

If We Had Only Known. . .

ABC Charity recently received a surprise bequest of \$_____ from the estate of a woman we had never thanked. Of course, we appreciated the gift immensely. It revealed a gracious and generous person. And the gift will certainly help us accomplish our mission.

But we feel somewhat cheated because we never had the opportunity to express our gratitude to her for such kindness. We were unable to let her know how much her gift did mean. If we had only known, we could have said, "Thank you."

And we encourage our friends to let us know who they include ABC in their estate plans. Not only do we express our appreciation, we can make sure that you are kept up to date on all the developments here at ABC.

The ABC Heritage Society was established to recognize those who include ABC in their estate plans. Members receive an attractive certificate, signed by ABC's president, and an invitation to attend an annual reception which includes a special program and VIP tour.

Have you named ABC in your estate plans? If so, please use the form below to let us know.

If not, will you let us send you a free but valuable brochure on estate planning? It would be worth reading whether or not you choose to make a future gift to ABC.

If you would like to talk with someone personally about your gift plans, contact John Jones, Director of Fundraising, at (800) 234-5678. This is never any obligation.

(Please complete and return this reply form.)

Name: _____
 ABC Charity:

- Please send me free literature about making a will.
- Please contact me about a personal visit or other assistance.
- I have already provided a bequest for ABC Charity in my will.
- Please send me information about the ABC Heritage Society.

Name: _____

Address: _____

City: _____

Prov: _____ Postal Code: _____

Phone: _____

Mail this form to: ABC Charity, 123 Main Street, Anytown.