Philanthropic Solutions for Private Art Collectors

On screen copy:
Philanthropic Solutions for Private Art Collectors

Ann Limberg:
We're talking with so many of our new clients about legacy and stewardship, and the arts continues to be front and center in terms of what they're funding.

On screen copy: Evan Beard
Art Services Executive

Evan Beard:
No definitely, a subsegment of that client base are big collectors, so many of them arts inclined. They're donating to their local museum, they're using their art collection to create liquidity and a lot of that goes into private philanthropy.

On screen copy:
Ann Limberg
Head of Philanthropic & Family Office Solutions

Ann Limberg:
It does. And they're setting up foundations and setting up donor advise fund vehicles as a means to not only support the arts, but expand from there.

Evan Beard:
We do a lot of deals at auction for our clients, and we're seeing more and more clients selling art to fund private operating foundations or family foundations and your team works a lot more broadly with them.

Ann Limberg:
We do, and we really think about our work in a few ways. Number one, helping people take what they aspire to and actually put a strategy around it and once that strategy is in place, we help them implement it and then longer term, we help them measure it and refine it to where they need to.

Evan Beard:
And it's so true on the art side as well, it's really about the legacy. Sometimes it's helping them transition the art to the next generation, selling the art, so they can do some strategic philanthropy, or in some cases, unlock capital from the art so they can get assets to the next generation. So no, it's so great that we can service this subsection of clients in creative ways.

Ann Limberg:
Absolutely.

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