2022 Monthly Webinar Topics

PG Calc Webinars bring the skill and experience of the industry's top practitioners to your home or office! PG Calc consultants and carefully selected guest presenters deliver the most up-to-date knowledge and insights on important gift planning topics. Each Webinar includes 60 minutes of formal presentation and 30 minutes of Q & A with the presenter, a 10-15 page paper, and a PDF of the slides. Learn more at www.pgcalc.com/education/webinars.

Presentation Title	Presenter(s)	Date
Gifts of IRA Assets and other Qualified Plans	Bill Laskin	1/27/2022
Should My Organization Have a Life Income Program?	Gary Pforzheimer	2/24/2022
Gifts of Business Interests	Aimee Griffin, *The Griffin Firm*	3/31/2022
Check Lists to Help Make the Gift Happen	Craig Wruck	4/28/2022
Behavioral Economics and the Psychology Behind Major Gifts of Assets	Russell James, *Texas Tech University*	5/26/2022
The Top Ten Lessons Learned from the Front Lines	Jeffrey Frye	6/30/2022
Marketing Testamentary Transfers	Sam Samuels, *Smith College* Carmen Tordiglione, *Tufts University*	7/28/2022
How to Jump Start Your PG Program: A Case Study	Jeff Lydenberg	8/25/2022
Planned Giving Marketing: What Works!	Andrew Palmer	9/22/2022
Success with Life Insurance Gifts	Craig Wruck	10/19/2022
A Better Data-Driven Approach to Identifying Top Prospects	Matt Borden, *University of Dayton*	11/17/2022
The Essential Gift Annuity: Seven Things You Need to Know	Edie Matulka	12/14/2022
Fundamentals of Planned Giving (4-Part Series)	Craig Wruck	7/12/2022 7/19/2022 7/26/2022 8/2/2022

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