

## DOOR OPENER AWARD

*bestowed upon stellar professional advisors who take the initiative to bring legacy philanthropy to the attention of their clients and colleagues*

### 2015 WINNER KURT KUNSCH



As Senior Vice President and Trust Managing Director for Phoenixville Federal Bank and Trust since 1996, Kurt Kunsch is at the nexus of scores of wealth management and estate planning conversations. With a strong reputation for trust, integrity, and superior client service, clients are confident that Kurt puts their needs and desires first and foremost.

Kurt has a personal ethos of community service. A lifelong Chester County resident, Kurt is proud to discuss his civic endeavors. “Talking about nonprofit community volunteer projects helps break the ice, spread the word, and get people involved. Plus it lets me know if we should talk about charities in our estate planning conversations.”

Growing up, it was clear in the Kunsch household that community involvement was essential. “My Dad always instilled in us the importance of donating time and resources to assist others in need. Our family activities were centered on St. John’s Lutheran church, with tithing and weekly offerings, youth groups, and lots of volunteer projects. Plus I was a Boy Scout, a volunteer at Phoenixville Hospital, and I sang in the Boys Choir at Valley Forge. From an early age, I realized how great it feels to help others and be involved in the community.”



Kurt and his wife Kelly continue the strong tradition of family philanthropy with their three children Addison, Chloe, and Daxon. On their 5<sup>th</sup> birthday, each child receives the book **Three Cups: A Lesson in Life and Money for Children** by Tony Townsely and Mark St. Germain. This tradition was started by Kurt’s brother-in-law. **Three Cups** teaches basic financial planning and emphasizes responsibility, generosity, and the joys of reaching one’s goals. Three cups are given to each child to deposit money they receive from holidays, celebrations and allowances. One cup is for saving. One for spending. And one for giving. Kurt now gives **Three Cups** to his clients, for their children and grandchildren as well.



Kurt’s current charitable involvement is wide and deep. He serves as President of the Phoenixville Area Economic Development Corporation, Secretary for the Phoenixville Police Athletic League, and as a Board member of the Chester County Estate Planning Council. He has also served as Board Chair of Petra Community Housing, Secretary of the Schuylkill River Heritage Center, and Board Treasurer of the Historical Society of the Phoenixville Area. Kurt throws in extra entertainment at charity events, as a professionally-trained magician and Muhlenberg College theatre major.

“When my longtime friend David M. Frees III Esq. became Chair of the Board of the Community Foundation in 2004, of course I had to take a closer look. Dave has been instrumental as a career mentor, clarifying the trust and estates field for me. I saw that the Community Foundation has two sides – grantmaking from donor advised and unrestricted funds, as well as stewarding invested community assets for perpetuity. Over the years, I have personally seen the short-term and long-term impact the Foundation has made on nonprofits and families in the community.”

Kurt is clear that there are benefits for those who give charitably, as well as for those who receive. “Research has shown that the great feelings you experience from helping others may be just as important as exercise and a healthy diet. The smile you receive from a child or a grateful person is one of the best feelings in the world. I enjoy helping my clients feel deeply satisfied about the impact they can make with their charitable dollars, now and forever.”