

# A Lasting Legacy With Life

Touching Lives  
& Communities



**Favorite Charities:** Executive Council Agent Michael Fulco, Shreveport Office, presenting approximately \$90,000 to the ARC Caddo-Bossier Foundation for people with intellectual and developmental disabilities. Accepting the gift is Leanne Anglin, Director of the ARC.

The Williamsons keenly appreciated both the protection and charitable aspects of life insurance. "I remember when Herman was 75 years old and kept buying more life insurance; I questioned him about it," says Fulco. "But he knew what he was doing, building up all that insurance money with the intention of creating a large safety net for Barbara and to leave as much money as possible to his favorite charities."

When he purchased a policy, Herman always named charities as the secondary beneficiaries, with Barbara as primary, says Fulco. Together, the Williamsons owned whole life, variable universal life, and term life policies. The total face amount when Herman passed away in 2011 was approximately \$8.5 million.

The charities the Williamsons supported in life would continue to benefit from their generosity after they were gone.

New York Life policyholders Herman and Barbara Williamson lived a life of impact, so rich that even in death they continue to touch lives across Louisiana, Arkansas, and Texas. • Herman passed away in 2011 at the age of 83; Barbara in July 2015 at 85, yet through \$8 million in charitable donations, mostly funded with life insurance, the Williamsons' legacy will live on for at least 50 years, with the University of Arkansas and Texas Christian University two of their biggest beneficiaries. • For perennial Council Agent Michael Fulco, Shreveport Office, who worked with the Williamsons beginning in 1985, the process has been a joy and an education. "I'd been in this business almost 40 years and never really looked at funding charitable lead trusts with life insurance until the Williamsons. The far-reaching impact we can have by remembering our favorite charities and organizations in our wills and trusts is amazing."

## The Williamsons' Story: Razorback Roots

A short time before his death in February 2011, Herman reviewed his life insurance policies. Fulco showed him the potential death benefits, and he remembers Herman's pride.<sup>1</sup> "He said to Barbara, 'Mike has made us a mint!'"

Born in Camden, AR, Herman Williamson graduated from the University of Arkansas in 1949. During his junior year, he met Barbara

Dyess, a freshman from Fayetteville, LA. They shared a passion for music and a devotion to the Razorbacks. They married and settled in Shreveport, LA. Herman set to work as an accountant, and his entrepreneurial interests made him a founder of Live Oak Retirement Center, an assisted living home in Shreveport, and a founder of Royale Airlines in Shreveport.

The Williamsons, who had no children or siblings, created a full life of faith, work, and community service. They supported student scholarships, including the University of Arkansas XI Educational Foundation, the Kappa Sigma Endowment Fund and Pi Beta Phi. They were also major benefactors in and around Shreveport, giving to the Centenary College of Louisiana, the Humane Society of Northwest Louisiana, Noel United Methodist Church, the American Red Cross, the Shreveport-Bossier Rescue Mission, the Volunteers of America's Lighthouse, the Food Bank of Northwest Louisiana, and more.



**Life of Impact:** Herman and Barbara Williamson met as students at the University of Arkansas, then moved to Shreveport, LA, after graduation. They were always active in various civic organizations. They made charitable organizations their beneficiaries and as a result, they have left a legacy of \$8 million.

### Simple Needs Drive Plan

Herman had instructed Fulco to guide Barbara in managing the death benefits. "After Herman died, it seemed like I was bringing Barbara a check every week, but

all she wanted was a new pair of tennis shoes," says Fulco, who began to assess the best way forward.

With more than \$8 million in life insurance death benefits, and with Barbara's well-being in mind, Fulco determined that a mix

of charitable remainder trusts (CRT) and charitable lead trusts (CLT) were the best solution, and he put together a team to put a plan in place before Barbara passed away in July of 2015.

Fulco worked with the Williamsons' attorney, executor, and a team of four accountants, including his son, Michael T. Fulco, CPA. The accountants are still trustees for the special needs trust. The trust solution emerged after a conversation with Barbara, who wanted to spread the money to various charities.

"She was very conscientious and cared about the continuity of the charities she loved. I suggested fund a charitable lead trust fund that will send annual gifts to a handful of charities for the next 50 years or so in the name of Herman and Barbara Williamson. That way, she and Herman continue giving and helping people for decades to come."

Fulco and his team met the needs and desires of the client

with two types of trusts. CRTs provide income to the donor for life or up to 20 years. At the end of the trust term, the charity receives the remainder of the property. CLTs also provide an income flow for a set period, but at the end of the term, *continued on page 32*

## Two Lives Touch Many

Additionally, \$1 million went to a special needs trust for a distant cousin, and another \$1.2 million went to 13 charities, including Shriners Hospital for Children; Providence House; Shreveport-Rescue Mission; the American Red Cross; the Salvation Army; Shreveport-Bossier Animal Rescue; the Humane Society of Northwest Louisiana; ARCO Monroe, LA; The ARC Caddo Bossier Foundation; Loyola College Prep; Louisiana Endowment for the Humanities; Special Olympics, Little Rock; and Special Olympics, Shreveport. Each of these received a total of \$95,000 each.



Agent Michael Fulco is happy to see his work benefitting so many. He is pictured with Jill Burda presenting approximately \$90,000 to the Shriners Hospital for Children in Shreveport.

# We Remember These Agents with Warmth and Respect and Salute Their Lifetime Contributions to the Company.

**Bruce Folvag**, 65, Des Moines Office (1976), June 8, 2016. Send condolences to his wife, Rebecca Robinson, 33535 North 64th Place, Scottsdale, AZ 85266.

**Patrick Gavin**, 88, Arizona Office (1956), October 17, 2016. Send condolences to his son, John Gavin, 14832 South 14th Place, Phoenix, AZ 85048.

**Samuel Jefferson**, 76, Norfolk Office (1975), October 9, 2016. Send condolences to Donovan Badjue, at 1945 Aquamarine Drive, Virginia Beach, VA 23456.

**Cyril Larsen**, 90, Great Plains Office (1968), September 26, 2016. Send condolences to his wife, Dorothy Larsen, c/o Pamela Larsen, 2729 Townes Drive, Greenville, NC 27858.

**Thomas McElroy**, 97, Shreveport Office (1948), October 24, 2016. Send condolences to his daughter, Joanne Flynn, 108 Cayuga Drive, Loudon, TN 37774.

**Hillis McKay**, 90, Minnesota Office (1975), October 18, 2016. Send condolences to his wife, Myra McKay, 543 East Avenue, St. Charles, MN 55972.

**Philip Payne**, 87, North Virginia Office (1971), October 10, 2016. Send condolences to his wife, Barbara Payne, 3589 Shugart Court, Warrenton, VA 20187.

**Robert Poor**, 88, Greater Washington Office (1990), June 3, 2016. Send condolences to his wife, Jacqueline Poor, 19014 Cherry Tree Drive, Hagerstown, MD 21742.

**Bruce Ricks**, 66, Eastern Washington Office (1977), October 24, 2016. Send condolences to his wife, Gloria Ricks, 626 Skyline Drive Sunnyside, WA 98944.

**Allen Rudel**, 84, North Dakota Office (1973), October 20, 2016. Send condolences to his wife, Rachel Rudel, 213 10th Avenue West, West Fargo, ND 58078.

**James Steen**, 70, Seattle Office (1968), June 15, 2015. Send condolences to his son, Brian Steen, 2907 NE Delancey Court, Vancouver, WA 98682.

**Aurell Michael Stewart**, 92, Greater San Francisco Office (1958), September 4, 2016. Send condolences to his daughter, Deborah Stewart Ebert, 15332 Antioch Street #503, Pacific Palisades, CA 90272.

**Edwin Underwood**, 79, Las Vegas Office (1977), October 22, 2016. Send condolences to his wife, Irene Underwood, 818 Bobcat Run, Mesquite, NV 89034.

**Martin Ward**, 93, San Diego Office (1956), April 24, 2015. Send condolences to his son, Peter Ward, 2605 Pico Place #214, San Diego, CA 92109.

**Harry Withington**, 78, South Texas Office (1997), November 9, 2016. Send condolences to his wife, Patty Withington, 1519 Hawk Circle, McAllen, TX 78504.

**Lasting Legacy**, *continued from page 31* the donated property may be returned to the donor or distributed to other non-charity beneficiaries. CLTs are one of the few charitable giving techniques that can generate an income and possibly an estate tax deduction.

Two larger one-time gifts — \$1.5 million to the Engineering Department at the University of Arkansas, and \$1.1 million to the Brite Divinity School at Texas Christian University — were made through a charitable remainder trust.

With its gift, the University of Arkansas created an endowed chair in the College of Engineering. “We are so grateful,” said John English, dean of engineering. “This chair will help us attract and support top-notch teaching and research in the College of Engineering. We’re honored to be part of the legacy of this wonderful family.”

Fulco also placed \$3.94 million into an Eagle Rep as Advisor account for the new

CLT. The Eagle Rep as Advisor account is also referred to as a wrap fee account. An investor puts her money into an account, and the managing advisor, with the client’s consent, invests the money into no load mutual funds, ETFs, stocks, etc. The investments must fit into the client’s risk profile and objectives. If the account grows, the advisors fee grows.

The Williamsons’ charitable remainder trust was funded with a \$1.5 million New York Life Fixed Annuity and \$1.5 million with an Eagle Strategies Advisory account. There were also brokerage accounts at NYLIFE Securities.

To date, the Williamsons’ estate has given nearly \$200,000 to four charities through the charitable lead trust: St. Jude’s Children’s Research Hospital in Memphis, TN; Holy Angels, a residence for special needs children in Shreveport; the Louisiana Methodist’s Children’s Home in Ruston; and the Arkansas Children’s Hospital in Little Rock.

## Unexpected Benefit

“This has been a beautiful team effort from everyone to make this legacy happen, from Herman’s vision for what he wanted for Barbara and his favorite charities, to Barbara having the generosity and willingness to set up the trusts, to the professionals working well together to make sure their wishes were carried out in the best way possible . . . it’s like the soul meeting strategy,” Fulco says.

“It’s been my great honor to hand out \$95,000 checks to a group of charities on behalf of Herman and Barbara. If you could see their faces — some of the recipients had never received a donation that large before, and they’re just so appreciative.”

“I encourage agents to talk to their clients about philanthropic options,” says Fulco. “They can create a beautiful legacy for years to come.” ■

<sup>1</sup> Always advise your clients to seek legal and tax advice from their own advisers.