



Significance

CHANGING THE WORLD THROUGH CHARITABLE GIFT PLANNING



Ron Worman: An entrepreneurial mindset

As a journalism student in the early 1970s, Ron Worman dreamed of becoming the next Ernest Hemingway. A semester studying in Athens and an ensuing adventure ignited a love of travel and transformed his worldview.

“I went overland from Greece, through Turkey, Iran, Afghanistan, and Pakistan, to India. This was before the Shah was deposed in Iran, before the Russians invaded Afghanistan, and before India detonated its first nuclear device. We traveled in local transport, ate at local tea houses,” he said.

Though his journey was punctuated by illness and a serious bus accident, Ron was undeterred. “I couldn’t stop traveling,” he said.

The California native eventually made his way home, where his study-abroad professor offered him a scholarship and a chance to join an excursion from Seattle to Alaska to study the American Indians of the Northwest.

After graduation, Ron returned to Europe, and later to Afghanistan, where he sold his western clothing, dressed as a Pashtun, rode horses in the Hindu Kush, and talked to locals about their lives.

WIN-WIN GIFTING



This summer I felt so blessed to complete my 20th year of service at SPU. And in that time, I have had the privilege of assisting a number of alumni and friends of the University in setting up Charitable Gift

Annuities. It's such a wonderful giving option! While the term "annuity" can be confusing — and for some, evokes images of door-to-door salesmen peddling commercial annuities to earn a commission — a charitable gift annuity is a very different concept and is typically not something you would even hear about from a financial advisor or insurance agent.

With SPU Charitable Gift Annuities, donors especially love the guaranteed income stream they receive for the remainder of their lives (backed by all the financial assets of the University), several nice tax benefits (because it's a charitable arrangement), and the joy of knowing their investment provides a generous gift to the University at the same time. It's truly a win-win, have your cake and eat it, too, type of gift vehicle!

I invite you to read more about SPU gift annuitants in this issue of *Significance*, and if you or someone you know would enjoy learning more, please don't hesitate to call or email me. I'd love to help you!

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CONTINUED FROM COVER

"This feeling that I was to write the stories of people was very strong. And I became very good at asking the questions that would allow their stories to be heard," he said.

He realized becoming a "starving author" might not support a family, but his travels taught him the value of being deeply interested in others and asking good questions.

He moved to Seattle, where he met his wife, Sally, began a business career, and eventually founded The Sage Group, a business consulting company.

"I took the same interviewing skills into the technology consulting and business optimization discipline. I trademarked 'Path to Value,' my methodology for creating valuable companies," Ron said. "We work closely with leaders and their teams to ensure they are strategically positioned and operationally capable to meet the window of opportunity."

He also leads forums and (since the pandemic) podcasts for business leaders called The Great Conversation (the-great-conversation.com/podcast).

"We integrate thought leadership across multiple disciplines and functional roles, much like CEOs must do with their executive management teams and boards. It's a place where theory and practice converge," Ron said.

Ron calls his marriage of 36 years an "interesting study in me versus we."

"It is a lifelong course with a fascinating bell curve in competency, skill sets, and the heart. I have failed many classes, but thankfully, Sally has been a good tutor!" Ron said. The pair take great pride in their three daughters and grandson.

Ron served on the SPU Board of Trustees from 1998 to 2005 as an appointed member of the Free Methodist Church. He later taught "Leading Innovation and Change" in SPU's MBA program and mentored its students.

"SPU was looking for an entrepreneurial mindset when they sought me for the board," he said. "It was a pivotal time for [then-President] Phil Eaton, rallying around the idea of changing the world and



Donors Ron and Sally Worman at their home in Sammamish, Washington

growing the endowment exponentially. I loved it." Unsurprisingly, Ron championed more institutional storytelling.

"The basic premise — sitting with the culture, deeply understanding others' worldviews with empathy, and then offering to help, without condition — resonated with me. Still does," he said.

When it comes to giving, Ron listens to his heart: "Be present and mindful and God will lead you to the work that needs to be done."

Impressed by the SPU faculty and students' "deep and abiding search for meaning and truth and willingness to get their hands dirty," Ron and Sally established a Flexible Deferred Gift Annuity for SPU in 2004.

"I invest in ideas, people, and outcomes," Ron said. "With this contribution, I realized I could invest in a great institution like SPU and receive a future source of annual income in later years that could be a source of giving to my family, to SPU, or to other needs in the community."

The Wormans chose to defer their gift annuity payments for 17 years. The payout rate increases for each year deferred. At the time of setting up the annuity, this strategy allowed Ron and Sally to derive the greatest benefits from their gift by providing support to SPU and receiving an income tax deduction. Now they enjoy the certainty of income.

While Ron has no plans to retire, he and Sally make monthly getaways a priority, most recently to the San Juan Islands, Oregon Coast, and Hawaii. "My travels have never ceased," Ron said. "We love meeting new people in various stages of their path to value."

Zack Paulsen: Courting success



Basketball has taught Zack Paulsen key ingredients

for success in life: focus, eyes open for opportunity, and teamwork. And the junior Falcon guard isn't waiting for graduation to start achieving his goals.

Zack, a 6-foot-4-inch standout basketball star from Curtis High School in University Place, just west of Tacoma, Washington, was recruited to play at SPU.

"I visited my senior year and really fell in love with the coaches and the team," he said. "To play at a school like SPU is a dream come true."

It hasn't been an easy time to be a college athlete. Zack's freshman season was cut short in the regional playoffs due to COVID-19. Last year — despite a stellar 10-3 record — the men's basketball team was unable to reach the minimum number of games required for playoff selection due to the cancellation of the conference season and limited teams playing.

"The pandemic created a lot of struggle, as we were constantly practicing without knowing if we were going to get to compete. We were trying to stay ready mentally," Zack said.

Despite the uncertainty, he calls being a college athlete "a time-consuming privilege."

"It is fun to stay active and work for something bigger than yourself. I love the team aspect of basketball and that you have to rely on others to achieve success," he said.

Zack counts hanging out with fellow players, eating pizza and watching games, as well as attending a men's small group (led by teammate Harry Cavell), among his best college memories.

Juggling classroom and team demands has strengthened Zack's time-management skills. When COVID limited practices last season, he saw opportunity. In addition to his SPU classes, he completed a 90-hour real estate course and passed both the state and national broker exams over Thanksgiving break. He now works part time as a real estate agent and is eyeing his first property investment.

He also launched Exceptionally Different Hoops Camp for 8- to 14-year-olds and recruited fellow Falcon Divan'e Moffitt and a few of his high school teammates to help coach.

With his entrepreneurial mindset, majoring in business was a clear choice for Zack, but he would not have been able to attend SPU without scholarships. "My mom works very hard and does well, but she is a single mom raising three young men," he said. "Scholarships allow me to not stress about debt while focusing on maintaining good grades and being a competitive athlete. I will be forever grateful for that."

"The skills I have learned at SPU will help me in life, in the workforce, and in my relationship with Christ."

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PHILANTHROPY SPOTLIGHT



Ruth Vega-Norton and Larry Norton: Grace and generosity

As a teenager, Ruth Vega-Norton '49 lived for a time in the Philippines during the World War II era, where she and her family experienced incredible hardships and atrocities. It was only through her deep faith and trust in Christ that she was able to persevere and escape back to the United States aboard an American troop ship bound for California.

Shortly after returning to the States, Ruth enrolled at Seattle Pacific, completing a

bachelor's degree in education while being an active member of the student body. She then completed a master's in social work from the University of Washington and had a dedicated and impactful career as a teacher, passionately teaching young people even after she retired.

Though Ruth was very grateful for the opportunities she had at Seattle Pacific and believed ardently in the value of a college education, she also faced barriers of racism and

prejudice as a Filipina during her student years. As a result of these experiences, she carried feelings of hurt and anger with her alma mater for many years.

It was Ruth's courage, grace, and forgiveness, and the genuine disappointment, care, and concern she was shown by a few key University staff members, that allowed Ruth to engage again, ultimately resulting in reconciliation and restoring her relationship with her college

home. Her second husband, Larry Norton, was happy for her renewed connection with Seattle Pacific, and together they were glad to provide generous support through two SPU charitable gift annuities, which provided income for the remainder of their lives and generous gifts to the University after they both passed away. Ruth died in April 2019, and Larry died in September 2020.

NATIONALLY RANKED — For the sixth year in a row, Seattle Pacific has been recognized as a “Best National University” by *U.S. News & World Report*.



The incoming class of new students showed their school spirit at Orientation’s Falcon Fest in early September.

Provide yourself with a secure retirement

A Charitable Gift Annuity from SPU can give you supplemental income for life that is not affected by a volatile market or fluctuating interest rates.

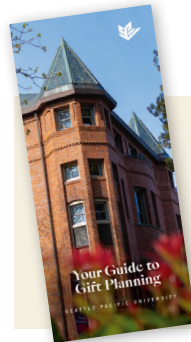
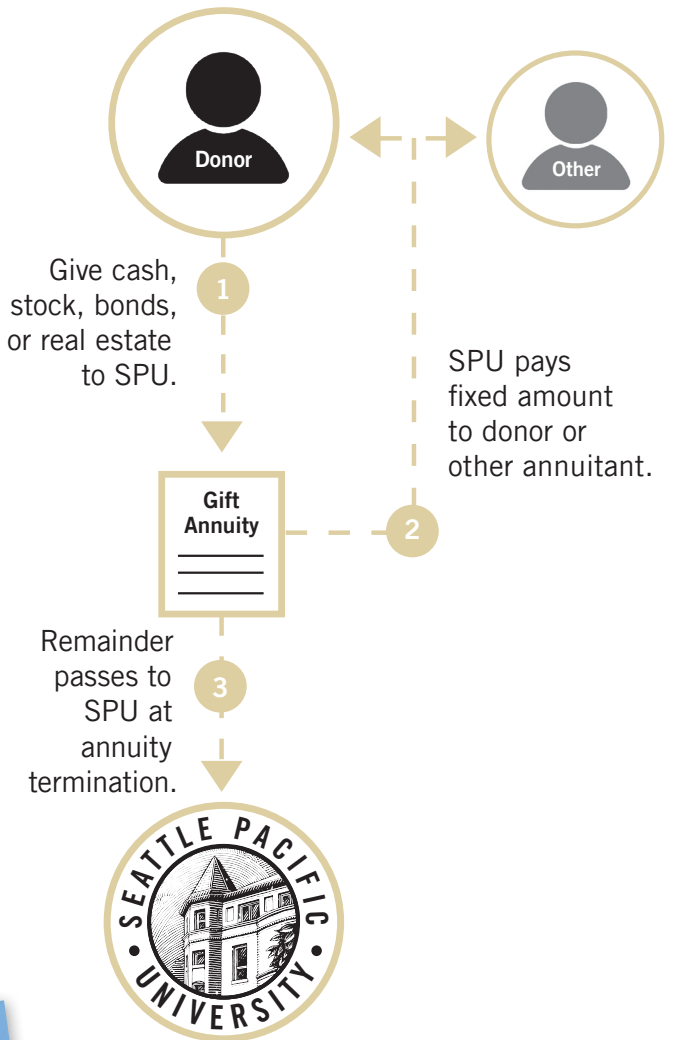
Plan features and benefits

- A plan that works hand in hand with Social Security (like pensions have historically).
- Payments guaranteed by Seattle Pacific University.
- An immediate income-tax deduction.
- Partially tax-free income payments for life.
- You pay no capital gains tax on gifts of appreciated assets held more than one year.*
- You or another annuitant receive fixed income for life.
- One-Life or Two-Lives Gift Annuities available. Current payments for ages 65 and older; deferred payments for ages 55 to 64. (See diagram below.)
- You diversify your assets.
- You bless future generations of SPU students.

CURRENT GIFT ANNUITY RATES			
AGE	ONE-LIFE	AGES	TWO-LIVES
65	4.2%	65/65	3.8%
70	4.7%	70/70	4.2%
75	5.4%	75/75	4.6%
80	6.5%	80/80	5.4%
85	7.6%	85/85	6.5%
90+	8.6%	90+/90+	8.2%

*For appreciated assets such as stocks, bonds, or real estate held more than one year.

How a charitable gift annuity works



To learn more about gift annuities or to request our Gift Planning Guide, contact Bryan Jones, director of endowments and gift planning, at 206-281-2250 or bryan@spu.edu, or visit legacy.spu.edu/giftannuity.