



Foundation

November, 2011 – Issue 11

The Advisors' Resource

A PROFESSIONAL ADVISOR RESOURCE TO BENEFIT HEALTH CARE IN OUR REGION

Grateful Patient Pays it Forward



Roger D. Ali, MBA, CFRE
 Vice-President,
 Integrated Planned Giving
 905-521-2100 Ext. 65707
 aliroger@hhsc.ca



Gena Dureault
 Senior Legacy Giving Officer
 905-521-2100 Ext. 44600
 dureault@hhsc.ca



Marla Nasello Smith
 Legacy & Major Gifts
 Development Officer
 905-521-2100 Ext. 66382
 nasello@hhsc.ca



Robert Clarke, Vice
 President & Investment
 Advisor, RBC Dominion
 Securities

Traditionally the Clarke family had enjoyed the holidays in Collingwood until the dreadful year when Mr. Clarke began to experience severe abdominal pains. Though he sought medical treatment locally, the problem was unclear and he was prescribed pain medication and given a suggested diagnosis of diverticulitis.

Unable to enjoy his vacation, Mr. Clarke and his family returned home where, once again, he returned to hospital in unbearable pain. His condition continued to deteriorate and it soon became apparent the situation was very serious. Subsequent diagnostic testing revealed the issue was in fact ischemia, a blockage in the arteries feeding his lower intestine. Almost instantly upon diagnosis, Mr. Clarke was transferred by ambulance to Hamilton General Hospital where he learned the situation was grave. He required emergency surgery and, while the survival rate was low and there was no guarantee that it would be effective, it was his only option.

Following his recovery, Mr. Clarke learned that Dr. Samir Faidi had performed a radical technique where he removed the diseased portion of the bowel and 'left him open' for 24 hours, in the event it was necessary to remove more. If further surgery was needed, there was significant concern he would require a colostomy bag and be restricted to a liquid diet for the rest of his life. Thankfully, the operation was a success and Mr. Clarke has made a full recovery and is once again leading a normal life.

Throughout the entire process, Dr. Faidi and his staff made sure that Mrs. Clarke and their children were communicated with regularly, taking particular care to explain what was done, what he planned to do and why so they felt included.

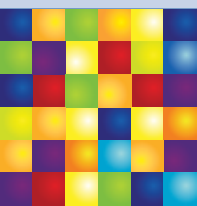
In appreciation of this exceptional care, Mr. Clarke and his family made a generous donation in support of Hamilton General Hospital to ensure the staff have the necessary tools to continue to perform these types of life-saving surgeries.

In speaking with your clients and exploring the topic of philanthropy, you might discover that they too have been impacted by Hamilton Health Sciences. As an advisor, you can help them achieve their philanthropic wishes through a gift to health care.

How to Raise the topic of Charitable Giving with Your Clients

Philanthropic planning is an important service that professional advisors can offer clients, yet many advisors are not comfortable initiating this topic of conversation. The following questions may assist you in engaging your clients on the benefits of charitable gift planning:

1. Would you like to maximize your tax savings, provide for your family's needs and help sustain the future of your community?
2. Do you currently support any charities, causes or community groups?
3. If so, which cause is most important to you?
4. Would you like to influence this cause?
5. Who or what experience had the most influence in your life?
6. Would you like to have that kind of influence on others?
7. Would you like to be remembered by leaving a legacy?



HEALTH CARE, TRANSFORMED.



The Legacy Circle honours people who share a commitment to the future of health care. These gifts support the hospitals and cancer centre of Hamilton Health Sciences, our patients, our researchers, and our health care teams.



Foundation

40 Wellington Street North
PO Box 739 LCD 1
Hamilton, ON L8N 3M8
905-522-3863
Charitable Reg#
131159543 RR0001



Disclaimer:

The information provided in this document is general in nature and not intended to be a substitute for professional or legal advice. The Foundation recommends donors who are planning a significant donation seek legal and/or financial planning advice.

Hamilton Health Sciences

A significant transformation is well underway at Hamilton Health Sciences.

Hamilton General Hospital is a regional centre of excellence specializing in cardiac and vascular care, neuroscience, trauma and burn treatment, stroke and rehabilitation. It is home to the state-of-the-art Dofasco Heart Investigation Unit; one of the province's few rooftop heliports; a Level 1 trauma centre and the second busiest burn unit in Ontario. Also located at the General site are the Regional Rehabilitation Centre and the David Braley Cardiac, Vascular and Stroke Research Institute.

Juravinski Hospital and Cancer Centre is a full-service general hospital offering excellence in cancer care and orthopedics. The combination of inpatient and outpatient programs supports one of the busiest and largest comprehensive cancer centres in Canada, including community-based oncology clinics in Brantford and Burlington. The site's primary focus is delivering a full spectrum of cancer care services, with programs ranging from prevention, screening and diagnosis to treatment including chemotherapy and the region's only radiation treatment program.

Home to the newly launched Escarpment Cancer Research Institute which is dedicated to improving the care for those affected by cancer through research and the pursuit of greater knowledge.

McMaster Children's Hospital is one of Canada's leading pediatric health care facilities and is the regional referral centre for children who are seriously ill, injured or require specialized services in south-central Ontario. With more than 180,000 patient visits a year, we provide a full range of specialized pediatric services including a dedicated emergency department, 40 outpatient clinics, the province's largest neonatal intensive care unit and the only pediatric trauma centre in the region. In addition, a range of specialized outpatient services operate at the Chedoke site, including autism, developmental pediatrics & rehabilitation, and mental health. It is also home to the CanChild Centre for Childhood Disability Research and the internationally renowned Offord Centre for Child Studies.

McMaster University Medical Centre (MUMC) delivers a wide range of women's health services including high-risk obstetrics and gynecology to patients throughout the region. It also serves as the home for a range of adult outpatient clinics and day surgery. The site hosts one of Canada's premier digestive disease programs which, in conjunction with McMaster University, conducts more digestive disease research than any other program in the country.

St. Peter's Hospital is a centre of excellence specializing in the delivery of complex care for adults with chronic illness. St. Peter's provides inpatient, outpatient, and community-based programs and services that focus on dementia, aging, palliative care and rehabilitation. It is also home to both the Centre for Healthy Aging and the Juravinski Research Centre for Studies in Aging. Both Centres house interdisciplinary teams focused on improving the quality of life for seniors today and tomorrow through an extensive research program through ambulatory clinics.

Make a Will Month – November

Sponsored by the Ontario Bar Association and the Law Society of Upper Canada, Make a Will Month is a province-wide initiative that aims to raise awareness about the importance of having a professionally prepared will.

With research showing that approximately half of Ontario residents do not have a will, it seems many people could use a reminder to take on this important task.

Thanks to some significant tax advantages, leaving a charitable bequest is becoming an increasingly popular option for those preparing their wills. For many, the process of crafting a will is a time to reflect on life's accomplishments and the type of legacy they want to leave. Encouraging your clients to include a planned gift into their will is a great way to help them achieve their philanthropic wishes, while at the same time ensuring their family is taken care of.

With your help we can ensure top-quality health care for patients across the region for generations to come. Using a holistic approach to charitable giving, advisors, fundraisers and clients can work together to structure gifts that meet the philanthropic and financial needs of the donor and the organization. To learn more, please visit www.hamiltonhealth.ca