

## Membership Benefits

### Why belonging to Remember A Charity is the right strategic choice

Growing the charitable legacy market is a long-term campaign, but we are already delivering tangible outcomes that are providing benefits to all our members every day.

The charitable legacy market is worth over £2.8 billion\* a year. Through a small percentage increase in the number of people who leave a charitable legacy we would all increase the value of our share and could raise additional millions a year for good causes.

Research\*\* conducted for Remember A Charity has shown that there is real potential for the consortium to do this. Thirty-five percent of the total population of individuals aged 40+ are 'happy to give a small amount to charity in their Will, after they have taken care of their family and loved ones.'

With almost 5,000 Wills\*\*\* made a day, Remember A Charity is well placed to make a significant and immediate impact on this market for good causes.

Our behaviour change strategy, to make legacy giving a social norm, has four key parts:

- to raise awareness and relevance among the Will-writing public
- to make charitable prompting the standard practice among professional advisors
- to influence a climate for successful charitable Will-giving by using partnerships
- to help the charity sector become more effective at promoting gifts in Wills

By working together we can continue to influence Government on your behalf about how they can help grow legacy giving.

We have collaborated with The Behavioural Insights Team and the University of Bristol in two trials looking at the language used by solicitors during the Will-writing process. The most recent trial was conducted with eight law firms across the UK.

The results of these trials show that if, and how, solicitors mention charity during the Will-writing process has a significant impact on not just the number of charitable Wills written, but also the size of gift left.

Through our partnership with The Co-operative Legal Services, they have become one of the first high-street brands to always make a charitable prompt every time their thousands of customers write a Will. Our exciting and innovative consumer campaigns, including our annual Remember A Charity Week, give members opportunities throughout the year to start conversations about legacies with different audiences.

By working together, we can continue to open new doors. This is the only way we can achieve the type of large scale behaviour change that will grow the charitable legacy market and in turn your own charity's legacy income.

\*Legacy Foresight Snapshot

\*\*TNS Social 2008

\*\*\*Legal Services Consumer Panel 2011

# What does my Organisation gain from being a member?

## Partnerships with the Will-writing sector

Through our partnership with The Co-operative Legal Services, which is set to raise millions for charitable causes, members can access: free advice and support for supporters who want to write or update their Will; a specially discounted Will, and management information on response rates and referral volumes, giving valuable feedback for your legacy marketing.

- *Our aim for 2019 is to continue working with our partners to increase the amount charities raise through gifts in Wills and to build new links with employers to develop opportunities for increasing Will writing and legacy giving awareness among their staff.*

## Access to a network of professional advisors

We have built a network of over a 1,000 Campaign Supporters - solicitor firms and professional Will-writers who support our campaign and who have agreed to always let their clients know that charity is an option during the Will-writing process. Campaign Supporters are listed on a postcode search area of our website. This can be used by charity supporters to find their nearest professional advisor.

Through our work, the number of solicitors and Will-writers who always 'always and sometimes' mention charity to their clients has increased from 53% in 2011 to 66% in 2015, rising 13% in the past five years.

On the high street, RBS and NatWest recently changed their Will-writing forms to include a section on charitable giving for the first time, and over 5,000 customers are now using these which include a direct link to Remember A Charity's website. HSBC client **Will Packs** include a **Remember A Charity** fact sheet with contact details.

- *Our aim for 2019 is to continue our work in engaging the legal sector to ensure that charitable giving is considered during the Will-writing process.*

## Partnerships with Government

Our support from Government continues to gather momentum. At the end of 2017, The Minister for Sport and Civil Society wrote to 8,000 solicitors asking them to make their clients aware of the option of including a gift to charity in their Will.

Remember A Charity is leading the sector campaign with Government to secure fiscal incentives that will encourage legacy giving amongst the full population – not only those affected by IHT.

## A high-profile campaign that promotes individual charities

All our members feature on the homepage of our website and also have their own dedicated page in the "Find A Charity" section, which includes a link to their website, images and video content and key information about their work. This page has had 4,000 unique page views over the past two years and, after the homepage, is the most visited page of the website.

Our innovative consumer campaigns provide members with opportunities to talk about legacies to their audiences. Case studies submitted by members are used for PR purposes, giving opportunities for members to be 'name checked' in radio interviews, as well as opportunities for charities to raise their own profile.

All members are kept informed of campaign progress, upcoming activity and events and PR opportunities via regular communications with their nominated primary contact.

- *Our aim for 2019 is to increase the profile of every member by continually improving member promotion opportunities on the Remember A Charity website and through social media channels.*

## Participation in Remember A Charity Week

Our annual awareness week provides a perfect opportunity for members to promote legacies internally and externally. Resources include: a Marketing & Communications toolkit, including: Remember A Charity Week logos, branded marketing materials such as mints, bookmarks, window vinyls, downloadable poster templates, e-footers and draft copy for communications.

Our PR engagement toolkit includes template press releases, key messaging, facts and figures, and PR ideas for members to initiate their own activities; participation in national and regional PR activities; placement of member case studies and advertising in charitable legacy supplements in association with *The Daily Telegraph* and *The Herald*.

- *Our aim for 2019 is to get the Will-writing public taking action towards including a gift in their Will during Remember A Charity Week.*

## Access to excellent and comprehensive research

By pooling our funds together we are able to provide extensive research conducted with charity supporters; the wider charitable Wills market and Will providers.

After adopting a social-marketing model, Remember A Charity completed one of the largest research projects on legacies in the UK. As part of this we have also pulled together in one place, key research in the sector. In addition, Legacy Foresight has generously agreed to share the key findings of their annual "Legacy Monitor" market audit with our members.

- *Our aim for 2019 is to gather and share key insights that members can apply to their own legacy marketing activities.*

## Opportunity for networking and sharing best practice

Remember A Charity has the best legacy fundraisers within its membership. Our members have a direct say in the shape and direction of the campaign through regular feedback opportunities and representation on the **Campaign Council** and **Executive**.

We hold **four members' forums each year** which are free to attend and we encourage primary contacts to attend with colleagues and Trustees. Forums provide members with networking opportunities to connect with like-minded fundraisers.

- *Our aim for 2019 is to encourage best practice among legacy fundraisers.*

## A contact point for legacy enquiries and the general public

A key part of our job is to spread the legacy message to the charitable-giving public. We're a charitable nation, but most potential donors aren't aware that they can support their favourite charities by leaving a legacy.

Increasingly through the media, professional Will advisors and the public, the campaign is able to speak with one voice on behalf of members. Enquiries generated through campaigns and PR enables the campaign to support members' own legacy promotion.

- *Our aim for 2019 is to create conversations amongst the Will-writing public through new and innovative PR campaigns and through Remember A Charity Week.*

Please see over for a list of our current members

Abbeyfield  
Academy of Ancient Music  
Action against Medical Accidents  
Action for Children  
Acton for Elders  
Addaction  
ADD International  
African Children's Educational  
Trust (A- CET)  
Afrika Tikkun UK  
Against Breast Cancer  
Amber Foundation  
Animal Defenders  
International Foundation  
Animals Asia Foundation  
Animal Welfare Foundation  
Anorexia & Bulimia Care  
Arthritis Action  
Arthritis Research UK  
Arts 4 Dementia  
Asylum Aid  
Awards for Young Musicians  
Bank Workers Charity  
Battersea  
Bevan Foundation  
Birmingham Hippodrome  
Theatre Trust  
Birmingham Museums Trust  
Birmingham Royal Ballet  
Blind Veterans UK  
BookTrust  
Borderline  
Bowel Cancer UK  
Brain Tumour Research  
Brain Tumour Support  
Bread and Water for Africa UK  
Brighton YMCA  
British Heart Foundation  
British Home  
British Homeopathic Association  
British Liver Trust  
British Lung Foundation  
British Red Cross  
Brooke  
Canal & River Trust  
Cancer Research UK  
Care & Repair Cymru  
Cats Protection  
Central YMCA  
Chichester Festival Theatre  
Child Poverty Action Group  
Chronic Lymphocytic Leukaemia  
Support Association – CLLSA  
Civic Voice  
CMV Action  
Cobalt  
Coeliac UK  
Contact the Elderly  
CORDA preventing heart disease  
and Stroke

Cyril Flint Befrienders  
Cystic Fibrosis Trust  
Dames Agnes Weston's Royal  
Charity for the Naval Service  
Dandelion Time  
Dementia Adventure  
Dementia UK  
Different Strokes  
Dogs Trust  
Down's Syndrome Association  
Durrell Wildlife Conservation  
Trust  
Environmental Investigation  
Agency Trust  
Family Action  
Family Fund  
Family Holiday Association  
Focus Birmingham  
Freshwater Habitats Trust  
Guts UK charity  
HEART UK – The Cholesterol  
Charity  
Help the Homeless  
Here for Cats  
Hft supporting people with  
learning disabilities  
Hope Against Cancer  
Humane Slaughter Association  
Huntington's Disease Association  
Independent Age  
JDRF  
Jon Egging Trust  
Jubilee Sailing Trust  
Kidneys for Life  
Leuka  
Leukaemia UK  
Livability  
London's Air Ambulance  
London City Mission  
Lord's Taverners  
Lymphoma Action  
Macmillan Cancer Support  
Macular Society  
Making Space  
Malvern Hills Trust  
Marie Curie  
Medical Research Foundation  
Metro CHARITY  
MHA  
Minstead Trust  
MPS Society  
MS Trust  
Museum of Science and Industry  
National Railway Museum  
National Ankylosing  
Spondylitis Society (NASS)  
National Coal Mining Museum  
for England  
National Media Museum  
National Railway Museum

National Rheumatoid Arthritis  
Society (NRAS)  
National Theatre  
National Trust for Scotland  
National Youth Jazz  
Orchestra  
Natural History Museum  
Network for Animals  
Charitable Trust  
Newcastle Dog and Cat  
Shelter  
Newport Mind  
NSPCC  
ORBIS UK  
Oxfam  
Pancreatic Cancer Action  
Pancreatic Cancer UK  
PDSA  
Princess Alice Hospice  
Prisoners Education Trust  
Prostate Cancer UK  
Providence Row  
Queen Elizabeth Birmingham  
Hospital Charity  
Rainbow Trust Children's  
Charity  
Rethink Mental Illness  
ROLDA UK  
Royal Air Force  
Benevolent Fund  
Royal Museums Greenwich  
Royal Pavilion and Museums  
Foundation  
Royal Society of Biology  
RNIB  
RNLI  
RSPB  
RSPCA  
Sane  
Save the Children  
Science Museum  
Scotland's Charity  
Air Ambulance  
Shelter Cymru  
Shine  
Smallwood Trust  
SongBird Survival  
Spinal Research  
Staffordshire Women's Aid  
St John Cymru  
St Mungo's  
Sue Ryder  
Support Dogs  
Swan Lifeline  
The Amber Trust  
The Ambulance Services  
Charity  
The Bevern Trust  
The Children's  
Air Ambulance

The Churches Conservation  
Trust  
The College of St Barnabas  
The Conservation  
Volunteers  
The Elizabeth Foundation  
The Fountain Centre  
The Humanimal Trust  
The Meath Epilepsy Charity  
The Moredun Foundation  
The National Brain Appeal  
The National Holocaust  
Centre and Museum  
The Patients Association  
The Rossendale Trust Ltd  
The Royal Naval  
Benevolent Trust  
The St Gregory's  
Foundation  
The Victoria League for  
Commonwealth Friendship  
The Volunteer Link Scheme  
The Westminster Society  
The Wildlife Trusts  
The Woodland Trust  
The Worshipful Company  
of Spectacle Makers'  
Charity  
Thera Trust  
Tigers4Ever  
Tiny Tickers  
Transform Housing &  
Support  
Turn2us  
UNICEF UK  
Universities Federation for  
Animal Welfare  
University College London  
Hospitals Charitable  
Foundation  
University College of  
Osteopathy  
Vegetarian for Life  
Veterans Aid  
WaterAid  
Wood Green,  
The Animal Charity  
Worldreader  
WRVS Benevolent Trust  
YHA (England and Wales)  
Yorkshire Dales Millennium  
Trust