



The Thomas H. Perkins Legacy Society

Spring 2009



Sally Cross

The first thing Sally Cross will tell you about her life is that she's lucky. Blessed.

The 86-year-old widow counts among her biggest blessings a happy marriage that lasted nearly six decades, a wonderful family (including 7 great-grandchildren) an abiding interest in art, and a lifelong commitment to philanthropy. It is her gratitude for all of life's gifts that explains her decision to set up a gift annuity with Perkins as a part of her retirement planning.

"I am just so grateful that I have my eyesight, so very grateful," she says. "I don't know what I would do without it. And I am so impressed with what Perkins does around the world for people who don't have sight."

Sight has been very important

A gift of gratitude

to Sally, an artist who has crafted hundreds of stunning sea glass, shell, and driftwood arrangements since moving to her Falmouth home 35 years ago. On the walls, bookcases, and mantles of her home are all manner of sea glass and shell creations: a luscious wreath of colorful flowers, a jolly snowman, a budding water lily.

For years, Sally's work was purchased by anyone who caught sight of it. When recycling cut off the supply of sea glass, Sally started selling greeting cards featuring photographs of her work.

Business remains steady.

"I am too busy, now, to make anything more," she says. "My life is very full."

Part of her contentment stems from her longtime commitment to giving back. Both of Sally's parents were involved in local charities in Rye, NY, and, when her own children were older, Sally began a free pre-school

program for low-income kids in Fitchburg, MA.

"It was the biggest privilege for me to be a part of their lives, and to see a breakthrough in their lives," she says. "I am so grateful to them."

Years ago, Sally felt a similar surge of gratitude when she met the parents of a very young Perkins student. Witnessing, first hand, how much the Perkins team helped this family, Sally was moved to increase her commitment to the school through the Perkins Charitable Gift Annuity program.

"That couple was so grateful to Perkins for all that you do," she said. "And they were just wonderful parents."

The daughter of a savvy businessman, Sally is quick to point out that her investment also makes sense from a financial standpoint.

"I get a guaranteed income, which is great, and Perkins gets to do all sorts of tremendous work.

Early Learning Center: Partnering with parents to find miracles



Kristina and Naomi

Parents Kristina and John Bateman didn't know what they were looking for until they found it at Perkins School for the Blind.

"We had a very good therapist when we were in New Hampshire, but, when we came to Massachusetts, we had no idea what was available," says Kristina, whose daughter, Naomi, 3½, was born with visual impairments and other disabilities. "When our Perkins Teacher for the Visually Impaired

(TVI) visited our home, she said she thought Naomi had CVI (cortical visual impairment) and she started giving me information on what I could do."

Like the parents whom Sally Cross met 10 years ago, the Batemans soaked up the information that their Perkins TVI gave them. They began meeting with neurologists, ophthalmologists, and other experts to create a comprehensive plan of action for their daughter's care.

Less than a year later, the bright, bouncy toddler is enrolled in the Perkins Early Learning Center, where she engages her teachers and classmates alike. Her parents meet regularly with the Early Learning Center team of teachers and clinicians to discuss Naomi's ongoing needs. They work closely with the Perkins Health Services staff, as needed. They are also happy to make the hour-plus trip to the Watertown campus to bring Naomi to pre-school five days a week.

"The teachers (at Perkins) treat her like she is one of their own," says Kristina. "They celebrate her needs, desires, and funny little quirks just like we do at home."

The Batemans haven't always encountered such optimism. When Naomi was born, doctors told the couple that she would probably never walk or speak.

"While we were being told all of the things she should not be able to do, Naomi blossomed into a beautiful, vibrant, active little girl," says Kristina. "Naomi continues to beat all odds by talking, walking, hearing, climbing, jumping, laughing, joking, and feeding herself. She makes up songs and sings beautifully. She plays with her brother, she tickles with her daddy, and she cuddles with me."

Without their faith, these simple joys would have been denied the Batemans. But the couple relentlessly searched for partners in their unfolding miracle, and they found them at Perkins.

"I believe in the mission of Perkins," says Kristina. "They are committed to making independence a reality for thousands of people. I know that Naomi's future is definitely brighter because of the care we've gotten here."

From the Chair



Each day, Perkins sees many parents like Kristina and John Bateman – during home visits, in public schools, and in our own Early Learning Center. Parents

regularly confer with our caring staff to determine an educational plan that caters to their child's specific needs and abilities. We address their concerns with information, services, and a willingness to see what is possible. Working with special educators, occupational therapists, physical therapists, speech therapists, orientation and mobility instructors, and a host of others, parents learn to create a seamless continuum of care for their child – at home, at school, in life.

Your support allows us to bring peace of mind to many families like the Batemans. By choosing the Perkins Charitable Gift Annuity program, you are also able to gain some financial peace of mind: a guaranteed fixed income for life. To find out more about this option call the Perkins Office of Planned Giving at 617-972-7680.

Sincerely

A handwritten signature in cursive script that reads "Charles Platt".

Charles Platt, Chair

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Perkins Calendar

Vision 5K

Sunday, June 7

Graduation

Friday, June 12, 2009

Let's talk about risk management...

You can minimize the risk of outliving your resources with a Perkins Charitable Gift Annuity.

If you are age: You will receive:

60	5.0%
65	5.3%
70	5.7%
75	6.3%
80	7.1%
85	8.1%
90 & over	9.5% ...

These rates are guaranteed for life.

To request a free personalized illustration, please call 617-972-7680 or email alleather.toure@perkins.org.

Giving wisely

How much do you know about the Perkins Charitable Gift Annuity? Take this simple "True/False" quiz and check your answers below.

True or False:

1. The payments provided by gift annuities vary each year, depending on the economy.
2. Normally, a portion of the payments received from a gift annuity is tax-free.
3. Payment rates for gift annuities decrease as one ages.
4. Gift annuities tend to be risky for donors.

Answers:

1. False. Gift annuities provide a fixed and guaranteed income.
2. True. The percentage of payments that is tax-free depends on the asset used to obtain the annuity and the life expectancy of the annuitant(s).
3. False. The opposite is true. The older the annuitant, the higher the return rate. The rate structure is established when the annuity is created.
4. False. Gift annuities are quite safe because they are tied to the assets of the charity, not an income portfolio. The organization issuing the annuity makes the annuity payments no matter what happens to the economy.

How did you do? Learn more about the Perkins Charitable Gift Annuity Program by contacting Alleather Toure at 617-972-7680 or at alleather.toure@perkins.org.