions, mice, and stone tables.

## WaterStone Facilitates C.S. Lewis's Enduring Legacy in The Kilns

### How WaterStone Can Help With Anonymous Giving

Lewis's home in Oxford, known as "The Kilns," was without question a great source of inspiration for one of the greatest writers, philosophers, and theologians of the 20th century. It was here that Lewis imagined and wrote many of his famous works, including *The Chronicles of Narnia*, *Mere Christianity*, *The Screwtape Letters*, and *Surprised by Joy*. Even today, in the year that marks the 60th anniversary of Lewis's passing, these works continue to inspire and bring readers of all ages closer to Christ.

But Lewis's legacy remains not only in his published work. The Kilns has become a place of hospitality, study, reflection, and learned conversation between Christian scholars, artists, and laity—and WaterStone is proud to have had a hand in making this happen.

Following Lewis' death, The Kilns fell into a state of disrepair. Fortunately, in 1993, the home came under the control of the C.S. Lewis Foundation, which slowly began efforts to restore the place where Lewis wrote many of his most famous works.

Through the generosity of one of our donors, WaterStone was instrumental in assisting the Foundation to restore and furnish The Kilns. Today, these improvements allow this historical home to function as a conference and Christian study center, where the Foundation offers visitors three ways to experience The Kilns.

Throughout the year, The Kilns is home to a small, intentional Christian community of visiting scholars and advanced graduate

students, all engaged in some aspect of research and study at Oxford University.

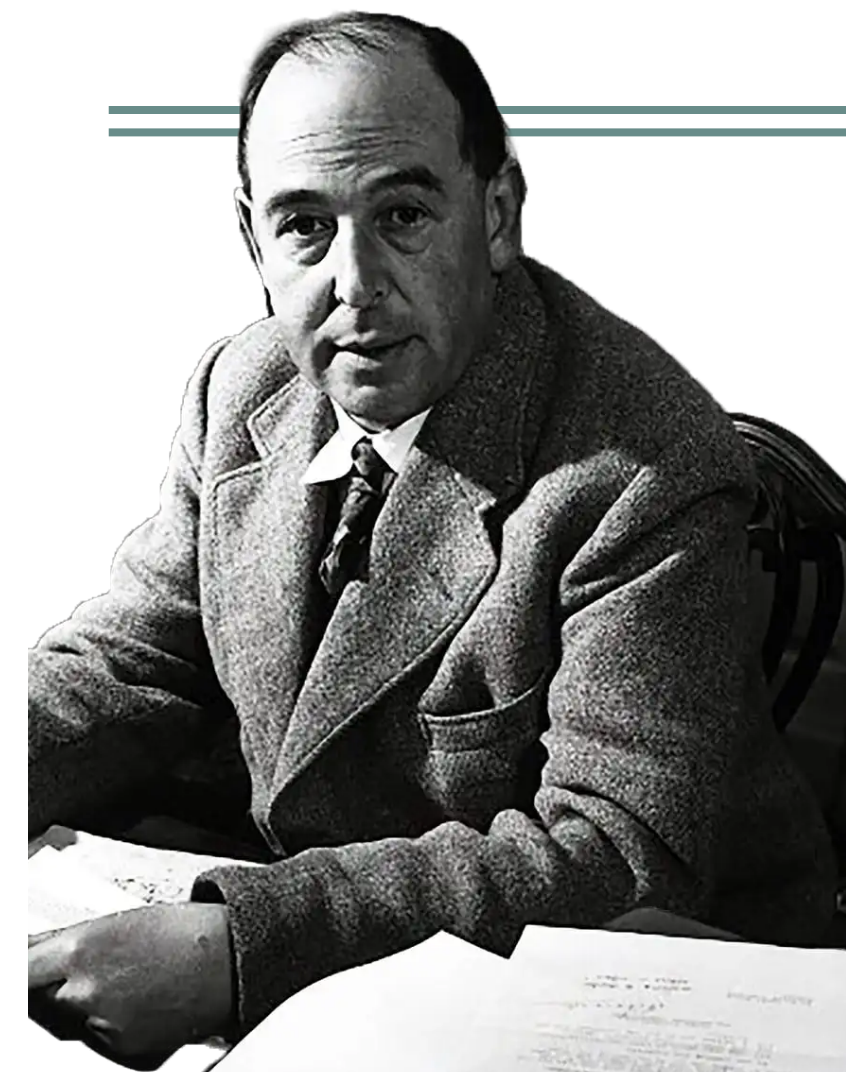
The C.S. Lewis Study Centre at The Kilns also offers Summer Seminar programs, which it launched in 2001. These seminars host a weekly group of participants, who stay at a nearby bed and breakfast and study each day at The Kilns with a Lewis scholar. They are led in an engaging exploration of the essential themes of Lewis' writings and life, which offers yet another way Lewis's legacy lives on in the next generation.

Finally, while the home is primarily a place of quiet study and hospitality, visitors can usually arrange to explore The Kilns in pre-scheduled tours. These tours offer visitors a unique, intimate glimpse into the places and scenes that inspired Lewis to write his most beloved books.

This was all made possible, in part, by a generous WaterStone donor who took advantage of anonymous giving through a Giving Fund. This person had a heart for Lewis's work and legacy, but they did not want their identity to be known. Giving via a WaterStone Giving Fund allowed them to keep their identity completely private, and their donation has helped the thousands of Lewis fans and scholars who have benefitted from The Kilns since its re-opening in 2002.

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Through the generosity of one of our donors, WaterStone was instrumental in...[restoring and furnishing] the Kilns.”



C. S. Lewis.

If you want to set up your own Giving Fund to give anonymously, get in touch with the WaterStone Giving Strategies team today!

## Gifts of Real Estate

When it comes to real estate, most people only know that selling property exposes the seller to capital gains taxes.

What if we told you there's a way to transfer real estate that bypasses capital gains, generates an immediate charitable deduction, and provides a lifetime income stream? This may sound too good to be true, but it's actually a tool WaterStone uses frequently to serve our donors.

By giving real estate directly to a **WaterStone Charitable Remainder Trust**—instead of selling it first and donating the proceeds—donors can access these unique benefits.

The best part? Our WaterStone advisors will walk you through the entire process from start to finish.

**Here's how it works:** First, you'll establish a Charitable Remainder Trust (CRT) with yourself or others designated as lifetime income recipients. You can then donate your property to receive an immediate partial tax deduction based on the property's value. Once the property has been sold, you'll receive a lifetime income stream, which as you can see from our case study illustration, could potentially be higher than the income stream the property generated while you owned it. At the end of the term of the trust, the remainder is given to charity.

This giving strategy serves donors by providing simplification, lifetime income, and the opportunity to bypass capital gains—all while fueling charities and their meaningful work.

### What Types of Real Estate Can be Given to a Charitable Remainder Trust?

Charitable Remainder Trusts are powerful giving vehicles that we're delighted to offer to our donors. Virtually any type of property can be given, and you can make an outright or a partial gift:

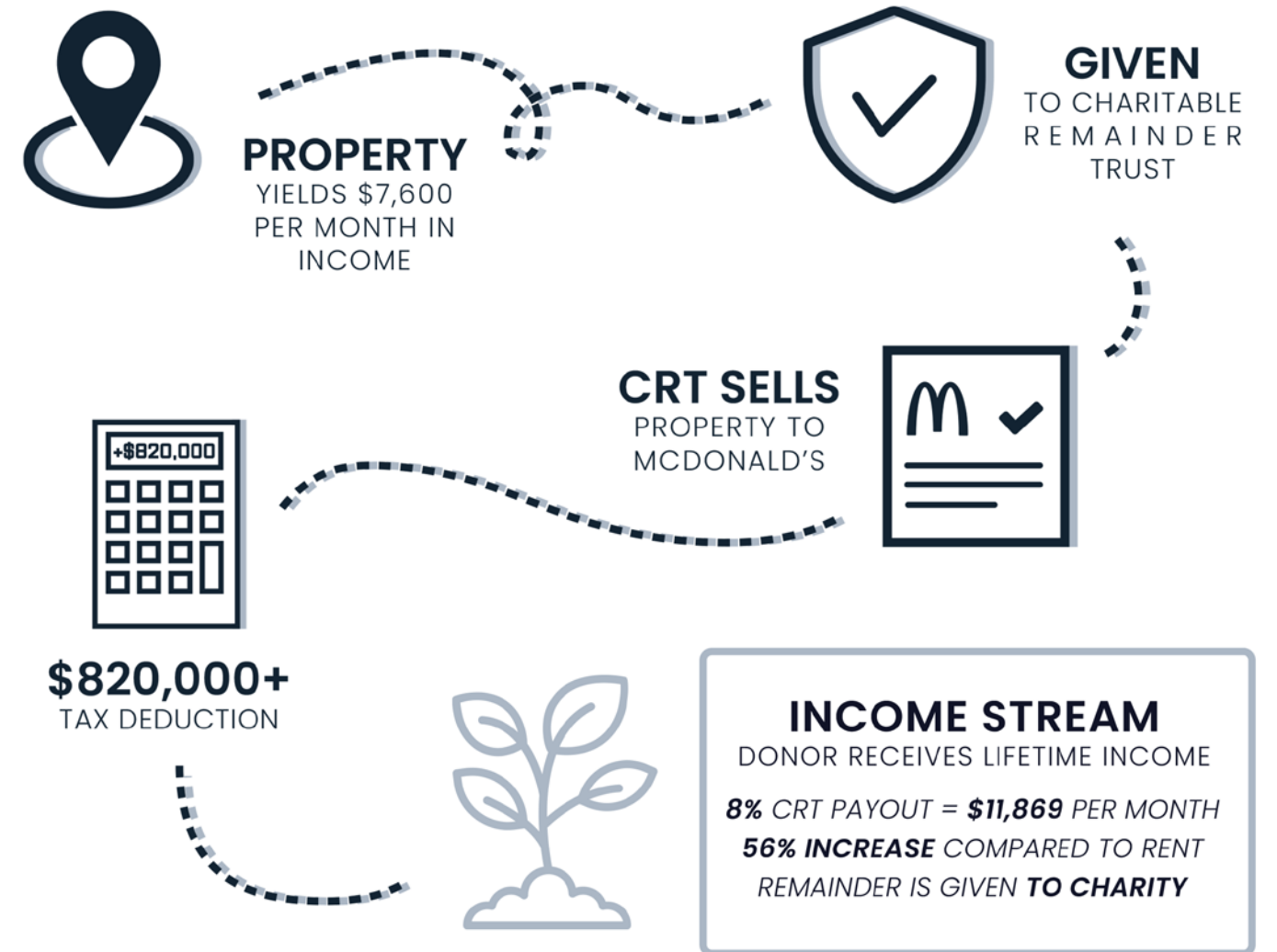
- Commercial Property (Such as office, retail, or income-producing rentals)
- Residential Property (including second homes/vacation properties)
- Land

Charitable Remainder Trusts are also an effective way to donate gifts of assets beyond real estate—such as agriculture and oil and gas. (Each asset type is unique, however, and comes with its own stipulations. Our team is trained with the knowledge and experience to navigate this complexity, though, so you don't have to.)

Cash is only one of many types of assets you can give through WaterStone. We pride ourselves in helping givers transform every type of asset, including real estate, into living water to advance important causes with vital community impact. If you're interested in giving real property, get in touch with our Giving Strategies team today!

## A REAL-LIFE CASE STUDY | Charitable Remainder Trust

This case study centers on a real WaterStone donor, who owned property which they leased to a McDonald's franchise for \$7,600 (or \$91,200 per year). WaterStone's Charitable Remainder Trust (CRT) offered a guaranteed monthly income stream and a simplified retirement process.



- If the donors would have sold the property outright to McDonald's, they would have paid an estimated \$600,000+ in capital gains tax.
- If the donors had kept the property, their heirs would have faced splitting the property (and possibly going through probate).



While the donors owned their property, their financial advisor did not manage the \$2 million McDonald's lease. But now under a CRT, the \$1.8 million trust is added to their financial advisor's assets under advisement.



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## *A Letter from Ken's Desk*

After my experience in leadership at one of the largest real estate companies in the world, I thought I understood the value of real estate. Homes, commercial buildings, and properties can be a tremendous way to grow wealth, and I witnessed many investors do just that.

However, my time as WaterStone CEO has shown me that real estate can also be leveraged to further the Kingdom. It can make a person wealthy, but not in the way the world measures wealth. Instead, I've seen countless WaterStone donors use their real estate to build treasure in Heaven—where moths do not destroy and thieves do not break in and steal.

I'm proud to have been a part of that service, and I know that if you decide to transform your real estate into living water, you'll never regret your decision. Check out the articles in this newsletter for inspiring stories and helpful advice about how real estate has been used to make an impact for His glory on earth.

Gratefully, KEN HARRISON



Matthew 6:19-21 | *Do not store up for yourselves treasures on earth, where moths and vermin destroy, and where thieves break in and steal. But store up for yourselves treasures in heaven, where moths and vermin do not destroy, and where thieves do not break in and steal. For where your treasure is, there your heart will be also.*