Daylight Advisors

A Contemporary Case Study: Legacy, Culture, and Gift Planning

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Acknowledgments

This case study was written by Cris Chaparro Lutz, CSPG®, CAP®. Cris is the Assistant Vice President of Gift Planning at The Huntington Library, Art Museum, and Botanical Gardens, where she also served as Chair of the Diversity, Equity, and Inclusion Committee.

She is the President- Elect of the Los Angeles Council of Charitable Gift Planners (LACGP) and has served on the board of directors of the American Council on Gift Annuities (ACGA). Cris earned her master's degree in psychology from California State University, Fullerton, and bachelor's degrees in art history and social science from the University of California, Irvine.

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Agenda

- Understand how our cultural background influences how we think about legacy
- Discuss how culture shows up in estate, financial, and philanthropic planning
- Break
- Case Study

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Breakout #1: How does our cultural background influence how we think about legacy?

- Introduce yourself
- Think of rituals/traditions you/family practice that you cherish
  - How have you passed this on to the next generation?
  - How has the practice changed over time?
- Please share with the group
  - Do you see any similarities or differences with each other's examples?

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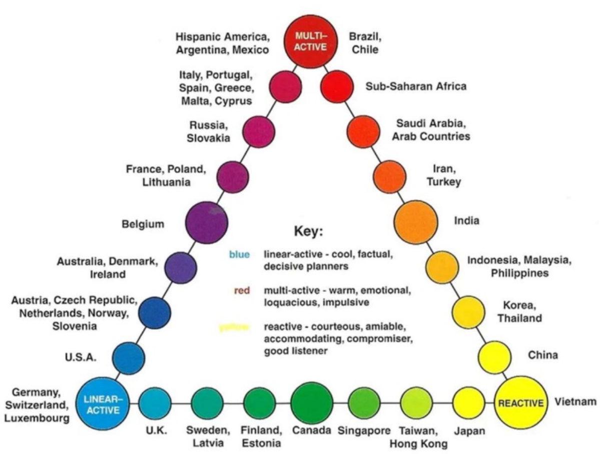
Lewis Model: Dimensions of Behavior



Source: Richard Lewis, Dimensions of Behavior, 2015

Linear-Active	Multi-Active	Reactive
Polite but direct	Emotional	Polite, indirect
Confronts with logic	Confronts emotionally	Never confronts
Sticks to facts	Feelings before facts	Statements are promises
Limited body language	Unlimited body language	Subtle body language
Dislikes losing face	Has good excuses	Must not lose face
Respects officialdom	Seeks out key person	Uses connections
Separate the social and professional	Mixes the social and professional	Connects the social and professional
Truth before diplomacy	Flexible truth	Diplomacy over truth

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Breakout #2: How does culture show up in estate, financial, and philanthropic planning?

- Introduce yourself
- Think of examples/experiences you had with a client/donor that required a greater understanding of their culture
- Please share with the group
  - Do you see any similarities or differences with each other's examples?

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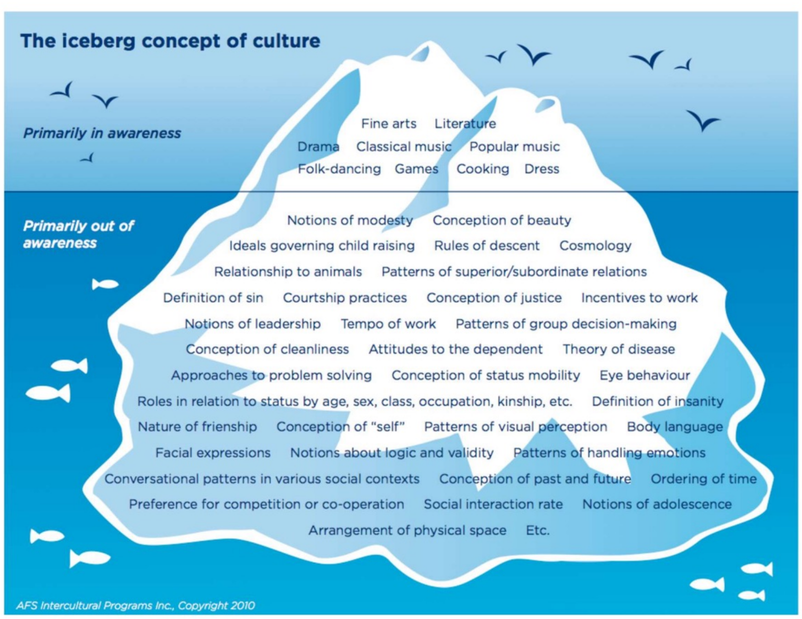

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Cultural Dexterity

- Cultural competency: one nation, ethnic, geographic group
- Cultural agility: action oriented, *doing*
- Cultural dexterity: combination of cultural knowledge, emotional intelligence, and interpersonal skills that can be adapted in any cross-cultural context; *being*

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David Figueroa and Isaac Nieto: Love & Legacy in a Second-Generation Latin X Family

In the Figueroa - Nieto case, we meet a successful LatinX family with deep connections to their heritage and the arts. They support their aging parents and are raising two daughters while navigating the effects of systemic racism in their histories and daily lives.

Source: The Figueroa Nieto Family Case Study, The American College of Financial Services, 2023

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Learning Objectives

- Understand how our cultural background influences how we think about legacy
- Discuss how culture shows up in estate, financial, and philanthropic planning
- Identify key concerns for an LGBTQ couple with growing daughters and aging parents.
- Describe options that will allow the couple to meet their obligations to family and community while planning for retirement.
- Consider how the couple's experiences—both as second-generation immigrants and as LGBTQ fathers—may have shaped their financial and philanthropic journeys.

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Questions

Getting Started:

- What would your role be if David and Isaac became your clients/donors?
- What would your goals be for the first meeting?

Financial and Estate Planning:

- What financial issues should David and Isaac address in the short-term? Long-term?
- What estate planning issues do they need to address?
- What are some of the potential opportunities and challenges with Costa Columbia?

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Questions

Family Relations:

- What financial and philanthropic concerns might David and Isaac have regarding their daughters? Their parents?
- What potential financial and estate planning concerns might they have regarding their extended family?

Giving:

- What drives David and Isaac's giving?
- What charitable tools or approaches would you recommend? Which of these would you prioritize? Why?
- What plan would you put in place to thank them for their generosity?

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Daylight Advisors is a global professional development platform where advisors can find the knowledge, ideas, and community to support their passion for growth, service, and philanthropic outcomes. By lighting the way for new approaches, we accelerate and democratize who acts for social impact, how, and with whom.

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