From heart to arm...to hand...to brush...to paper.

This Chinese saying epitomizes the artistic style of internationally renowned painter Nancy Rae Parker, whose work in Chinese brush painting—or literati—combines an impressionist approach to color with a spontaneous expressiveness. In this style, the artist prepares no sketches and uses no models, painting with rapid, intuitive movements of the brush that convey a “mind image” of the subject.

“Because you don’t sketch it beforehand, it’s like being on a high wire without a safety net—you just go for it,” says Parker, known professionally as Nan Rae. “It’s the ch’i, or the life force, of the individual artist, and not about doing a botanically correct painting.”

This spirit of spontaneity is also what led to her philanthropic support of Harvard. “About 10 years ago, I read a moving article in the New York Times about a young woman from a third world country who desperately wanted to go to Harvard but had no way of getting there. There was something about her ability to put herself out there that moved me,” Parker recalls of the moment that spurred her first gift. “But what impacted me more than her story was a beautiful letter she wrote me later. I did not make a large contribution, but the fact that she would take the time to write to me and acknowledge what I did meant so much. So I vowed to do this for other young people with similar need.”

Parker decided to make provisions for Harvard in her estate plan, with the idea that her support could help remove obstacles for future Harvard students. She
“Planned gifts are elegant giving vehicles.”

—PAMELA YANG

DELIVERING WHITE-GLOVE SERVICE TO DONORS: PAMELA YANG

Unique among Harvard’s peers, there is a team at Harvard Management Company (HMC) that provides white-glove service to the University’s donors and ensures that the investment and administration of charitable trusts and annuities run smoothly. As HMC’s senior vice president of investment and operations in the Trusts and Gifts Department, Pamela Yang leads the team that handles trusts, annuities, and gifts of securities for Harvard.

What is your role at HMC?

I started my career at PricewaterhouseCoopers in 1995, and Harvard Management Company was one of my clients. I joined HMC in 2000 and was responsible for the financial and tax reporting on charitable trusts and pooled income funds. At the time, we did not have an internal audit function, so I designed and implemented one along with a set of testing procedures to evaluate internal control at all stages. It taught me a lot about planned giving processes. I became a Chartered Financial Analyst (CFA) in 2003 and director of investment and operations for the Trusts & Gifts group in 2004.

What do you enjoy most about your job?

I have met so many people I enjoy working with, especially our donors and planned giving officers. The donors are so generous and inspirational, and every day I learn new things that touch me. It is motivating to know that every dollar we generate for Harvard is used to support worthy causes. Planned gifts are elegant giving vehicles.

How are your teams involved in the planned giving process?

The four teams I manage—investment, accounting, tax, and donor relations—work together to ensure that the investment and administration of trusts and annuities run smoothly from start to finish. Our airtight controls and processes have been refined many times over so that correct and timely payments are made to beneficiaries, investment strategies are diversified, accounting records are accurate, and tax statements are delivered in a timely manner.

What options do donors have for investing their charitable trusts?

We offer two very different options for charitable remainder trusts: the endowment strategy and the tax-efficient strategy. The endowment strategy allows the trusts to purchase “trust units” that are invested alongside Harvard’s endowment and earn the same total return, while participating in the endowment’s broadly diverse portfolio. The tax-efficient strategy invests in highly liquid mutual funds and exchange-traded funds, or ETFs. The majority of income is taxed at a preferable rate. We encourage donors to have a conversation with us to weigh the pros and cons of the two strategies. Charitable lead trusts are taxable entities; therefore, investment for each trust is determined individually, depending on the trust term, funding assets, and tax implications.

How will the recent organizational changes at HMC affect trusts and annuities?

Our commitment to deliver high-quality, personalized service to Harvard’s donors remains the same, and we currently do not anticipate any major changes.

How does your team engage with donors?

We communicate regularly with donors. In addition to quarterly payments, we send our trust donors periodic appraisals that contain information on their holdings and investment results. We also send the HMC Endowment Report to donors. And donors with questions are of course always welcome to call and speak with a member of my team. I should also mention that we collaborate daily with the University Planned Giving Office.

How do you spend your time away from work?

Outside of work, investment management practice and theory remain my passions. I am an active volunteer with the CFA Institute and CFA Society Boston, having served as chair of the Society’s board of directors. I have written the CFA curriculum and exam questions, and for the last eight years I have graded CFA level III exams. I am now editor for the “In-Practice” section of Financial Analysts Journal. These volunteer activities allow me to stay on top of the newest theories and developments in our industry, and I really enjoy doing that. Before I got into finance, I was a doctoral candidate in French literature, and although I switched careers, I remain an avid reader.

“Harvard has a vast breadth and depth of research sharing that others do not have.”

—SOOZIN WHITE

EXTEND YOUR IMPACT THROUGH A BEQUEST.

Supporting Harvard through a bequest is both rewarding and easy. You can make a lasting impact at the University by simply including the following language in your will or trust:

“I give [________dollars or ___________percent or all of the residue of my estate] to the President and Fellows of Harvard College, a Massachusetts educational, charitable corporation (for its general purposes or for the benefit of a School or unit).”

Bequests can be tailored to your interests. Please contact the University Planned Giving team at 800-446-1277 or pgo@harvard.edu for assistance.

accelerated her desire to find more permanent solutions for herself and others. To that end, she established the Soozin White Research Fund at Harvard Medical School through a deferred gift annuity. Her gift will make resources available to fuel promising discoveries in neurobiology or stem cell and regenerative biology, with a preference for research related to the underlying causes of glaucoma and related conditions.

“I was quite familiar with annuities from my time on Wall Street. Once I’d done my research, I reached out to Harvard to find out how I could offer some gift annuities to the Medical School for this kind of research,” White says. “I chose a deferred gift annuity because I didn’t need the income right away. I put it off to a time when I might be completely without vision and therefore in need of additional assistance.”

When choosing where to make her gift, White, who had no prior connection to the University, compared Harvard against other institutions that are doing formidable research on glaucoma. It was the cross-disciplinary knowledge sharing at Harvard, as well as the University’s affiliations with hospitals, international partners, nonprofit institutions, and foundations that made the difference. Simply put, White believes that Harvard is a step ahead of the competition in the race to cure glaucoma.

“Harvard has a vast breadth and depth of research sharing that others do not have,” she says. “In my opinion, there is really no contest.”

SOOZIN WHITE

Continued from cover

THROUGH A BEQUEST.

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UNIVERSITY PLANNED GIVING EVENTS

A VIEW TO THE FUTURE: CELEBRATORY LUNCHEON
NEW YORK CITY, OCTOBER 27, 2016

Nearly 200 alumni and friends who have provided for the University in their long-term charitable plans gathered at the Harvard Club of New York City for our annual meeting and luncheon. The program included an update on the University’s finances and Harvard Management Company from Paul J. Finnegan AB ’75, MBA ’82, treasurer, President and Fellows of Harvard College; and an intriguing panel discussion about innovation and entrepreneurship at Harvard featuring Beth Altringer, lecturer on innovation and design at the Harvard John A. Paulson School of Engineering and Applied Sciences, and a trio of Harvard students and alumni representing businesses they formed at the Harvard Innovation Lab, the Pagliuca Harvard Life Lab, and the Harvard Launch Lab.

1. Barry Cohen AB ’74, JD ’77, MBA ’77
2. Cynthia Green Colin AB ’54, Jeff Tarr AB ’66
3. Beth Altringer, lecturer on innovation and design at the Harvard John A. Paulson School of Engineering and Applied Sciences and the Graduate School of Design; Liz Powers AB ’10; Shimon Elkabetz MBA ’17; and Meridith Unger MBA ’10
4. Paul Finnegan AB ’75, MBA ’82

FAMILY, FINANCE, AND PHILANTHROPY

Our Family, Finance, and Philanthropy series traveled from coast to coast in the past year, including stops in Stamford, Connecticut; San Francisco; and San Diego. These lively gatherings featured presentations on charitable planning ideas by Anne McClintock, executive director, University Planned Giving, and discussions on family and wealth led by Alasdair Halliday AB ’82, philanthropic advisor and director, Principal Gifts.

SAN FRANCISCO, FEBRUARY 22, 2017

Guests were welcomed to the Ritz-Carlton San Francisco by hosts Michael R. Alderete AB ’79 and Joanne Alderete; Winston H. Chen SM ’67, PhD ’70 and Phyllis Huang; Zara Tepper Haimo AB ’68, MBA ’80; and Marc Stad AB ’01 and Elisa H. Stad.

5. Bartholomew Voorsanger MAR ’64
6. Stephen H. Baum MBA ’65 and Peggy Loar
7. Nishani Naidoo AB ’93

8. Phyllis Huang and Winston H. Chen SM ’67, PhD ’70
9. Michael AB ’79 and Joanne Alderete
10. Joseph Sanberg AB ’01, Marc Stad AB ’01, Elisa H. Stad, Ed Baker AB ’01

STAMFORD, CONNECTICUT, DECEMBER 1, 2016

Bartholomew Voorsanger MAR ’64 and Peggy A. Loar hosted the cocktail reception and dinner program for guests at the Crowne Plaza Stamford Hotel.

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had the means to contribute a significant amount, thanks to some appreciated stock, but faced capital gains taxes that could limit the impact of her gift. When she learned about the option of a charitable gift annuity, which could be funded with the securities while avoiding the taxation on a sale and generating both income and a deduction, it was an easy choice.

Parker’s gift annuity will establish the Nan Rae Undergraduate Scholarship Fund at Harvard, which will support students facing challenges to attend college. In particular, the fund will benefit students affected by the death of a parent, an illness in their family, violence, poverty, or those who come from single-parent households. It will also enable Harvard to continue to attract the brightest and most talented students from a wide variety of socioeconomic backgrounds to create a more diverse undergraduate class.

“What I have seen over a lifetime is that there are many people who are severely disadvantaged and lack a mentor or someone who says, ‘I believe in you, and if you work hard there is a path for you,’” says Parker.

Among her numerous achievements, Parker’s paintings have been licensed and reproduced as greeting cards sold worldwide and used by the New York Philharmonic and San Francisco Symphony, a gallery was named in her honor at Woodbury University in California, and she has exhibited at the Grand Palais in Paris. But above all, Parker has found her calling as a teacher. She has instructed more than 3,000 adults in the art of Chinese brush painting.

Whether it is her passion for teaching and painting, or her commitment to supporting students, giving to others is a core part of Parker’s life. “Art is my work, but teaching is my purpose,” she says. “It’s a vehicle for me to really help people.”

“...there are many people who are severely disadvantaged and lack a mentor or someone who says, ‘I believe in you, and if you work hard there is a path for you.’”

—NANCY RAE PARKER

How to Reach Harvard’s Planned Giving Professionals

University Planned Giving 617-495-4647 Anne McClintock
Philanthropic Advising 617-495-4647 Alastair Halliday
Harvard University pgp@harvard.edu alumni.harvard.edu/give/planned-giving
800-446-1277
Business School 617-495-5642 Carmen Tedjikione
Harvard College 617-495-4352 Peter Kimball
Law School 617-495-5265 Charles Gordy
Medical School 617-384-8449 Karen Stoppe Turpin
Harvard T.H. Chan School of Public Health 617-432-8071 Judi Taylor Cantor

Let us help you plan a gift to one or more of these Schools and affiliates.

Harvard University President’s Fund
Harvard College
Graduate School of Arts and Sciences
Business School
School of Dental Medicine
Graduate School of Design
Divinity School
Graduate School of Education
Harvard John A. Paulson School of Engineering and Applied Sciences
Extension School
Kennedy School
Law School
Medical School
Harvard T.H. Chan School of Public Health
Radcliffe Institute for Advanced Study
Harvard Art Museums
Harvard Museums of Science & Culture
Memorial Church
American Repertory Theater
Arnold Arboretum

GENTLEMAN PLUM, NANCY RAE PARKER

THE UNIVERSITY PLANNED GIVING TEAM

SAN DIEGO, FEBRUARY 23, 2017
Harvard alumni and friends gathered at the Omni San Diego Hotel with hosts Peter Arrowsmith AB ‘92 and Sepi Rahimzadeh, Philippe M. Charat AB ’60, MBA ’62 and Gloria H. Charat; Bruce E. Hansen AB ’81 and Jody Hansen; Mehrdad Mark Mofid AB ’93; and Elizabeth Anne Casey Potamianos AB ’87, MBA ’93 and Phokion Potamianos.

11. Vivian Fung AB ’99
12. Elizabeth Anne Potamianos AB ’87, MBA ’93, Bernard Parker MBA ’06, Danielle Parker
13. Howard Abrams JD ’80
### SAMPLE HARVARD UNIVERSITY GIFT ANNUITY RATES

<table>
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<tr>
<th>MAKE YOUR GIFT TO HARVARD TODAY.</th>
<th>DONORS MAKES A GIFT TODAY AT CURRENT AGE(S)...</th>
<th>...AND ANNUITY BEGINS IMMEDIATELY AT THIS RATE...</th>
<th>...OR WAITS 5 YEARS BEFORE ANNUITY BEGINS AT THIS RATE*</th>
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* ANNUITY RATES CURRENT AS OF MAY 2017

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**Call us and find out.**

**DO GOOD. DO WELL.**

**MAKE YOUR GIFT TO HARVARD TODAY.**

Contact University Planned Giving:

800-446-1277 or 617-495-4647  
pgo@harvard.edu  
www.alumni.harvard.edu/give/planned-giving