

PG Calc YOUR PARTNER IN PLANNED GIVING SUCCESS



Wanted, Dead or Alive: Finding Missing Beneficiaries

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Senior Director of Planned
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PG Calc

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Agenda

- Getting Ahead of the Problem: Ways to Stay Connected
- Keeping Track of the Missing
- Search Techniques
 - Free services
 - Paid services
- If All Else Fails: Escheating Is Not A Dirty Word

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Getting Ahead of the Problem: Ways to Stay Connected

Consider Personalized Annual Outreach

- Birthday Cards
 - Theirs
 - Yours
- Thanksgiving Cards
- Legacy Society
- Solicitations
 - BatchCalcs

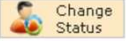
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Keeping Track of the Missing

- Use your CRM's Missing Status
- GiftWrap/Bequest Manager Missing Status

 **Payment Status:** Not Issued

- Even if annuitant is missing, you must issue a 1099-R
 - Even if the check is not cashed, the tax is owed.

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Remember to Search for Signs of Life

- You're not just concerned with confirmation of death

 Public - Anyone on or off Facebook

Join us in honoring Air Force war veteran [REDACTED] on his 105th birthday. The celebration will include a processional of cars and an American Legion Honor Guard volley in front of his house. Cars will start after the volley. [See less](#)

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Free Search Tools

Google (www.google.com) – FREE

- Full name, date of birth, location
- Try a general search and a news search (news.google.com)
- Sample search phrasing: John Smith 1945 “Wellesley” MA

Pro-tip: Use quotes to tell Google to show you only results that include that exact quoted word or phrase.



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Free Search Tools

Facebook (www.facebook.com) – FREE

- Facebook's in-app search functionality isn't great, so often searching by name and location via Google and including the term Facebook produces better results.
- Sample search phrasing: Facebook John Smith "Wellesley" MA
- Sample result:

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Free Search Tools

Find A Grave (www.findagrave.com) – FREE

- Memorials generally include birth, death, and burial information
- May include pictures, biographies, family information, and more

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Free Search Tools

Massachusetts Trial Court Case Access (www.masscourts.org) – FREE

- Access Probate and Family Court records by county
- Search by *decedent* or *executor/heir*
- Accessibility varies by state ... to find a specific site, Google the state name + phrases like *probate court records search* and avoid the sponsored results at the top!

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Generative AI – Friend or Foe?

- Generative AI (e.g., ChatGPT) can be misleading – it is heavily influenced by prompts and can "hallucinate" false information
- It can also comb through massive amounts of information in a fraction of the time it would take a human
- Always *request* and *verify* the source of the information provided

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Escheating is Not a Dirty Word

If you have uncashed checks, after one to five years you have to escheat them to the appropriate department of the annuitant's last known state of residence.

- 1 year: Alabama
- 2 years: Kansas, North Dakota
- 3 years: Arizona, Arkansas, California, District of Columbia, Indiana, Iowa, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, Nevada, New Jersey, New York, Oregon, Pennsylvania, Rhode Island, South Dakota, Texas, Utah, Vermont, Washington, Connecticut
- 5 years: Alaska, Delaware, Florida, Georgia, Hawaii, Idaho, Illinois, Louisiana, Mississippi, Missouri, Montana, Nebraska, New Hampshire, New Mexico, Ohio, Oklahoma, South Carolina, Tennessee, Virginia, West Virginia, Wisconsin, Wyoming, Colorado, North Carolina

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Escheating is Not a Dirty Word

- Name of the department differs, but all essentially perform the same function



ARIZONA
ECONOMIC SECURITY

Arizona Department of Economic Security
Your Partner for a Stronger Arizona



COLORADO
Department of the Treasury
Dave Young, Colorado State Treasurer



COMPTROLLER.TEXAS.GOV
Kelly Hancock
Acting Texas Comptroller of Public Accounts

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Escheating is Not a Dirty Word

- Once it has been escheated, it will be added to the nationwide clearing house for these departments
- Missingmoney.com (Free Search)**

[HOME](#)

CLAIM UNCLAIMED
PROPERTY



Search for Unclaimed Property

SEARCH

List or Business Name

First Name

City

State/Province

Dana Farber

Search All States

SEARCH

To begin your search, enter your last name, or the name of your business. To better refine your results, you may also enter your first name. Exact name matches will be shown first. Property for individuals with similar names to the names you entered will follow. When you are ready to submit your claim, select "View Claimed Properties" and follow the instructions provided.

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Escheating is Not a Dirty Word

- At least once a year, check to see if IRAs, insurance pay outs, or other funds have been escheated

[HOME](#)

CLAIM UNCLAIMED
PROPERTY



Search for Unclaimed Property

SEARCH

List or Business Name

First Name

City

State/Province

Dana Farber

Search All States

SEARCH

To begin your search, enter your last name, or the name of your business. To better refine your results, you may also enter your first name. Exact name matches will be shown first. Property for individuals with similar names to the names you entered will follow. When you are ready to submit your claim, select "View Claimed Properties" and follow the instructions provided.

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Owner Name: DANA FARBER CANCER
Co-Owner Name:
Reporting Business Name: IQOR HOLDINGS US LLC
Address:
City:
State: OH
ZIP Code: 00000
Held In: OH
Amount: OVER \$100

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Questions?



Click the Q&A icon at the bottom of your screen.

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Still Have a Question?

Contact: Morgan Heck
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E-mail: kmorin@pgcalc.com

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