



L I M E

LEGACY & IN MEMORY (EAST)

**WELCOME TO OUR
QUARTERLY MEETING
11 JUNE 2018**

HOUSEKEEPING
FIRE ALARM
FACILITIES
NOISE



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INTRODUCTIONS

INTRODUCTIONS (CONTINUED)

(photo of Baby Ison)



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COMING SOON!

2018

- 11 JUNE
Kate Jenkinson
In Memory Insight
Karl Dembicki
Buckles Solicitors
- 17 SEPT
Meg Abdy
Legacy Foresight
Jonathan Davies
Online Book Company
- 10 DEC
Institute of Legacy
Management

2019

- 4 MARCH
National Free Wills
Network
- 10 JUNE
Legacy Link/Voice
- 16 SEPT
Remember a Charity
- 9 DEC
Much Loved



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TODAY'S AGENDA

11:00	Welcome, Housekeeping, Introductions	Michael Clarke
11:10	Open forum discussion: Forecasting & budgeting for legacies	Nick Duncan
11:30	Will writing & estate admin in practice - the charity perspective	Karl Dembicki Buckles Solicitors
12:00	Questions for Karl	
12:15	Lunch & Networking	
12:45	In-Memory - an overview	Kate Jenkinson In Memory Insight
13:25	Questions for Kate	
13:40	Open forum discussion: Recognising legacies	Rebecca Baguley
13:50	Overview, wrap up and next meeting	Michael Clarke
14:00	Close	



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FEEDBACK & CONSENT

EVALUATION SHEET

TODAY'S TOPICS

SPEAKERS/TOPICS FOR FUTURE MEETINGS

LEGACY EAST ACTIVITIES

CONSENT FORM

EMAIL SHARING

USE OF IMAGES



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Welcome to LIME

LIME is a not-for-profit organisation which aims to bring together Legacy and In Memory charity professionals in the East of England.
Based just outside Cambridge we run quarterly meetings for all Charity Legacy Officers and In-Memory specialists in the East of England and beyond.

<http://legacyeast.org>

OPEN FORUM:

“LEGACY AND IN MEMORY BUDGETING AND TARGET-SETTING AREN’T WORTH THE PAPER THEY’RE PRINTED ON. HOW CAN YOU BUDGET FOR WHAT ARE, ESSENTIALLY, LOTTERY WINS?”

DISCUSS...



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OPEN FORUM

Annual legacy income target

- In advance of each financial year the annual legacy target will be reviewed.
- The target will be no greater than the average legacy income for the last 5 years (including the current year) less any material (over £500k from one estate) one offs.
- The target may be adjusted if there are known factors that will affect the income for the budget year.

2018/19 target: £875,000



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OPEN FORUM

11 In order to discern underlying trends in the value of legacy receipts, one must set aside legacies individually valued at £100,000 or greater, which account for only 5.6% of all legacies received but 56% of the total value received (column refs C & D). The remaining 94.4% of legacies, which account for 44% of the total value received (column refs E & F), are the “core” legacies which provide a stable basis for determining underlying trends.]

**Result: target reduced from
£850,000 to £407,000...**



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OPEN FORUM

AND IF THE FORECASTS ARE
WRONG...? AVOIDING THE
“MICHAEL FISH EFFECT”



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OPEN FORUM

**LEGACY INCOME RECOGNITION
UNDER FRS102 / SORP2015
- A TOPIC FOR ANOTHER DAY...?**



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KARL DEMBICKI

PARTNER, BUCKLES SOLICITORS
PRESIDENT, CAMBRIDGESHIRE &
DISTRICT LAW SOCIETY



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DON'T FORGET!

EVALUATION SHEET

CONSENT FORM

NEXT MEETING 17 SEPTEMBER 2018

Meg Abdy - Legacy Foresight

Jonathan Davies - Online Book Company



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**SAFE JOURNEY
SEE YOU NEXT TIME!**