

Your Planned Giving Office

Cost Comparison Outsourcing vs. Hiring Staff

Your Planned Giving Office

Monthly fee: \$750, which includes six hours of support each month. Additional monthly hours are available each month at a reduced rate, if you need them.

TOTAL COST: \$9,000/year

Service includes: Initial Planned Gift Marketing Plan, guidance with marketing activities, gift annuity set-up, policies and procedures, on going coaching, and technical support with all planned gift inquiries and cases, including gift design and consultation with donor's advisors.

**\$9,000 a year
OR
\$135,700 a year?**

Full-time Planned Giving Staff

Base Salary	\$ 95,000.00
Benefits (20%)	19,000.00
Clerical Support	12,000.00
Prof. Dues/CE	2,500.00
Expenses	2,400.00
Computer	1,500.00
Office Equip	1,500.00
Software	1,200.00
Publications	600.00
TOTAL	135,700.00

TOTAL COST: \$135,700/year

Note: This is a bare bones budget, with minimal travel expenses. Salary is average for a skilled, experienced planned giving officer, based on several salary studies conducted in 2007-2008.

You can get started in planned giving without the enormous expense of hiring a full-time expert on your own staff.



Services are provided through Florida Philanthropic Advisors, LLC, a registered fund raising consultant in the State of Florida. These services are personally provided and supervised by John Elbare, MBA, CFP®, Principal, with over 20 years experience with planned gift development and design.

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