



## Family Business & Resources Fuel Generosity

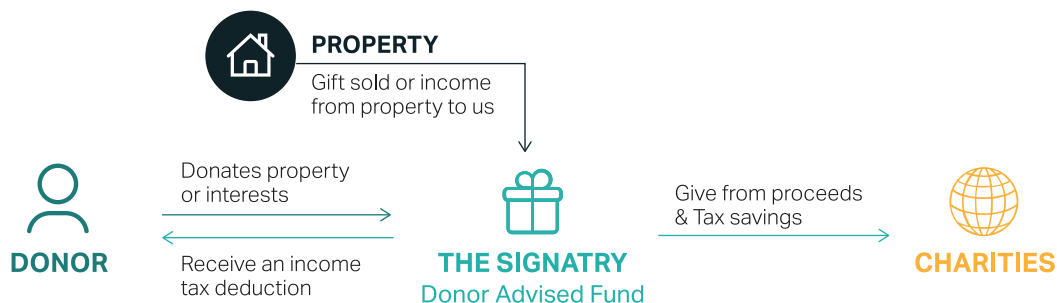
### Following Faith to Serve Family, Community, and Christ

With 5 years of service as a United States Airforce pilot, and 25 years as an airline pilot, Frank Brown has had roots in Kansas City for 55 years. Mr. Brown and a partner founded Via Bancourier, Inc. in 1978. The company mission was to serve the needs of the banking industry and to address current challenges in their transportation processes. In building his faith driven company, Mr. Brown established three main philosophies of business: serve the customer, treat the drivers fairly and trust God to take care of the bottom line.

Through strong faith and a commitment to these principles, Via Bancourier saw steady growth and is now thriving under a third generation of leadership within the Brown family. As part of expanding the business, the courier services now work with multiple industries. To reflect this change, in 2014 the company changed its name from Via Bancourier to Via Courier. The Brown family is thankful for their success and blessings. They continuously strive to honor God with their business by providing honesty to their customers and a Christian environment for their team members.

### Serving as a Steward of Business and Faith

“My giving journey these last 20 years has been life changing,” said Mr. Brown. Like many other business owners, Mr. Brown has looked for ways to benefit his business, support his family, and make a lasting contribution to the Kingdom. In December 2018, Mr. Brown sold 80 acres of farmland he had purchased many years ago. Working with The Signatry, he donated 40% undivided interest in the real estate.



**“Giving is what motivates me and excites me. The Lord Jesus has blessed me abundantly as I have been an obedient steward of the resources that He has entrusted to me to manage,” said Mr. Brown.**

By making this donation of real estate before the sale, Mr. Brown was able to save taxes and give more to charity. Leveraging assets to create a charitable giving opportunity is not only a practical stewardship solution, but it is a way to save on taxes potentially. When an individual or family gives a portion of their real estate, they may receive a tax deduction and increase the amount available to give to causes they value. Giving complex assets, like real estate, before they are sold, may benefit one’s family and causes they value by:

- Potentially avoiding capital gains tax
- Receiving a charitable income tax deduction
- The proceeds of the sale are placed into a donor advised fund, and the donor may advise which charities receive grants over time.

## Benefits of Charitable Gifting

This donation stood aligned with Mr. Brown’s long history of generous, donations and gifts. He finds and utilizes every opportunity to bring glory to God through his life and his successes. Mr. Brown said, “This donation will provide funds for me to give to many Kingdom projects. It will really be fun and rewarding.”

## The Role of The Signatry

The Signatry has years of experience in assisting individuals and companies as they give to charitable causes utilizing different types of assets. The Signatry team understands the gifting process and helps Christian business owners follow a path that will benefit their business while serving their faith. Making a complex asset donation can be a deeply personal decision and a multi-faceted process, so The Signatry works to serve and partner well with individuals as they go through all phases of the giving journey. The Signatry believes in the power of these gifts to solidify donors’ legacies of Christian stewardship. “The Signatry legal team was unbelievably patient and diligent in working through this long drawn out transaction,” said Mr. Brown.

Since 2000, The Signatry team has helped families, advisors and ministries send more than \$2 billion to charities across the globe. The Signatry empowers donors through creative giving solutions, biblically responsible investments, and legacy training. The Signatry facilitates revolutionary generosity through innovative approaches to the donor advised fund, including fee transparency, no monthly minimums, and full advisor access. The nationally acclaimed leaders of The Signatry help donors maximize their giving in ways that build and preserve generational wealth and legacy.

For more information, visit [www.thesignatry.com](http://www.thesignatry.com).