

2014

AMERICA'S MOST

ADVISOR-FRIENDLY TRUST COMPANIES

THE WINNERS LIST

LISTINGS FOR THEIR TECHNOLOGY
USED, CUSTODIANS, FEES, IN-HOUSE
EXPERTS, TRUST SUPPORT AND MORE.

YOUR INSIDE LOOK AT WHO'S
WHO IN THE TRUST INDUSTRY
THAT CATERS TO REGISTERED
INVESTMENT ADVISORS (RIA'S),
FAMILY OFFICES AND BROKER-
DEALER REPRESENTATIVES.

Table of Contents

Introduction.....2

Trust as Competitive Edge.....3

What “Advisor-Friendly” Means.....3

What does a Trust Company Do?4

What’s Important to You5

Keep Your Clients for Yourself6

The Directed Trust Advantage7

Directed or Delegated?.....7

Location Is Everything8

Shopping for a Partner10

Add up the Costs12

Technology Matters.....13

Behind the Scenes.....14

Ranking the Advisor-Friendly Firms in 201415

Glossary of Terms.....16

Elite Estate Planning Attorneys.....18

America’s Most Advisor-Friendly Trust Companies Comparison Chart22

The Advisory Trust Company of Delaware28

Alaska Trust Co.....29

Alliance Trust Company30

Argonne Trust Company31

Bankers Trust Company of South Dakota.....32

BOK Financial Corporation33

Comerica Bank & Trust, NA34

Commonwealth Trust Company35

Counsel Trust Group.....36

Cumberland Trust37

Dunham Trust Company38

First National Bank and Trust Company39

Heritage Trust Company of New Mexico40

Independent Trust Company of America41

Midland States Bank.....42

Millennium Trust Company.....43

National Advisors Trust Company, FSB.....44

Nevada Trust Company.....45

New York Private Trust Co46

Premier Trust.....47

Principal Trust CompanySM.....48

Provident Trust Group49

Reliance Trust Company of Delaware50

Sterling Trustees LLC51

Summit Trust Company52

TCA TrustCorp America53

The Kingdom Trust Company54

The Private Trust Company, N.A.55

Wealth Advisors Trust Company56

Zia Trust, Inc.57

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Introduction

Welcome to the future of Advisor-Friendly Trust Companies. As I think you'll see, our standards are getting even higher as more and more companies really demonstrate that they're willing, able and eager to work with advisors on your terms.

Since *The Trust Advisor* started tracking these firms a few years ago, the industry has changed a lot. Trust officers who once scorned the idea of working with advisors have realized that trying to compete with you for client loyalty has become a race to the bottom.

As a result, just about everyone in the business wants to be known as "advisor friendly" these days. There isn't room in this guide for all of them, so simply promising to welcome directed and delegated trusts is no longer enough to ensure a place in this suddenly exclusive club.



A true Advisor-Friendly trust company now needs to provide more than a vague promise and an adequate solution. It needs to have what it takes to participate in a real inner circle of forward-thinking service providers with the technology and the human resources to produce better outcomes for you and your clients.

The 30 firms profiled here run the gamut from niche start-up to established giant. You'll see high tech boutiques, fiercely independent players and affiliates of some of the biggest financial institutions in the country. Most major jurisdictions are represented for those looking to ensure that their clients have the best protection in the country.

It's an elite group. And once again, if you'd like some complimentary vendor-neutral help picking a partner, *The Trust Advisor Concierge* is still staffed by people who can filter out obviously unsuitable companies with just a little guidance from you, then put you in touch with only the people most likely to make a good fit.

They know these companies better than anyone else. If you'd like to try out the Concierge now, just skim the next few pages to figure out exactly what you and your clients may need or want from a trust company relationship. Then download the free app from thetrustadvisor.com or call toll-free: 1.800.781.6670.

Competition for high-net-worth accounts has never been fiercer. Every advisor in the US is on the hunt for wealthy clients looking to provide the best mousetrap and service offering for their clients. In the process it goes without saying that high wealth accounts mean trust services.

Today's wealthy families are not willing to settle for someone who will simply manage their portfolios or give them a template for a financial plan. They've learned to use the Internet and they know there are all-in-one firms that can give them tax advice, insurance, estate planning, philanthropy, wealth transfers to future generations and more.

Your clients want a holistic approach with specialized expertise. They demand a financial advisor who will not only act as a go-between to the markets but as a guardian of every aspect of their financial lives.

And as it happens, one of the top items on their wish list is the ability to create and use trusts.

Trust as Competitive Edge

You might be reluctant to give your clients that ability. Until recently, putting wealth into trust made enormous financial sense for an investor—as a shield against taxes, nuisance lawsuits and, in some ways, even mortality—but it also spelled financial hardship for the advisor.

The problem stems from the fact that while advisors can do many things on their own, running a trust is not one of them. Teamwork is almost a necessity, and for too long, few if any trust companies were team players.

What "Advisor-Friendly" Means

Separating the "Friendly" from the Rest

To be considered advisor-friendly, a trust company needs to be able to pledge that it will cooperate with you, not compete against you. Unlike captive trust departments that exist to give their corporate parents—usually wealth managers or banks—access to your clients, these companies have unbundled their wealth management offering and can simply sell trust administration as a separate service.

The difference is vast. Conflicts of interest are eliminated. Very few of these companies could take over active management of your clients' trust assets if they wanted to, so you're able to stay right where you are: carrying the ball and earning the glory.

An individual can run a trust, but the complexity and fiduciary burden make it difficult—even unwise—for an advisor to do so. At this point, the SEC has ruled that any advisor who wants to serve as

trustee or trust administrator will face expensive and onerous audits.

As a result, a third party needs to be identified to serve as trustee. Given the complexity of the task, this will often be a specialized corporate entity, a trust company or bank trust department.

Once again, as far as the trust and its creators are concerned, this can be a terrific solution. The corporate trustee has the resources and the expertise to manage the paperwork, meet the filing deadlines and bear the fiduciary burden—but in the past, the advisor almost always got squeezed out of the relationship.

To make things worse, trust companies built in-house investment departments as a way to expand their own revenue, while others evolved as captive affiliates of banks or even rival brokerage firms. For all practical purposes, moving client money into a trust managed by one of these entities meant handing a prize account to a competitor.

Today's trust industry is still full of companies that compete directly with advisors for control of the assets, but thankfully their dominance is nowhere near as complete as it was. Progressive trust companies recognize that investments are best handled by investment advisors and that the trust administration business is enough of a challenge in its own right.

Much like independent advisors, these companies are not beholden to outside corporate interests. They rarely if ever have proprietary investment products to sell or commissions to capture. Very few will insist on taking custody of the trust assets, although many will do so if the trust creator or his or her advisor wants.

And thanks to innovations in the trust code in many states, these companies are happy to let the advisor keep investing the assets and collecting the management fees. From the advisor's perspective, only the client's satisfaction level changes.

What does a Trust Company Do?

A good advisor-friendly trust company should be invisible to your clients. Still, the administration function is critical and should not be taken for granted. Above all, you should think twice before letting any client or a client's family member serve as trustee, much less agree to do so yourself.

The trustee is the person or corporate entity that manages the trust's affairs in order to ensure that it achieves the goals set by its creators. This is a fiduciary role, and as such the penalties for failure are clear-cut and severe.

Many otherwise financially sophisticated people can be bogged down by trust administration issues, deadlines and procedures. Your cli-

ents already know what you do to manage their money, but the trustee relationship is likely to be new and somewhat outside their experience.

Because you will be the primary point of contact for clients, you must have a basic understanding of the primary duties of the corporate trustee and any trust officers assigned to handle their trusts.

Non-discretionary tasks are not optional. These include making income payments monthly, quarterly, annually or as otherwise directed by the trust. Trustees must also pay out principal as set forth in the trust and attend to all other matters the trust directs. Tax and other filing deadlines must be met in full.

Any additional duties or instructions explicitly called for in the trust documents must be carried out.

Discretionary tasks give the trustee more margin for personal interpretation. If the trust is silent on an issue, the trustee's fiduciary duty may require him or her to make discretionary decisions. For example, a trust may indicate that the trustee can make principal payments "after considering other sources of income available to the beneficiary," in which case the trustee should demand extensive documentation from the beneficiary before making a decision.

Many trust officers also perform miscellaneous activities on behalf of the beneficiaries as part of their overall ethic of service, even if these tasks are not explicitly mandated in the trust itself.

The Trust Advisor's audience includes some of the highest-powered professionals in the industry so we're always eager to hear what you have to say about what you want from a service partner.

Not surprisingly, most of you want to open up your business to

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support trusts for very simple reasons: a wider offering makes it easier to court new clients, encourage existing relationships to trust you with more of their assets and generate more revenue on every dollar of AUM on your platform.

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What's Important to You

your platform.

A full 82% of our readers say finding a trust company they can recommend to their best clients has translated into new relationships, enhanced account retention or both. That's it. It's a pure business decision and the numbers speak for themselves.

In terms of which trust services provider can help you achieve those goals, you are all about testimonials. A reader survey we ran in June 2013 re-

vealed that 80% of you say reputation and length of time in business are the most important factors in picking a partner. Only 22% are looking for the lowest-price solution. What does this mean? Advisors look for testimonials and case studies to prove that a potential partner can back up its claims. That kind of information is hard to get from a website, so you'll probably need to pick up the phone even if our Trust Advisor Concierge does most of the legwork for you in advance.

Once you make the calls, you'll have a much better idea of a trust company's standing in the industry and whether it would be a good fit for your clients. If that side of the company passes muster, you've made clear that even a tiny boutique vendor may be worth a few basis points more.

“80% of you say reputation and length of time in business are the most important factors.”

Keep Your Clients for Yourself

It's not hard to figure out why most advisors are leery of referring their clients to any trust company without a firm promise that those accounts won't be poached.

Here's the problem: Trust assets rarely move. They often stick with the trust company. For this reason, unfriendly trust companies have an opportunity to leverage that relationship to take assets away from the advisor—and they tend to do so.

The solution is to find a partner that not only promises not to prospect your clients away, but lacks either the motive or the opportunity to even try. Many of the trust companies that cater to investment advisors and their clients have a strong incentive not to compete for assets for the simple reason that they don't have in-house investment departments. They couldn't manage these portfolios if they tried. Others actively cultivate relationships that formally prevented them from interfering with the way the trust assets are invested.

In a **directed trust**, the trustee is legally required to follow the investment directives of an outside advisor, who maintains a close rela-

tionship with the portfolio and the clients. Every single one of the trust companies we consider extremely advisor-friendly go out of their way to support directed trusts. From their perspective, it's enough to administer the trust and leave the job of investing its property to others.

And needless to say, if they're content to administer the trust, they're equally content to leave the rest of your clients' assets alone.

A directed trust is an arrangement that allows you, the advisor, to hand off the responsibility and burden of administering a trust to an outside corporate trustee but retain control over how the assets are invested.

The Directed Trust Advantage

Obviously for most advisors, finding the right partnering trust firm may not be a simple task. For most advisors, finding the right directed trust relationship is the "sweet spot" between spending to run a trust business in-house and turning the business away.

The breakthrough came in the 1990s, when some states altered the rules to allow the creators of a trust to direct the trust company to follow the investment choices of an outside advisor.

As far as the portfolio is concerned, the advisor (you) is boss. The advisor earns the management fees. The trust company earns its own fee for handling everything else: accounting, custody (if required), reporting and payments to the beneficiaries.

If the IRS needs to inspect the books, the trust company handles it. If one of the people named in the trust documents has a special request, the trust company handles it.

Since both trustee and investment advisor are thus free to do what they do best, this aligns the interest of all service providers with the grantors and beneficiaries themselves.

Some states welcome both directed and delegated trusts. Others only support one or the other. While the words look similar, the nuances are important..

Directed or Delegated?

The creator of a **directed trust** takes the job of managing the assets from the trustee and assigns it to someone else. This generally lets the existing wealth manager keep on doing what he or she is doing, while releasing the trustee from all but the most basic responsibilities over how the money is invested.

Delegated trusts give the trustee the power to decide who will manage all or some of the assets. In this kind of relationship, the trustee remains responsible for overall performance and will monitor the outside manager's activities to ensure that all parties meet their fidu-

New to Us, Not New to the Business

As you search these pages for the perfect trust partner, you'll notice our inner circle falls into two camps: the established fixtures of the independent trust company movement and the names who are relatively new to the advisor-friendly club. It's important to point out that while some very well-established industry bellwethers have only demonstrated that they have what it takes in the last year, they often have decades if not centuries of expertise driving their operations.

Every company we profile has proved—sometimes for multiple years in a row—that it can work with advisors to get better client results. That's our primary criterion, and that's why you should at least glance at every name in this book. The names may be new to you, but they have clients and partners you can reach out to for recommendations and testimonials.

ciary obligations. While many advisors naturally prefer to have the trust creator direct management powers to them, some clients may prefer to leave the ability to delegate with an independent trust company, which then chooses the advisor and monitors investment decisions.

After all, an advisor who is willing to let the trust company keep tabs on performance—or risk being fired—demonstrates that the client's long-term interests come first. A confident professional has nothing to hide and little to gain from insisting on locking in control of the assets even if his or her competence is questioned.

And directed advisors can be removed in extremis, so insisting on direction does not necessarily buy anyone additional security.

Review the difference with your clients and ask them which arrangement they prefer. Emphasize that you can work with their decision in any event.

Location Is Everything

You may have noticed that this paper refers to “some” states, “most” states and so on. Location is everything in the trust business.

Not all U.S. states support all of the major types of trust that your clients may need, and in fact some experts consider only a handful of trust havens—Alaska, Delaware, Nevada and South Dakota—to be really top-tier places to create and run a trust.

However, anyone from any state can set up a trust in any jurisdiction, so no advisor should feel constrained by what's available at home.

Recent trends have led wealthy families and individuals to seek out the most favorable environments for their assets. Because of this, many large family offices are opting for maximum flexibility

when the time comes to decide where to set up the new trust.

Even if the prospective trust grantor doesn't need a particular tax benefit or class of protection at the moment, these advisors know that circumstances change. And since multiple generations may be part of the equation, the trust must be able to evolve with the family's needs. Because of this, many advisors look for a combination of factors when searching for a trust company:

- **Perpetuities.** Conventional trusts can expire a few decades or maybe a century after the original grantor dies, but many states allow property to remain in trust for many generations longer than the standard state and in some cases forever. These perpetual trusts or dynasty trusts are a very popular technique for planners and clients today.
- **Favorable tax rules.** Avoiding state income or capital gains tax is another key objective for planners to achieve for their clients. Alaska, Florida, Nevada, South Dakota, Texas, Washington and Wyoming do not impose an income tax on trusts. Delaware does not impose an income tax on trusts if the income or capital gains are accumulated or distributed to non-resident beneficiaries.
- **Asset protection.** Some states offer varying degrees of protection for locally domiciled trusts from the trust creator's creditors. While the language can be so vague as to be useless in court, jurisdictions like Nevada and South Dakota have a rich body of statutes in place designed to shield property from legal claims.
- **Total return trusts.** Many states have enacted total return trust or power-to-adjust statutes. Trustees in these states can now invest based on a total return approach and satisfy beneficiaries who receive either a share of current income or the principal at a later date. Most states with total return trust legislation have the ability to convert a trust to a unitrust percentage between 3% and 5%.
- **Delegation.** Needless to say, you want a trust provider that operates in a state that allows an outside advisor to manage the portfolio. But this is not quite as intuitive as it initially seems. Review state statutes permitting segregation of duties to make sure that the trustee will provide exactly the level of supervision you find comfortable -- neither more nor less.
- **Privacy.** Most states have methods for insuring that fiduciary matters will not be a matter of public record, although some are stronger than others. However, state laws differ on beneficiaries' entitlement to trust information and only a few states allow a trust instrument to delay or prohibit disclosure of trust information to future beneficiaries.

Shopping for a Partner

Once you have your search narrowed to one or two states, it is time to find the right trust company to work with.

Remember, you want a partner that keeps its in-house investment unit—if any—away from your clients. They should not be trying to sell your clients proprietary investment products, but they should have the capability to support any investments that you might recommend, now or in the future.

Look for a corporate trust company that can provide evidence of:

- Years of experience in administering trusts
- Specialization in trust administration, custody, and fiduciary tax reporting services
- Knowledge of changes in the directed trust space and the trust environment
- Dedication to fiduciary responsibility
- Insurance coverage against fiduciary errors and omissions
- Staff continuity
- Examination by internal auditors and external regulators
- Focus on the best interest of all beneficiaries, both current and future, while implementing trust provisions
- An aversion to “interpreting” or adding to the trust documents in order to divine the wishes of the creator
- State-of-the-art technology
- A reporting and accounting platform that supports both your custody platform and all assets that will go into the trust
- Established partnership relationships with multiple team members

How To Shop: Words to Watch

As you put together a short list of trust companies that may be a good fit for your clients, remember that diversification is key. Just as every one of your clients is different and has unique needs, many of the best providers are generalists who excel in a niche or two or are outright specialists.

Learn to recognize the jargon that differentiates one trust company from another so you can build a balanced team of potential partners. Some are geared toward self-directed IRAs and other pure hands-off custody and administration: Provident and Kingdom come to mind in this year's group. Others like New York Private and Premier shine when it comes to classic directed trust where trust officers and advisors work more closely together.

Some of your clients will want to create trusts that favor one group or the other. If possible, cultivate relationships with at least a few from either side of the bench to give your clients the best pool of options to work with.

- Ideally, a dedicated trust officer assigned to each account
- Examinations of how payments and beneficiary/client communications are handled.

Advisors seeking a trust company for a directed trust that does not contain discretionary provisions can focus on the easy questions:

- Is a dedicated trust officer responsible for each account?
- How are income or principal requests handled? What are the turnaround times and payment methods?
- How are communications with the beneficiary handled?
- How quickly can the trust company respond to document review, interpretation and explanation requests from a client or financial advisor?

When trustee discretion is an issue, the process of finding the right fit can become more difficult and chemistry becomes more important.

Making an Anonymous Inquiry

Many of our readers avoid reaching out to trust companies because they don't want to get caught in the marketing machine. Don't despair! This is one of the reasons we created the Concierge service in the first place. If you tell him you'd like to audition trust companies anonymously, he can make the calls for you and report back with the results. You get all the information you need, and they never even figure out you're in the market. And as always, the service is complimentary.

To begin, call 800-781-6671 for this free service.

Advisors should not expect (or even want) a trustee charged to act with discretion to be a "pushover" or simple rubber-stamp entity, so it is important to be able to establish a good working relationship.

Furthermore, a prospective directed trust company should not guarantee distributions will be made in the future. Such commitments could jeopardize the trust and would compromise the trustee's fiduciary duty to the beneficiaries of the trust.

At this point, it is a good idea to bring your clients into the conversation. If a good "fit" between the advisor and the prospective trustee is important, it is absolutely crucial that the client and the new trustee be able to work well together.

Although there are no definitive guidelines, advisors should keep the following points in mind when interviewing prospective directed trust companies in the presence of a client:

- Does the trust company mention the role of advisor, if any, in the administration process?

- Do answers to specific process questions consist of “rapid fire” lists of requirements and documentation to be provided by the client?
- Do the answers indicate the trustee is in a position of power and authority, or reflect an attitude of cooperation and respect for the client?

Listen for verbal clues that the trust company has hired and trained employees to embrace the directed trust concept. People from the bank trust world may not understand or appreciate the need to work on a partnership basis with advisors and their clients.

Add up the Costs

Naturally, corporate trustees need to charge for their service. While regulators are pushing for greater transparency here, this fee is often all-inclusive or bundled in such a way that beneficiaries and their advisors have a hard time determining where their money goes.

Traditional all-in-one trust companies further obscured the cash flows by charging a fee that compensates them for their investment management services, fiduciary risk and other “soft non-value added services” provided to clients.

Directed trusts, on the other hand, generally separate the investment advisory fee from the corporate trustee fee. As a result, clients receive much clearer insight into what they are paying -- and often a lower total fee as well.

In general, fee schedules for directed trust companies fall in a range from 0.50% to 0.75% on the first \$1 million and then drop according to varying breakpoints thereafter. Minimum annual fees range from \$4,000 regardless of asset level, although some types of trust start in the \$1,500 range. A few vendors will charge a flat fee for any amount of assets.

Additional fees may apply for real estate held in trust, estate settlement and termination fees, tax preparation and/or filing, or miscellaneous extraordinary services.

Note: *The IRS has ruled that all corporate trustees are now required to separately account for investment and administration fees. This is intended to remove the tax advantage of a “unitary” trust in which the entire trustee fee can be deducted, as opposed to a trust that charges separate fees and only allows partial deductibility of fees. Directed trusts already break out the fees in this way, but because this is a relatively new development, it gives you a good “talking point” in your negotiations with trust companies.*

Technology Matters

Once upon a time, dealing with paperwork was the primary objective of every trust organization in the business. Even today, some trust officers are still content to fill out and file all the necessary forms it takes to keep a trust running and compliant with all applicable regulations.

However, some firms have embraced technology that makes it possible for them to take their trusts out of the late 19th Century.

The right accounting platform can interface with the modern state-of-the-art portfolio management tools that directed and delegated advisors use today while incorporating your best tax optimization and rebalancing strategies. The investment architecture can now be truly open, working with any third-party or in-house alternative assets your platform supports.

Integrated multi-custodian data feeds allow the administrators of large trusts to track thousands of open investment positions, report market values and attribute performance with a minimum of delay and errors. This functionality, in turn, is what makes the very existence of smaller trusts possible.

A modern trust administrator may be able to share data with your customer relationship management system and provide other integration benefits. If this kind of efficiency matters to you, it's important to ask a potential partner whether you can get it.

But the primary advantage technology is bringing to the trust business is the elimination of paper. Moving the forms into secure paperless environments has been essential for a new generation of trust officers who can now give beneficiaries, grantors and investment advisors alike access to all necessary documents.

Forms can be sent out for fast electronic signature and then stored electronically as well for instant access. The faster the signature fields are populated, the faster distributions and other complex processes can move.

Ask about technology when you have a conversation with a potential trust partner. You may not require them to have a full-fledged cutting-edge solution, but you may not want an old system of filing cards and ledgers either.

Behind the Scenes

A true directed trust arrangement is created when the person who is initially transferring the assets decides to require or “direct” the trustee to delegate the investment responsibilities to a registered investment advisor, stockbroker, financial planner or other family advisor.

In these cases, the trustee’s fiduciary responsibility for the investments is formally reduced to the point where he or she is exonerated from all liability except in circumstances involving willful misconduct. Some states have slightly stricter requirements that force directed trustees to double-check that the advisor’s decisions are truly suitable, while others take a more laissez-faire approach.

For most practical purposes, while the trustee retains some continuing liability for investment performance, in a directed trust arrangement, it is close to zero.

Directed trust statutes formally define the separate duties and responsibilities of trustee and advisor. Both are appointed as fiduciaries, even if the advisor is not normally engaged in a fiduciary role. This separation of duties is called “bifurcation” in industry marketing lingo.

When a wealthy individual decides to use a directed approach for his or her trust, he or she generally appoints an existing advisor or advisory firm in the controlling document.

Specifics vary by state. Nevada, for example, provides for additional roles within the arrangement. Trust creators can appoint a “trust protector” who has the discretion to modify the trust in various ways to take advantage of changing rules or to direct the trustee to make — or withhold — distributions. Not surprisingly, these three-party arrangements are referred to as “trifurcation.”

Some states also allow the trustee to delegate the investment function to an outside advisor. In these relationships, the trust essentially serves as an institutional client in a normal advisory practice. Such clients can be very lucrative!

The 30 firms profiled here run the gamut from niche start-up to established giant. Here's how the numbers stack up.

Ranking the Advisor-Friendly Firms in 2014

| Advisor Relationships | | Average Account Size | | Trust Assets Under Administration | | | | |
|-----------------------|-------------------------|----------------------|----|-----------------------------------|--------|----|-------------------------|---------|
| 1 | Comerica | 4000+ | 1 | Provident Trust | \$25M | 1 | Principal Trust | \$130B+ |
| 2 | Provident Trust | 3,000 | 2 | Alaska Trust | \$7.5M | 2 | Reliance Trust | \$128B |
| 3 | Premier Trust | 2,900 | 2 | Bankers Trust | \$7.5M | 3 | The Private Trust Co. | \$90B |
| 4 | Independent Trust Co. | 2,000 | 4 | Sterling Trustees | \$5M | 4 | BOK Financial | \$26B |
| 5 | Millennium Trust | 1000+ | 5 | New York Private Trust | \$3.5M | 5 | Commonwealth Trust | \$16B+ |
| 6 | Advisory Trust | 800+ | 6 | Nevada Trust | \$2.3M | 6 | Comerica | \$11.5B |
| 7 | Reliance Trust | 600 | 7 | Wealth Advisors Trust | \$2.2M | 7 | Millennium Trust | \$9B |
| 7 | The Private Trust Co. | 600 | 8 | Alliance Trust | \$1.5M | 7 | National Advisors Trust | \$9B |
| 9 | Cumberland Trust | 500+ | 8 | Cumberland Trust | \$1.5M | 9 | Alaska Trust | \$4B |
| 10 | Principal Trust | 500+ | 8 | Dunham Trust | \$1.5M | 9 | Provident Trust | \$4B |
| 11 | TCA Trust | 140 | 8 | Premier Trust | \$1.5M | 11 | Dunham Trust | \$2.6B |
| 12 | National Advisors Trust | 135+ | 8 | Principal Trust | \$1.5M | 12 | Bankers Trust | \$2.5B |
| 13 | Zia Trust | 132 | 8 | Zia Trust | \$1.5M | 13 | Advisory Trust | \$2.1B |
| 14 | The Kingdom Trust | 125 | 14 | Advisory Trust | \$1.3M | 14 | Cumberland Trust | \$1.5B |
| 14 | Summit Trust | 125 | 15 | National Advisors Trust | \$1.2M | 15 | New York Private Trust | \$1.3B |
| 16 | Dunham Trust | 100+ | 16 | Comerica | \$1M | 15 | Sterling Trustees | \$1.3B |
| 17 | Alaska Trust | 100 | 16 | Counsel Trust | \$1M | 17 | Midland States Bank | \$1.07B |
| 18 | Sterling Trustees | 75 | 16 | Independent Trust Co. | \$1M | 18 | Premier Trust | \$1B+ |
| 18 | Wealth Advisors Trust | 75 | 16 | The Private Trust Co. | \$1M | 19 | Kingdom Trust | \$1B |
| 20 | BOK Financial | 60+ | 20 | Heritage Trust NM | \$750K | 20 | Independent Trust Co. | <\$1B |
| 21 | Alliance Trust | 50 | 20 | TCA Trust | \$750K | 21 | Zia Trust | \$770M |
| 21 | Midland States Bank | 50 | 21 | Midland States Bank | \$700K | 22 | Counsel Trust | \$500M |
| 21 | New York Private Trust | 50 | 23 | Reliance Trust | \$500K | 23 | TCA Trust | \$425M |
| 24 | Bankers Trust | 35+ | 23 | Summit Trust | \$500K | 24 | Alliance Trust | \$340M |
| 25 | Heritage Trust NM | 33 | 25 | BOK Financial | \$450K | 25 | Summit Trust | \$240M |
| 26 | Counsel Trust | 15 | 26 | The Kingdom Trust | \$300K | 26 | Wealth Advisors Trust | \$180M |
| 27 | Nevada Trust | 10 | 27 | Millennium Trust | \$100K | 27 | Nevada Trust | \$150M |
| | Argonne Trust | * | | Argonne Trust | * | 28 | Argonne Trust | \$65M |
| | Commonwealth Trust | * | | Commonwealth Trust | * | 29 | Heritage Trust NM | \$63M |
| | First National | * | | First National | * | | First National | * |

* = not disclosed. All numbers self-reported and verified where possible.

Glossary of Terms

Asset Protection Trust: Any trust designed to protect property from potential creditors, court judgement or other legal liability.

Beneficiary: Person or entity entitled to receive benefits from a will, insurance policy, trust agreement or employee benefit plan.

Charitable Remainder Trust: An irrevocable trust with both income and remainder interest. Income is paid to designated beneficiaries for a term or lifetime. The remainder interest is paid to qualified organizations as specified in the trust when the trust terminates.

Corporate Trustee: A trust institution serving as trustee.

Delegated Trust: A delegated trust is an arrangement that allows the trustee to assign responsibility for managing the trust's assets to an outside advisor. (See also: Directed Trust.)

Directed Trust: A directed trust is an arrangement that allows the advisor to hand off the responsibility and burden of administering a trust to an outside corporate trustee but retain control over how the assets are invested. (See also: Delegated Trust.)

Directed Trust Company: Any corporate trustee that supports and encourages directed trust relationships. These companies are generally not interested in managing the assets themselves and so have little or no motive to replace existing advisors.

Durable Power of Attorney: A power of attorney that will come into effect and remain in effect and valid if the person who grants the power becomes incapacitated.

Dynastic Trust: While some states force trusts to terminate after a few generations, others allow trusts to operate for centuries or even, theoretically, forever. These long-lasting arrangements are known as dynastic or "perpetual" trusts.

Estate: The real and personal property of a decedent; a specific interest in property.

Fiduciary: An individual or entity in position of trust who has accepted the duty of acting for the benefit of another.

Grantor/Settlor: A person who transfers property, the creator of a trust.

Generation Skipping Tax (GST): A tax levied on gifts to people separated by the donor by more than one generation: grandparent to grandchild, for example.

Irrevocable Life Insurance Trust: Typically used to shelter an insurance death benefit from estate taxes and may provide liquidity to pay estate taxes and settlement costs. A trust is created, then the trust purchases a life insurance policy.

Irrevocable Trust: A trust that, by its terms, cannot be revoked or changed by the grantor.

Living Trust: A trust that is operative during the lifetime of the grantor; as opposed to a trust under will or a testamentary trust. Also known as an inter vivos trust.

Power of Attorney: A legal document appointing someone to act as one's agent with legal authority to sign your name, on your behalf, in your absence. Power of Attorney ends at incapacity (unless it is a durable power of attorney) or death.

Remainderman: The person who is entitled to an estate after the prior estate has expired.

Revocable Trust: A trust that by its terms may be terminated by the settlor or by another person.

Successor Trustee: Person or institution named in the trust document who will take over should the first trustee die, resign or otherwise become unable to act.

Trust: An entity that holds assets for the benefit of certain other persons or entities.

Trustee: Person or institution who manages and distributes another's assets according to the instructions in the trust document.

Uniform Trust Code States: Many states have attempted to streamline and standardize their trust rules by adopting these provisions as their model.

Will: A written document with instructions for the distribution of an individual's assets after death.

Elite Estate Planning Attorneys

Just as you would pick a top physician for major surgery, you and your clients should work with leading estate planning attorneys whenever possible.

The difference between these best-of-the-best estate planners and everyone else can save a wealthy family millions of dollars across multiple generations.

The larger the estate, the greater the impact that a truly expert attorney can make by knowing to add or remove one provision from a complex trust agreement.

And since the people on this list already understand your business, they can help you as well as your clients.

Ronald D. Aucutt, JD

Partner, McGuireWoods
Tysons Corner, VA

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Leader of McGuireWoods' private wealth services group, and was named 2012 "Washington, D.C., Trusts and Estates Lawyer of the Year" by Best Lawyers.

Jeffrey Baskies, JD

Principal, Katz Baskies
Boca Raton, FL

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Concentration in the areas of estate, gift and generation-skipping transfer tax planning with an emphasis on representing wealthy families, entrepreneurs and athletes/celebrities in multiple-generation wealth transfer and asset protection planning

Dennis I. Belcher, JD

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Richmond, VA

dbelcher@mcguirewoods.com

Represents high-net worth individuals, families and family offices on a variety of sensitive and complex estate and business planning matters. He also focuses his practice on estate and trust administration, charitable planning, and sensitive fiduciary litigation and dispute resolution.

Lawrence Brody, JD, LLM

Partner, Bryan Cave
St. Louis, MO

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Focuses on estate planning for high net worth individuals and the use of life insurance in estate and non-qualified deferred compensation planning. Authored two books and is a frequent lecturer at national conferences on estate and insurance planning.

Natalie B. Choate, JD

Counsel, Nutter
Boston, MA

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Practice limited to estate planning for retirement benefits. Two books, *Life and Death Planning for Retirement Benefits* and *The QPRT Manual*, are leading resources for estate planning professionals.

Charles D. Fox, IV, MA, JD

Partner, McGuireWoods
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Chair of the firm's private wealth services team. Extensive experience includes estate planning, estate and trust administration, and work with charitable organizations

David A. Handler, JD

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Chicago, IL

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Trusts and Estates Practice Group. Authored many articles that have appeared in prominent estate planning and taxation journals, magazines and newsletters.

Carol A. Harrington, JD

Partner, McDermott, Will & Emery
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Advises clients on a variety of matters, including estate, gift and generation-skipping tax issues, closely-held businesses and succession planning, family office structures and issues, private trust companies, private foundations, trust and estate administration, and contested trust and tax matters.

Elite Estate Planning Attorneys

Ellen K. Harrison, JD

Partner, Pillsbury Winthrop Shaw Pittman
Washington, DC

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Practice covers a broad range of tax issues, including estate planning and administration, tax controversies, and income, gift and estate tax planning for individuals, businesses and charitable organizations.

Jerome M. Hesch, MBA, JD

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Tax and estate planning consultant.

Lawrence P. Katzenstein, JD

Partner, Thompson Coburn
St. Louis, MO

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Concentration on estate planning and charitable giving, and representation of exempt organizations. Nationally known authority on estate planning and planned giving, and a frequent speaker around the country to professional groups.

Edward F. Koren, Jr., JD

Partner, Holland & Knight
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Practice focused on wealth planning and protection for entrepreneurs and multi-generational business owners. Leader of Holland & Knight's Private Wealth Services Group.

Carlyn S. McCaffrey, JD, LLM

Partner, McDermott Will & Emery
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Focuses on domestic and international tax and estate planning for high net worth individuals. Advises individuals and institutions on charitable planning matters.

Louis A. Mezzullo, MA, JD

Partner, McKenna, Long & Aldridge
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Taxation, Estate and Business Succession Planning, and Employee Benefits practice. Serves as an expert witness in matters related to estate, tax, and business planning and trust administration.

Malcolm A. Moore, LLB

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Focuses on estate and trust matters, including wills and estate administration. Advises clients in critical tax matters, including gift, estate, and generation-skipping taxation, and trust and estate income taxes.

Duncan E. Osborne, MA, JD

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Austin, TX

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Core practice is domestic and international estate planning with an emphasis on asset protection planning.

Richard A. Oshins, JD, MBA, LLM

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Las Vegas, NV

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Concentrates in tax and estate planning with a substantial emphasis on multi-generational wealth planning particularly with regard to closely-held businesses.

Steven J. Oshins, JD

Partner, Oshins & Associates, LLC
Las Vegas, NV

soshins@oshins.com

Primary focus on estate planning and asset protection for large estates. Authored numerous estate planning and asset protection articles. National reputation.

Elite Estate Planning Attorneys

David Pratt, LLM

Partner, Proskauer Rose
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Practice is dedicated exclusively to the areas of trusts and estates, estate, gift and generation-skipping transfer, and fiduciary and individual income taxation.

Gideon Rothschild, JD

Partner, Moses & Singer
New York, NY

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Focuses in the areas of domestic and international estate planning and asset protection, including the use of sophisticated estate planning techniques in the representation of high-net-worth individuals.

David G. Shaftel, LLM

Principal, Shaftel Law Offices
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Practice emphasizes estate planning, estate and trust administration, small business formation, and tax planning for businesses. Involved in Alaska's development of new estate planning vehicles; active in participating in the drafting of new Alaska legislation.

Martin M. Shenkman, JD

Principal, Martin M. Shenkman, P.C.
Paramus, NJ

shenkman@shenkmanlaw.com.

Estate, tax and corporate boutique concentrating on the personal, tax, financial, estate, asset protection and business planning needs of high-net-worth individuals, professionals, closely held business owners, and real estate owners/developers.

Conrad Teitell, LLM

Principal, Cummings & Lockwood
Stamford, CT

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Practice focuses on estate planning with an emphasis on planned charitable giving and exempt organizations. Nationally recognized legal practitioner, author and lecturer in the trusts and estate field.

Howard M. Zaritzky, JD, LLM

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Rapidan, VA

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Nationally-recognized expert on estate, gift, and generation-skipping transfer taxes, estate planning and estate administration. Published over a dozen books.

How 2,900 Financial Advisors Continue To Land Multi-Million Dollar Accounts With The Help Of Premier Trust

Now -- you too can land new high net worth accounts with Premier Trust's support. All that's possible when you call (702) 577-1777 today for our complimentary marketing support.



FREE when you call (702) 577-1777

- 6 Steps to Generating Profitable Referral Relationships
- Attracting and Retaining Gen X & Y Clients
- How to Attract and Retain High Net Worth Clients

Our 2,900 advisors win major accounts by relying on Premier Trust for secure trust regulation, greater asset protection, and freedom from state tax. Premier can offer you and your clients these benefits and more through a solid wealth-protecting presence in America's favored trust locale – Nevada.

Key reasons to use Premier Trust

- **Advisor-friendly support.** We help you maintain strong relationships with your clients while we work in the background to deliver technology, services, programs, and administrative back-up.
- **Eliminates competition.** By offering our recognized trust services you minimize the risk of clients moving assets to other firms.
- **You handle investments.** You maintain full control of your clients' investments while we support you with the administrative services.

The Nevada Advantage

- **Strong Trust Regulation** – Nevada trust statutes provide for the greatest protection and care of client assets.
- **Asset Protection** – Nevada boasts one of America's strongest asset protection laws. It features one of the shortest statute of limitations, while permitting financial advisors in other states to act as co-trustees.
- **No State Tax** – Nevada has no corporate or state income tax. Thus trusts or other entities managed by a Nevada trust company can legally avoid state tax.
- **Nevada trust law permits holding all types of client assets** – Serve as custodian or trustee for stocks, bonds, mutual funds, partnership interests, debt, real estate, title to autos/vessels, plus personal property such as art, fine wine, and more.

The Premier Trust Advantage

We offer decades of experience in the administration of personal trusts and employee retirement programs. We do not manage investments. Our special "advisor friendly" priority is building long-lasting personal relationships with advisors and helping them serve their clients with efficiency and distinction.



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Premier Trust • www.premiertrust.com
4465 S. Jones Boulevard, Las Vegas, NV 89103
9190 Double Diamond Parkway, Suite 124, Reno, NV 89521

America's Most Advisor-Friendly Trust Companies Comparison Chart

| | Advisory Trust | Alaska Trust Co. | Alliance Trust Co. | Argonne Trust Co. | Bankers Trust Company of SD |
|---------------------------------------|---|--|--|--|---|
| | The Advisory Trust Company of Delaware works exclusively with professional advisors, helping their clients achieve their financial goals by using the full-range of trust strategies. | The leading vendor in one of the most cutting-edge trust jurisdictions in the country. They literally wrote the book and continue to innovate. | Former advisors themselves, they know what advisors need — and when to let their partners call the shots. And they're on call when needed. | Argonne Trust is client centric. The same service model that has served our clients for over 138 years is the bedrock upon which we continue to build. | Bankers Trust Company of South Dakota was chartered in 1999 to serve ultra-high net worth families in a structure that closely resembles that of a family office. |
| Highlights | | | | | |
| New Business Contact | Mike Flinn, Vice President - West Regional Sales Consultant (602) 908-1497 mflinn@advisorytrustco.com | Matt Blattmachr, Vice President and Trust Officer (888) 544-6775 mblattmachr@alaskatrust.com | Connie Weber, Dir. Bus. Development (775) 297-4579 cweber@alliancetrustcompany.com | Monroe "Roey" Diefendorf, Jr., Trust Marketing Officer (800) 521-0267 Roey@ArgonneTrust.com | Alice Rokahr, Wealth Planning Officer (605) 338-5033 arokahr@bankerstrust.com |
| States Chartered/ Licensed In | Delaware | Alaska | Nevada | South Dakota | South Dakota |
| Average Account Size | \$1.3 million | \$7.5 million | \$1.5 million | N/A | \$7.5 million |
| Total Assets Under Administration | \$2.1 billion | \$4 billion | \$340 million | \$65 million | \$2.5 billion |
| Custodians supported | Works with all | Works with all | Works with all | Works with all | Works with all |
| Number of Relationships with Advisors | 800+ | 100 | 50 | N/A | 35+ |
| In-House Experts | 30 | 3 | 6 | 13 | 4 |
| Trust Accounting System | SEI | SunGard Charlotte | HWA Int'l TNet | Trust Accountant | SunGard AddVantage |
| Supports Directed Trust | Yes | Yes | Yes | Yes | Yes |
| Supports Delegated Trust | Yes | No | Yes | Yes | No |
| Timeframe for Acceptance of New Trust | 7 to 10 business days | 3 to 7 days | 24 hours | 2 to 7 days | 3 to 7 days |
| Marketing support includes | Nationwide sales coverage, speaking engagements, conference attendance, site meetings, marketing material, dedicated support team. | Brochures, face-to-face meetings with advisors, clients and prospects nationwide. | Brochures, face-to-face meetings with advisors and their prospects, website with relevant content. | A book by Roey Diefendorf on purposeful trusts, webinars, brochures, face-to-face meetings with prospects and clients throughout the country. | Brochures, white papers, face-to-face meetings with advisors, clients and prospects nationwide. |

America's Most Advisor-Friendly Trust Companies Comparison Chart

| | BOK Financial Corporation | Comerica Bank & Trust, NA | Commonwealth Trust Company | Counsel Trust Group | Cumberland Trust |
|---------------------------------------|--|---|---|--|---|
| | Affiliated with a \$27 billion national bank, the BOK Financial Advisor Trust team brings truly formidable resources to the table. On average, each advisor has more than 20 years experience. | Comerica is a leading provider of trust and fiduciary services in the United States. Our team of professionals works closely with you to address the objectives of your client's fiduciary needs. | Fiercely independent for 80 years and entirely focused on trust administration. No in-house products, no investment arm, no motive to get in advisors' way. | Counsel's primary goal is to become the advisor's trust affiliate, offering seamless and transparent back office trust services. | Cumberland Trust is an independent trust company that allows clients to retain their own investment advisors. Our focus is on the beneficiaries, their needs and their values rather than on managing financial assets. |
| Highlights | | | | | |
| New Business Contact | Rosemary Hueser, VP Manager Advisor Trust Services (888) 957-6678 rhueser@bokf.com | Barry D. Babbitt, National Sales Manager (855) 867-9961 bdbabbitt@comerica.com | David R. Riebe, James A. Horthy, III, Kristen M. Powers (302) 658-7214 businessdevelopment@comtrst.com | Brandon Crooks, Principal (717) 718-1600 bcrooks@counseltrust.com | Michelle Diamond, Sr. VP, Business Development (615) 783-2540 mdiamond@cumberlandtrust.com |
| States Chartered/Licensed In | National Charter | National Charter | Delaware | Pennsylvania | Tennessee |
| Average Account Size | \$450,000 | \$1 million | N/A | \$1 million | \$1.5 million |
| Total Assets Under Administration | \$26 billion | \$11.5 billion | \$16+ billion | \$500 million | \$1.5 billion |
| Custodians supported | Works with all | Alliance Partner driven | Works with all | Works with all | Works with all |
| Number of Relationships with Advisors | 60+ | 4,000+ | N/A | 15 | 500+ |
| In-House Experts | 130 | 5 | 18 | 4 | 26 |
| Trust Accounting System | FIS/Metavante | SunGard AddVantage | AccuTrust | SEI | SunGard AddVantage |
| Supports Directed Trust | Yes | Yes | Yes | Yes | Yes |
| Supports Delegated Trust | Yes | Yes | No | Yes | Yes |
| Timeframe for Acceptance of New Trust | 2 to 4 days | 24 to 48 hours | 7 to 14 days | 3 to 7 days | 7 to 14 days |
| Marketing support includes | Trust education program with CE credits, client marketing pieces, dedicated support team. | Nationwide sales coverage. | Consultations, customized presentations, exhibiting, speaking engagements, on- and off-site meetings, and webinars. | Brochures, face-to-face meetings with advisors, clients and prospects nationwide. | Meetings with advisors, families and prospects, radio, brochures, whitepapers, product presentations and advisor-friendly website. |

America's Most Advisor-Friendly Trust Companies Comparison Chart

| | Dunham Trust Company | First National Bank & Trust Company | Heritage Trust Company | Independent Trust Co. of America | Midland States Bank |
|---------------------------------------|--|---|---|---|---|
| | Dunham Trust Company helps clients develop wealth accumulation, asset protection, estate planning and distribution strategies. | A progressive outlook and national charter are foundational to FNBT's business strategy to work with advisors nationwide. | Heritage Trust focuses on managing the tools, talent, and techniques to preserve the financial legacy and heritage of both traditional and nontraditional families. | ITC's business model is based on Section 9 of the Uniform Prudent Investors Act and focuses on delegation of investment management to our national network of referring advisors. | The trust administrators at Midland States Bank average over 20 years of experience in the business, hold important degrees and professional designations including JD, MBA, CFA, CTFA, and CFP®. |
| Highlights | | | | | |
| New Business Contact | Nicole M. Vance, Regional Director & Senior Wealth Planning Strategist (888) 438-6426 nicole.vance@dunham.com | Aric D. Burch, JD, CWS® VP/Trust officer (608) 363-8164 aric.burch@bankatfirstnational.com | Fred E. Winter, CPA/PFS Daniel T. Montoya, JD (800) 850-7775 TrustAdvisor@HTrust.com | Andrew Crane, EVP, business development (855) 75TRUST andy@itcoa.com | Patricia Fong, J.D., VP Senior Trust Officer (815) 316 - 0222 pfong@midlandsb.com |
| States Chartered/ Licensed In | Nevada | National Charter | New Mexico | South Dakota | Illinois |
| Average Account Size | \$1.5 million | N/A | \$750,000 | \$1 million | \$700,000 |
| Total Assets Under Administration | \$2.6 billion | N/A | \$63 million | <\$1 billion | \$1.070 billion |
| Custodians supported | Works with all | Fidelity, Schwab, Northern Trust | Works with all | Works with all | Midland States Bank |
| Number of Relationships with Advisors | 100+ | N/A | 33 | 2,000 | 50 |
| In-House Experts | 12 | 5 | 7 | N/A | 10 |
| Trust Accounting System | Infovisa | TrustPortal | Infovisa | N/A | Innotrust |
| Supports Directed Trust | Yes | Yes | Yes | Yes | Yes |
| Supports Delegated Trust | No | No | Yes | Yes | Yes |
| Timeframe for Acceptance of New Trust | 3 to 10 days | 3 to 7 days | 2 to 7 days | 72 hours | 2 - 4 business days |
| Marketing support includes | Brochures, conference calls upon request, face-to-face meetings with advisors, clients and prospects. | Face-to-face meetings with advisors, clients and prospects. | Brochures, face-to-face and web-based meetings with advisors, clients and prospects nationwide. | Trust School, brochures, face-to-face meetings with advisors, clients and prospects nationwide. | Institutional Investment Consulting, Trust education, and dedicated support team. |

America's Most Advisor-Friendly Trust Companies Comparison Chart

| | Millennium Trust Company | National Advisors Trust Company | Nevada Trust Company | New York Private Trust Company | Premier Trust |
|---------------------------------------|---|--|--|---|---|
| | Millennium Trust Company is an industry leading custodian helping Advisors, investors and institutions do more by offering niche, expertly managed custody solutions. | National Advisors Trust (NATC) is the largest independent trust company in the US. It holds a national trust charter which permits operation in all 50 states. | Nevada Trust Company is the only full-service independent trust company in Nevada, one of the nation's leading jurisdictions for asset protection trusts, dynasty trusts and corporate entities. | The scale, prestige and service proposition of a white-glove powerhouse; the independence, accessibility and pricing of a boutique. Experts at delegated trust. | Deep roots, deeper relationships. Every member of the team is focused on ensuring clients, their families and their advisors are happy for generations to come. |
| Highlights | | | | | |
| New Business Contact | Reggie Karas, Managing Director (630) 368-5674 rkaras@mtrustcompany.com | Cindy Ralls, VP Mktg Kelly Saulsbury J.D., VP (913) 234-8200 info@nationaladvisors-trust.com | David Thorson, Vice President and Treasurer (702) 696-0000 dthorson@nevadatrust.com | Kevin Batterton Managing Director, or (212) 850-4055 kbatterton@nyprtrust.com | Brian Simmons, Deb Erdmann, Trust Officers (702) 577-1777 info@premiertrust.com |
| States Chartered/Licensed In | Illinois | National Charter | Nevada | Delaware | Nevada |
| Average Account Size | \$100,000 | \$1.2 million | \$2.3 million | \$3.5 million | \$1.5 million |
| Total Assets Under Administration | \$9 billion | \$9 billion | \$150 million | \$1.3 billion | \$1 billion+ |
| Custodians supported | Works with all | Fidelity and TD | Works with all | Works with all | Works with all |
| Number of Relationships with Advisors | 1000+ | 135+ RIAs | 10 | 50 | 2,900 |
| In-House Experts | 8 | 9 | 3 | 3 | 12 |
| Trust Accounting System | Innovest | SunGard AddVantage™ | TrustPortal | SEI | SunGard |
| Supports Directed Trust | Yes | Yes | Yes | Yes | Yes |
| Supports Delegated Trust | No | No | Yes | Yes | Yes |
| Timeframe for Acceptance of New Trust | 24 hours | 7 to 14 days | 1 to 3 business days | 5 days or less | 24 hours |
| Marketing support includes | Brochures, webinars, one-on-one meetings, conference attendance, website, whitepapers, e-newsletters and dedicated support. | Access to the TRO program, a comprehensive private label trust marketing program for RIAs. | Brochures, face-to-face meetings with advisors and prospects, website with relevant content. Co-marketing events and activities. | Face-to-face meetings; attendance at sales meetings; assistance with marketing materials. | Monthly Webinars on trust topics, TrustAdvisor White Papers, conference calls, personal client/advisor meetings, brochures. |

America's Most Advisor-Friendly Trust Companies Comparison Chart

| | Principal Trust Company SM | Provident Trust Group | Reliance Trust Co. of Delaware | Sterling Trustees | Summit Trust Company |
|---------------------------------------|--|---|---|--|--|
| | As a Delaware-based non-depository trust company, Principal Trust is among a small but elite group of trust providers who offer financial professionals the advantages of a Delaware trust | Nimble, growing fast and flexible enough to take on alternative asset classes and “problem” cases. Plenty of legal talent on staff makes it happen. | Reliance Trust is committed to helping advisors build a strong business and achieve success. They work with advisors to offer trust services that preserve the advisor/client relationship. | An extremely high-touch provider with unbeatable technology. It’s almost like having your own family office on call for your most important clients. | Focused exclusively on helping the advisors they work with use trusts to differentiate themselves and build their businesses for the very long haul. |
| Highlights | | | | | |
| New Business Contact | Jonathan Kelly, Director of Business Development (800) 332-4015 Kelly,jonathan@principal.com | Andre Sears, Senior Trust Officer (702) 479-3849 andre@trustprovident.com | Rosemary Crowley, Vice President–business development (888) 803-7466 rcrowley@relico.com | Antony Joffe, President (610) 234-0626 ajoffe@sterlingtrustees.com | George Brown, EVP, business development officer (800) 822-6711 gbrown@summittrust.com |
| States Chartered/Licensed In | Delaware | Nevada | Delaware, Georgia | South Dakota | Nevada |
| Average Account Size | \$1.5 million | \$25 million | \$500,000 | \$5 million | \$500,000 |
| Total Assets Under Administration | \$130+ billion | \$4 billion | \$128 billion | \$1.3 billion | \$240 million |
| Custodians supported | Works with all | Works with all | Works with all | Works with all | Works with all |
| Number of Relationships with Advisors | 500+ | 3,000 | 600 | 75 | 125 |
| In-House Experts | 4 | 7 | 40 | 3 | 7 |
| Trust Accounting System | Innotrust | AccuTrust | SunGard AddVantage™ | QED Financial/Salesforce | AccuTrust Gold |
| Supports Directed Trust | Yes | Yes | Yes | Yes | Yes |
| Supports Delegated Trust | No | Yes | Yes | Yes | Yes |
| Timeframe for Acceptance of New Trust | 7 to 10 days | 24 hours | 72 hours | 72 hours | 72 hours |
| Marketing support includes | Training and education for financial professionals, client information flyers, and customized marketing resource options at no cost. | Brochures, webinars, one-on-one consulting, clients and prospects nationwide. | Brochures, product specific presentations, whitepapers, webinars, face-to-face meetings with prospects over \$5 million. | Face-to-face meetings with advisors and prospects/clients, brochures, speaking engagements, conference attendance. | Brochures, articles, white papers, customized presentations. |

America's Most Advisor-Friendly Trust Companies Comparison Chart

| | TCA TrustCorp America | The Kingdom Trust Co. | The Private Trust Company, N.A. | Wealth Advisors Trust Company | Zia Trust, Inc. |
|---------------------------------------|---|--|---|--|--|
| | TCA, in business since 1995, was a pioneer in providing unbundled trust services. TCA does not manage money in house and as such will never provide a competitive threat to our advisors. | The Kingdom Trust Company is the premier provider of alternative asset custody in the country. We provide our clients with the most flexible and innovative custody solutions available. | The Private Trust Company is committed to delivering professional administrative trust services in a seamless manner—helping you maintain and strengthen your client relationships. | Created by advisors for advisors, the in-house team draws on multiple disciplines in order to make sure investors and their advisors get what they need. | From self-directed IRAs to family-owned businesses, Zia's trust officers know how to work with exotic assets — without the temptation to manage them directly. |
| Highlights | | | | | |
| New Business Contact | Bill Russell, President (202) 537 9600 brussell@tcatrust.com | Scott Foster, Sr. VP of Business Development (270) 226-1000 sfoster@kingdomtrustco.com | Christopher J. McCutcheon, SVP/National Sales Manager (800) 877-7210 x7990 trust.services@tpl.com | Christopher Holtby, Director (605) 224-4100 holtby@wealthadvisorstrust.com | John Attwood, Vice-President & Business Development (800) 996-9000 jattwood@ziatrust.com |
| States Chartered/Licensed In | DC | South Dakota | National Charter | South Dakota | New Mexico |
| Average Account Size | \$750,000 | \$300,000 | \$1 million | \$2.2 million | \$1.5 million |
| Total Assets Under Administration | \$425 million | \$1 billion | \$90 billion | \$180 million | \$770 million |
| Custodians supported | Works with all | N/A | Works with all | Works with all | Works with all |
| Number of Relationships with Advisors | 140 | 125 | 600 | 75 | 132 |
| In-House Experts | 5 | 2 | 4 | 5 | 4 |
| Trust Accounting System | SunGard Charlotte | AccuTrust Gold | TrustPortal | SunGard Charlotte | Infovisa |
| Supports Directed Trust | Yes | Yes | Yes | Yes | Yes |
| Supports Delegated Trust | Yes | No | Yes | Yes | Yes |
| Timeframe for Acceptance of New Trust | 1 to 3 days | 3 to 5 days | 7 to 10 days | 72 hours | 2 days or less |
| The Trust Concierge® Online Profile | Brochures, phone conferences, face-to-face meetings with advisors, clients and prospects nationwide. | Collaboration on digital media projects, white papers and press releases; conference & event co-sponsorships; and shared website link backs. | Brochures, articles and white papers, webinars, business development mentoring. | Webinars, brochures, whitepapers. | Brochures, face-to-face meetings with advisors, clients and prospects nationwide. |

ADVISORY TRUST

The Advisory Trust Company of Delaware • 2710 Centerville Road, Suite 101, Wilmington, DE 19808
www.advisorytrustco.com

The Advisory Trust Company of Delaware, a wholly owned subsidiary of Wilmington Trust N.A. and part of the M&T Bank corporate family, works exclusively with professional advisors, helping their clients achieve their financial goals by using the full-range of trust strategies. For over 20 years, we have been recognized as an industry leader in developing and serving the “advisor friendly, custodian agnostic, unbundled” personal trust administration arena.

Our business was built in partnership with advisors. We are not a money manager or a broker-dealer. We focus on administering trusts and not competing with you for business. Our business model allows you to manage the investments of the trust.

At Advisory Trust:

- We are “custodian neutral,” able to work with a myriad of custodians.
- Our staff of experienced trust professionals focuses on working with advisors to effectively facilitate complex transactions.
- Our Delaware charter provides you and your clients with access to one of the nation’s most wealth-friendly locations, with benefits relating to taxes, privacy, and asset protection.

Advisory Trust may serve as trustee and offer administration services for virtually any type of personal trust including revocable and irrevocable trusts, charitable trusts, and family trusts.

Advisory Trust is truly a service company that focuses on doing one thing well: consultative distribution of trust services to professional financial advisors like you. We are domiciled in Delaware, one of the most wealth-friendly states in the U.S.

If you have questions, do not hesitate to call us at 800.258.6334, or send an email to inquiries@advisorytrustco.com.

THE FOREGOING IS PROVIDED FOR INFORMATIONAL PURPOSES ONLY. It is not designed or intended to provide financial, tax, legal, accounting, or other professional advice since such advice always requires consideration of individual circumstances. If professional advice is needed, the services of a professional advisor should be sought.

New business contact:

Mike Flinn, Vice President - West Regional Sales Consultant

Phone: (602) 908-1497

e-mail: mflinn@advisorytrustco.com

James North, Vice President - East Regional Sales Consultant

Phone: (480) 980-7260

e-mail: jnorth@advisorytrustco.com

Mary Anderson, Vice President - Key Accounts Manager

Phone: (302) 636-8506

e-mail: manderson@advisorytrustco.com

States chartered/licensed in:

Delaware charter and subsidiary of national bank

Average account size: \$1.3 million

Total assets under administration: \$2.1 billion

Custodians supported: Works with all

Number of relationships with advisors: 800+

Annual minimum fee: \$3,500

Fee scale:

| | | | |
|--------------------|------|--|------|
| First \$1 million: | .50% | Next \$5 million: | .25% |
| Next \$2 million: | .40% | Over \$10 million: | .20% |
| Next \$2 million: | .30% | <small>15% discount on Delaware Directed Trusts subject to minimum</small> | |

In-house experts: 30 Trust Professionals including CTFAs and Attorneys

Trust accounting system: SEI

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:

7 - 10 business days

Marketing support includes:

Nationwide sales coverage, speaking engagements, conference attendance, site meetings, marketing material, dedicated support team.



ALASKA TRUST COMPANY

Complete Trust & Investment Solutions™

Alaska Trust Co. • 1029 W. 3rd Ave., Suite 400, Anchorage, AK 99501 • www.alaskatrust.com

Alaska has some of the most favorable trust laws in the country, notes Matt Blattmachr, Vice President and Trust Officer at the firm.

He should know: Jonathan Blattmachr, the firm's director of estate planning, drafted the groundbreaking 1997 Alaska Trust Act, which helped create today's welcoming environment.

"Alaska has everything that every other state has, plus more," says Matt Blattmachr.

The law that Jonathan Blattmachr drafted allows any U.S. citizen to place assets in an irrevocable trust, which protects the assets from creditors and can exclude them from the grantor's estate in certain cases. Other states have copied aspects of the Alaska Trust Act, but Alaska continues to have the most favorable trust laws in the country, says Matt Blattmachr.

Alaska Trust prides itself on a high level of service, which is a result of the firm's size and philosophy, adds Blattmachr. "We're not a big institution and we don't run ourselves as one," he says. "We understand every client and advisor has unique needs."

New business contact:

Matt Blattmachr,
Vice President and Trust Officer

Phone: (888) 544-6775

e-mail: mblattmachr@alaskatrust.com

States chartered/licensed in: Alaska

Average account size: \$7.5 million

Total assets under administration: \$4 billion

Custodians supported: Works with all

Number of relationships with advisors: 100

Fees (for directed and discretionary trust services)

Annual minimum fee: \$3,500

Fee scale:

| | |
|--------------------|-------|
| First \$1 million: | 0.50% |
| Next \$2 million: | 0.40% |
| Next \$2 million: | 0.30% |
| Next \$5 million: | 0.25% |
| Over \$10 million: | 0.20% |

In-house experts: 1 JD (Juris Doctor), 1 CFP (Certified Financial Planner), 1 CTFA (Certified Trust and Financial Advisor). Our Trust Officers have over 92 years of trust experience.

Trust accounting system: SunGard Charlotte

Supports directed trust: Yes

Supports delegated trust: No, unless given specific mandate in trust document, rather than general.

Typical timeframe for acceptance of new trust:

3 to 7 days

Marketing support includes: Brochures, face-to-face meetings with advisors, clients and prospects nationwide.



Alliance Trust Company • 5375 Keitzke Lane – 2nd Floor, Reno, NV 89511 • www.alliancetrustcompany.com

Advisors across the US are realizing that Nevada is truly the best jurisdiction for trusts. Solid trust laws with good judicial backing, no state income tax or capital gains tax, and no exception creditors makes Nevada a haven for trust assets.

Couple the favored trust and tax climate with the advisor-friendly approach of Alliance Trust Company and you have the perfect fit for your clients' trust assets. Alliance Trust is happy to serve as trustee, and only trustee, says Greg Crawford, co-manager of the firm. "We're in the supporting role, we're not going to disrupt any existing relationships with financial advisors, CPAs or attorneys."

"Unlike most trust company officers, we're former financial advisors ourselves, and we know the roles and responsibilities" says Crawford. "We have a good appreciation for the advisor-client relationship."

Alliance prides itself on providing trust solutions tailored to individual needs. "With a lot of trust departments, if you're slightly outside the box they say no," says Crawford. "That's not us—we accept complex situations, not just cookie-cutter trusts."

Working with all sorts of trust accounts from asset protection trusts to non-custodial IRA's gives Alliance a wealth of knowledge they enjoy sharing with advisors from all over the country.

"We take calls every day from financial advisors with questions regarding how we work with them and their clients" Crawford said. "We hear many stories about how their own trust departments try to take away their trust assets". Alliance Trust Company is employee owned and not beholden to any bank, brokerage firm or insurance agency. True independence makes for conflict free service.

New business contact:

Connie Weber
 Director of Business Development
Phone: (775) 297-4579
e-mail: cweber@alliancetrustcompany.com

States chartered/licensed in: Nevada
Average account size: \$1.5 million
Total assets under administration: \$340 million
Custodians supported: Works with all
Number of relationships with advisors: 50

Fees (for directed and discretionary trust services)
Annual minimum fee: \$1,500

Fee scale:

| | |
|--------------------|-------|
| \$0-1 million: | 0.50% |
| \$1-3 million: | 0.45% |
| \$3-5 million: | 0.40% |
| \$5-10 million: | 0.35% |
| Over \$10 million: | 0.25% |

In-house experts: 2 attorneys, 3 CFP® (Certified Financial Planners) 1 tax accountant

Trust accounting system: HWA Int'l TNet

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:
 24 Hours

Marketing support includes: Brochures, face-to-face meetings with advisors and their prospects, website with relevant content.



Preserving your Values & Valuables – In Perpetuity

Argonne Trust Company • 503 E. 6th Street, Dell Rapids, SD 57022 • www.ArgonneTrust.com

South Dakota is ranked as one of the most favorable states for trusts in America.

Roey Diefendorf, the firm's CEO is a seasoned veteran in the wealth management arena. However, adding Argonne Trust in South Dakota to the Diefendorf family of financial service companies sets the firm on a solid path for reaching its 200th anniversary in 2075.

"South Dakota gives us the tools to protect and preserve not just a family's *valuables*, but their values as well. This gives us a totally new way of managing wealth—a "3 Dimension Wealth™" approach (personal, financial and social)" says Roey Diefendorf.

Dell Rapids, SD is located just 15 minutes north of Sioux Falls, where we purchased an historic church for our offices. We are staffed with a Chief Trust Officer with 19 years of trust administration experience. So whether it's an asset protection trust, a charitable trust, an insurance trust or a dynasty trust Argonne Trust is equipped to work with you and your advisors.

Argonne Trust is client centric. The same service model that has served our clients for over 138 years is the bedrock upon which we continue to build. Roey Diefendorf believes, that "Being the David in the land of Goliath trust companies actually works to our advantage. We do not have to do things in the conventional way, nor do we want to. For us it's all about one's values, which is what we seek to help families preserve. This is not a job, it's a mission."

New business contact:

Monroe "Roey" Diefendorf, Jr.
Trust Marketing Officer

Phone: (800) 521-0267

e-mail: Roey@ArgonneTrust.com

States chartered/licensed in: South Dakota
Division of Banking charter issued: 3/29/2012
Total assets under administration: \$65 million
Custodians supported: All
Purposeful trusts language: Spoken here

Fees (for directed trust services)

Annual minimum fee: \$4,500

Fee scale:

| | |
|--------------------|-----------------------|
| First \$5 million: | 15 bps – 25 bps |
| Next \$5 million: | 13.75 bps – 20 bps |
| Next \$5 million: | 12.50 bps – 17.50 bps |
| Next \$5 million: | 11.25 bps – 15 bps |
| Over \$20 million: | 0.00% |

In-house experts: 1 JD (Juris Doctor), 3 CFP (Certified Financial Planner), 2 CIMA (Certified Investment Management Analyst), 4 CAP (Chartered Advisors In Philanthropy), 1 CPA (Certified Public Accountant), 2 CTFA (Certified Trust Financial Advisor)

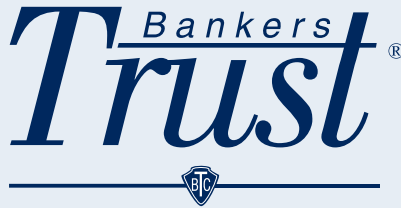
Trust accounting system: Trust Accountant

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:
2 to 7 days

Marketing support includes: A book written by Roey Diefendorf on purposeful trusts, webinars, brochures, face-to-face meetings with prospects and clients throughout the country.



Bankers Trust Company
of South Dakota

Bankers Trust Company of South Dakota • 5032 S. Bur Oak Pl. Suite 131, Sioux Falls, SD 57108
www.bankerstrust.com/southdakota

South Dakota has some of the most flexible and settlor friendly trust laws in the country, notes Alice Rokahr, wealth planning officer at the firm.

Since 1983, after the repeal of the Rule against Perpetuities, the South Dakota legislature with the assistance of the Governor's Task Force on Trust Reform has taken a proactive role in ensuring that the trust laws in South Dakota offer 'the best' in today's trust and corporate environment.

South Dakota has consistently been recognized in Trust and Estates Magazine as having the best trust law environment of any state in the country based upon 25 different criteria.

The laws in South Dakota provide any U.S. citizen a place to administer an irrevocable trust and protect the assets from creditors. If properly drafted, the assets in trust will be excluded from the settlor's estate. South Dakota offers the most robust laws regarding the use of Trust Protectors, a statute which other states have copied. South Dakota also offers liberal parameters for decanting an existing trust. Most clients couple one or more of these benefits with the South Dakota directed trust statutes to create a flexible trust document.

Bankers Trust Company of South Dakota was chartered in 1999 to serve ultra-high net worth families in a structure that closely resembles that of a family office. Jessica Beavers, President, adds: "We understand the complexity and needs of the wealthy and willingly work with the client's local financial and tax advisors. We understand a financial advisor's reluctance to work with traditional trust offices and we work to ensure that the client relationship with the financial advisor is kept intact."

New business contact:

Alice Rokahr
Wealth Planning Officer
Phone: (605) 338-5033
e-mail: arokahr@bankerstrust.com

States chartered/licensed in: South Dakota
Average account size: \$7.5 million
Total assets under administration: \$2.5 billion
Custodians supported: Works with all
Number of relationships with advisors: 35+

Fees (contact Alice Rokahr for current published directed fee schedule for trust services)
Annual minimum fee: \$3,500

In-house experts: 2 JD (Juris Doctor), 1 CTFA (Certified Trust and Financial Advisor), 1 CISP (Certified IRA Services Professional)
Trust accounting system: SunGard AddVantage
Supports directed trust: Yes
Supports delegated trust: No, unless given specific mandate in trust document, rather than general.
Typical timeframe for acceptance of new trust: 3 to 7 days
Marketing support includes: Brochures, white papers, face-to-face meetings with advisors, clients and prospects nationwide.



BOK Financial Corporation • Bank of Oklahoma Tower • P.O. Box 2300, Tulsa, OK 74192 • www.bokf.com

A focus on local, on-the-ground expertise backed with the power of a national charter is the key to BOK Financial's advisor trust offering, explains manager Rosemary Hueser. "We have invested in 130 administrative officers spread across nine states for a reason," she says. "And we're ready to compete anywhere else in the country to get advisors and their clients what they need."

Backed by the strength and stability of BOK Financial Corporation—a \$28 billion regional financial services holding company, the BOK Financial Advisor Trust team can bring truly formidable resources to the table. On average, each officer has more than 20 years experience in the corporate trust arena, but is still as service-driven as the smallest independent start-up.

Because the company effectively competes against both banks and independent firms, fees compare favorably to what advisors could negotiate for their clients in either channel.

The range of advisor-friendly services that BOK Financial provides is what sets its advisors apart. They specialize in administering personal trusts, managing specialty assets and stocks and bonds, handling escrow and probate, settling estates, supporting self-directed IRAs and running charitable and philanthropic trusts.

BOK Financial enhances the advisor/client relationship by providing objective trust solutions, while financial advisors deliver comprehensive investment management with the flexibility of holding client assets with their preferred custodian.

Services are provided by Bank of Albuquerque, Bank of Arizona, Bank of Arkansas, Bank of Kansas City, Bank of Oklahoma, Bank of Texas and Colorado State Bank and Trust, divisions of BOKE, NA, a subsidiary of BOK Financial Corporation.

New business contact:

Rosemary Hueser
VP Manager Advisor Trust Services
Phone: (888) 957-6678
e-mail: rhueser@bokf.com

States chartered/licensed in: National Charter

Average account size: \$450,000

Total assets under administration: \$26 billion

Custodians supported: Works with all

Number of relationships with advisors: 60+

Fees (for directed trust services)

Annual minimum fee: \$3,000

Fee scale:

| | |
|----------------------|------------|
| First \$1 million: . | .50% |
| Next \$2 million: | .40% |
| Next \$2 million: | .35% |
| Over \$5 million: | negotiable |

In-house experts: 130

Trust accounting system: FIS/Metavante

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:

2 - 4 business days

Marketing support includes: Trust education program with CE credits, client marketing pieces, dedicated support team.



Comerica Bank & Trust, NA • 411 West Lafayette, MC3300, Detroit, MI 48226 • www.comerica.com

Comerica Bank & Trust, N.A. (“Comerica”) is a leading provider of trust and fiduciary services in the United States. Our team of professionals works closely with you, the financial advisor, to address the objectives of your client’s fiduciary needs.

As a leader in the fiduciary business, we recognize the importance of alliances to deliver specialized services across organizations. With the ability to service clients throughout the nation, Comerica and its alliance partners deliver the best of both worlds; excellence in trust administration combined with professional investment management services provided by our alliance partners.

Comerica has the depth and experience to deliver reliable sound fiduciary services:

- Comerica Incorporated, is a New York Stock Exchange listed company (CMA) and among the twenty-five largest U.S bank holding companies.
- Comerica’s Fiduciary business has over \$100 billion in Trust Assets and over 450 employees.
- Comerica’s Trust Alliance program was established in 1996 and continues to grow fiduciary alliances now with 13 Alliance Partners and over \$11.5 billion in Alliance Trust Assets.
- Alliance Trust administration is conducted in 13 local offices across the U.S.
- Comerica was an industry leader in obtaining approval to provide fiduciary services in all 50 states.
- In addition to financial asset management provided by our Alliance Partners, Comerica also has the capability of managing the non-financial assets such as:
 - Residential and commercial real estate
 - Closely Held Business interests and FLIPS
 - Mineral Interests, foreign and domestic
- Comerica also provides estate settlement services nationwide.

New business contact:

Barry D. Babbitt, National Sales Manager
Professional Trustee Alliances

Phone: (855) 867-9961 Toll Free

e-mail: bdbabbitt@comerica.com

States chartered/licensed in: National Charter

Average account size: \$1 million

Total assets under administration: \$11.5 billion

Custodians supported: Alliance Partner driven

Number of relationships with advisors: over 4,000

Fees (for Trust Administrative Services)

Annual minimum fee: \$3,000

Fee scale:

- 65 bps on first \$1 million
- 57 bps on next \$1 million
- 50 bps on next \$3 million
- 40 bps on next \$5 million

In-house experts: Several J.D.s and other various professional estate, trust and investment designations

Trust accounting system: Sungard AddVantage

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

24 – 48 hours

Marketing support includes: Nationwide sales coverage.



Commonwealth Trust Company • 29 Bancroft Mills Road, Wilmington, DE 19806 • www.comtrst.com

Commonwealth is steadfastly committed to maintaining its independence as a Trust Company without an investment arm. The company has maintained its independence for more than 80 years which allows Commonwealth to focus entirely upon efficient trust administration and prevents conflicts of interest.

Through working with Commonwealth Trust Company you will have the advantages of Delaware: Trust Laws, Court System, Legal Case Precedents, Capital Gains and Income Tax Advantages.

The Commonwealth team is experienced and comfortable dealing with complex matters such as: closely held family-owned businesses, succession planning, dynamic family situations and international planning as well as complicated tax and accounting scenarios. Unlike other trust companies we do not outsource any administrative functions; all of our work is performed at our sole office in Wilmington, Delaware.

“Our independence, flexibility and experience are just some of the reasons that financial professionals, attorneys and their clients from all over the world enjoy working with Commonwealth and we plan to keep it that way,” explains President Cindy Brown and CEO Caroline Horthy Dickerson.

New business contact:

The Business Development Group:

David R. Riebe

James A. Horthy, III

Kristen M. Powers

Phone: (302) 658-7214

e-mail: businessdevelopment@comtrst.com

States licensed/chartered in: Delaware only

Total assets under administration: \$16+ billion

Custodians supported: Works with all

Number of relationships with advisors: N/A

Fee: NOT based solely on asset value; tailored for each client, group and relationship in order to benefit the client and remain competitively priced

In-house experts: 6 Attorneys (4 with LLM and 1 with TEP designation), 5 Trust Administrators, 2 CPAs, 2 CBCs, 1 IRS Enrolled Agent, and 2 CTFAs

Trust accounting system: AccuTrust

Supports directed trusts: Yes

Support delegated trusts: No

Typical timeframe for acceptance of new trust: 7-14 days (we perform due diligence upfront to expedite administration and future distributions)

Marketing support includes: Consultations, customized presentations, exhibiting, speaking engagements, on- and off-site meetings with clients and advisors, and webinars.

Counsel Trust GROUP

Counsel Trust Group • 224 Saint Charles Way, Suite 100, York, PA 17402 • www.counseltrust.com

Counsel Trust was established in 2002 by trust professionals – all former executive level trust officers of banks to serve the needs of their independent advisory firm, ECA Investment Group, Inc.

ECA continues to be Counsel's largest advisory client. With deep experience in serving the needs of ECA and other advisors, Counsel Trust is extending and expanding its directed trustee services.

Counsel understands how vital it is for advisors to direct and control their client relationships. Counsel's primary goal is to become the advisor's trust affiliate, offering seamless and transparent back office trust services. Advisors can also choose to private label their own dba (doing business as) trust company with Counsel completely in the background.

Counsel offers a flexible platform, enabling advisors to custody client assets at SEI, or alternatively, advisors can maintain their clients' existing custodian to retain portfolio management continuity.

Counsel Trust is committed to offering high quality, attentive trust administrative services, enabling advisors to concentrate on investment management and maintaining the client relationship. Advisory clients receive the benefit of quality management within a trust structure that serves their unique estate and investment planning needs.

New business contact:

Brandon Crooks, Principal

Phone: (717) 718-1600

e-mail: bcrooks@counseltrust.com

States licensed/chartered in: Pennsylvania

Average account size: \$1 million

Total assets under administration: \$500 million

Custodians supported: Works with all

Number of relationships with advisors: 15

Fees (for directed and discretionary trust services)

Annual minimum fee: \$1,500

Fee scale:

| | |
|--------------------|-------|
| First \$1 million: | 0.40% |
| Next \$2 million: | 0.35% |
| Next \$2 million: | 0.30% |
| Next \$5 million: | 0.25% |
| Over \$10 million: | 0.20% |

In-house experts: 1 CTFA, 1 CFP, 1 CFA, 1 MBA

Trust accounting system: SEI

Supports directed trusts: Yes

Support delegated trusts: Yes

Typical timeframe for acceptance of new trust:

3 to 7 days

Marketing support includes: Brochures, face-to-face meetings with advisors, clients and prospects nationwide.



Cumberland Trust • 40 Burton Hills Blvd., Nashville, TN 37215 • www.cumberlandtrust.com

Focused on People, Their Needs and Their Values, Not Money Management. Founded in 2001, Cumberland Trust is an independent trust company that allows clients to retain their own investment advisors. Our focus is on the beneficiaries, their needs and their values rather than on managing financial assets. We believe that financial asset management and trust administration are different functions, requiring different skills and expertise, and so we offer a financial advisor-friendly platform wherein our services are provided in conjunction with the expertise provided by the investment advisor. In essence, it's a complementary relationship that allows advisors to build and protect their asset base while delivering a competitive, full-service investment strategy for their clients.

No competitive threat to advisors. We do not offer investment management services. Therefore, we do not compete with advisors for their core business.

No conflict of interest in the trust relationship. We are truly independent and avoid any conflict of interest that might arise by managing financial assets.

Excellent service as trust administrators. We focus on doing one thing well: trust administration. We devote all of our expertise, financial resources, and time to providing our clients and their advisors the highest level of service. We work very closely with a family's team of legal and tax professionals.

Competitive fee schedule. Our fees, when combined with your fees remains very competitive when compared to the fees of other full service corporate trustees.

Put your trust with us. Cumberland Trust has provided professional, comprehensive trust administration services for more than a decade. Our team of caring, committed professionals has vast experience in all aspects of trust and estate administration. We offer an extensive range of personalized, confidential services to help high net worth individuals preserve, protect and plan for the future. Cumberland Trust is headquartered in Nashville, Tennessee, with offices in Atlanta, Austin, Chattanooga, Dallas, Memphis, Knoxville, and Tampa.

New business contact:

Michelle Diamond
Senior Vice President, Business Development
Phone: (615) 783-2540
e-mail: mdiamond@cumberlandtrust.com

Douglas Kirkpatrick
AVP, Business Development
Phone: (615) 783-2540
e-mail: dkirkpatrick@cumberlandtrust.com

States licensed/chartered in: Tennessee
Average relationship size: \$1.5 million
Total assets under administration: \$1.8 billion
Custodian neutral: Yes
Number of relationships with advisors: 500+

Fees

Standard fee at 60 basis points (.60%).
Relationship fee quote provided on request.

In-house experts: 17 JD (Juris Doctor), 1 LL.M, 6 CTFA (Certified Trust & Financial Advisor), 1 CPA (Certified Public Accountant)

Trust accounting system: SunGard AddVantage

Supports directed trusts: Yes

Support delegated trusts: Yes

Typical timeframe for acceptance of new trust:
7-14 days

Marketing support includes: In-person meetings with advisors, families and prospects, radio, brochures, whitepapers, product specific presentations and advisor-friendly website.



DUNHAM TRUST COMPANY

Dunham Trust Company • 241 Ridge Street, Suite 100, Reno NV 89501 • www.dunhamtrust.com

At Dunham Trust Company, we help our clients develop wealth accumulation, asset protection, estate planning and distribution strategies specifically designed to meet their immediate needs while also planning for the future.

To ensure that client-specific objectives are both addressed and met, we work closely with the trusted professionals in our client's lives such as their financial advisors, attorneys and accountants. Because we take pride in building relationships that truly do last for generations, we take the time to establish personal relationships with each and every client

Jeffrey Dunham, President of Dunham Trust Company, says, "People come to us with a variety of needs, but all have the common desire to ensure that their retirement and estate planning goals will be handled in accordance with their wishes. These are extremely personal and meaningful matters to our clients, and to us. That's why we provide all of our clients with personal access to me and to each and every member of our team."

Protecting and safeguarding the wealth that one has already accumulated is critical to the services we provide. Dunham Trust Company's experienced team helps to ensure that the transfer of a client's estate to their heirs is achieved in an orderly, cost-effective and thoughtful manner. We take personal responsibility for every trust account, giving it the same care we would our own.

New Business Contact:

Nicole M. Vance, Regional Director & Senior Wealth Planning Strategist

Phone: (888) 438-6426

E-mail: nicole.vance@dunham.com

States Chartered/Licensed in: Nevada

Average Account Size: \$1.5 million

Total Assets under Administration: \$2.6 billion

Custodians supported: Works with all

Number of Relationships with Advisors: 100+

Annual Minimum Fees:

Directed Trust

Services: \$3,500

Fee Scale:

First \$1 million: 0.60%

Next \$1 million: 0.50%

Next \$3 million: 0.40%

Over \$5 million:

Negotiable

Discretionary Trust

Services: \$3,500

Fee Scale:

First \$1 million: 1.00%

Next \$1 million: 0.95%

Next \$3 million: 0.90%

Over \$5 million:

Negotiable

In-house Experts: 1 attorney with Estate and Trust Planning experience, 2 CTFAs as well as 5 external Regional Directors and 4 internal Regional Marketing Associates who provide Financial Advisors with business development and Trust sales support.

Trust Accounting System: Infovisa

Supports Directed Trust: Yes

Supports Delegated Trust: No

Typical Timeframe for Acceptance of New Trust:

3 to 10 days

Marketing Support Includes: Brochures, conference calls upon request, face-to-face meetings with advisors, clients and prospects.



First National Bank and Trust Company[®]

First National Bank and Trust Company • 345 E. Grand Ave., Beloit, WI 53511 • www.bankatfirstnational.com

“Advisors have nothing to fear. Our goal is to work with them, not disrupt existing relationships,” assures Aric Burch, head of First National Bank and Trust’s (FNBT) advisor-friendly trust division.

A progressive outlook and national charter are foundational to FNBT’s business strategy to work with advisors nationwide. “Not every trust requires it to be moved to a different state. Advisors need a partner who can administer trusts in their home state. Our national charter allows us to provide that service,” states Aric Burch. Currently, FNBT works with advisors in five different states, none known for tax advantages.

Backed by a solid financial institution, and with over 140 years of combined trust experience, FNBT’s depth of knowledge and experience allow it to work with advisors to preserve the advisor’s client relationship by handling the trust administration of virtually all types of trusts, including special needs trusts, settlement trusts, charitable trusts, and pet trusts.

FNBT is not affiliated with any broker-dealers or advisory firms, keeping it free from conflicts of interest when working with advisors.

“Our national trust charter gives us an advantage most advisor friendly, independent trust companies lack: the ability to be a single trustee for advisors with clients in multiple states,” notes Aric Burch.

New business contact:

Aric D. Burch, JD, CWS[®]

Vice President/Trust officer

Phone: (608) 363-8164 or

(800) 667-4401 ext. 8164

e-mail: aric.burch@bankatfirstnational.com

States chartered/licensed in: National Charter

Average account size: N/A

Total assets under administration: N/A

Custodians supported: Multi-custodial (Fidelity, Schwab, Northern Trust)

Number of relationships with advisors: N/A

Fees

Annual minimum fee: \$3,500

Fee scale:

| | |
|--------------------|-------|
| First \$1 million: | 0.50% |
| Next \$3 million: | 0.40% |
| Next \$3 million: | 0.30% |
| Over \$7 million: | 0.25% |

In-house experts: 1 attorney (JD), 1 CFP (Certified Financial Planner), 1 CTFA, 1 CRPC (Chartered Retirement Planning Counselor), 1 CWS[®] (Certified Wealth Strategist)

Trust accounting system: TrustPortal

Supports directed trust: Yes

Supports delegated trust: No

Typical timeframe for acceptance of new trust:

3 to 7 days

Marketing support includes: face-to-face meetings with advisors, clients and prospects



HERITAGE TRUST COMPANY

of New Mexico

We know your family comes first.

Heritage Trust Company of New Mexico • Locations in Taos, Santa Fe and Albuquerque • www.htrust.com

With deep family roots in the banking industry and personal experience at the Federal Reserve Bank of Kansas City, Fred Winter, CPA, understood the need for an independent trust company in northern New Mexico. Since its founding in 1994, HTrust has served trust beneficiaries located across the nation.

HTrust focuses on managing the tools, talent, and techniques to preserve the financial legacy and heritage of both traditional and nontraditional families.

“No matter how complicated, we have had great success in resolving difficult family issues because we know family comes first,” says Fred Winter.

HTrust provides no active in-house investment management, preferring to delegate to outside investment advisors (and utilizing their preferred custodians), always respecting existing family relationships.

HTrust uses state-of-the-art technology and sophisticated in-house accounting for the management of alternative investments, including LLCs, LLPs, real estate, and mineral interests; for personal, business and farm accounting; and for the preparation of fiduciary income tax returns.

HTrust maintains an entrepreneurial spirit, making decisions quickly, while adhering to the highest fiduciary standards.

HTrust's diverse staff provides a wealth of legal, accounting, eldercare, and social work experience, as well as bi-lingual skills, to its clients.

New business contacts:

Fred E. Winter, CPA/PFS
 Daniel T. Montoya, JD
 630 Paseo del Pueblo Sur, Suite 170
 Taos, NM 87571
Phone: (800) 850-7775
e-mail: TrustAdvisor@HTrust.com

States chartered/licensed in: New Mexico
Average account size: \$750,000
Total assets under administration: \$63 million
Custodians supported: Works with all
Number of relationships with advisors: 33

Fees: Fees can be based on Assets Under Management, or Hourly, depending on the situation.

Annual minimum fee: \$2,500

Fee scale based on AUM:

| | |
|--------------------|--------|
| First \$3 million: | 50 bps |
| Next \$3 million: | 40 bps |
| Next \$3 million: | 30 bps |
| Thereafter: | 20 bps |

In-house experts: 1 JD (Juris Doctor), 1 PFS (Personal Financial Specialist), 3 CPAs, 2 MBAs

Trust accounting system: Infovisa

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:
 2 to 7 days

Marketing support includes: Brochures, face-to-face and web-based meetings with advisors, clients and prospects nationwide.



Independent Trust Company of America • Post Office Box 3270, Rapid City, South Dakota 57709 • itcoa.com

ITC is a South Dakota chartered independent trust company. Founded by Santa Fe Trust, one of the first advisor friendly trust companies in the US, ITC is owned and managed by entrepreneurs with personal trust experience as grantors, beneficiaries and trustees. Our business model is based on Section 9 of the Uniform Prudent Investors Act and focuses on delegation of investment management to our national network of referring advisors.

Originally founded in 1997, we grew by word of mouth to service accounts in 48 states. Because we have never advertised nationally, we attribute our rapid growth to our proprietary advisor training program known as Trust School. ITC was established to service the continued national demand for a trustee that is unaffiliated with any bank, broker dealer, RIA, attorney, accountant, insurance or other financial professional.

Because we have been clients of some of our competitors, we understand the demands advisors have in servicing high net worth clients. We act as an independent advocate to help advisors grow by identifying and closing trust opportunities. Our interactions are focused on building alignments of interest with referring advisors. Our conservative, disciplined commitment to maintaining our independence and rigorous adherence to our clients trust documents is the ultimate security for referring advisors.

Because ITC's only business model is the delegation of investment management, we are arguably the least conflicted trust provider in the US. Contact us today to learn more about ways to grow your book with trust clients, a major growing market for investment advisors.

New business contact:

Andrew Crane
EVP, business development
Phone: (855) 75TRUST
e-mail: andy@itcoa.com

States chartered/licensed in: South Dakota

Average account size: \$1 million

Total assets under administration: < \$1billion

Custodian-neutral: Yes

Number of relationships with advisors: 2,000

Fees (for directed and discretionary trust services)

Annual minimum fee: \$4,000

Fee scale:

| | |
|------------------|-------------------|
| \$0-\$3 million: | 0.50% - 0.75% |
| \$3-\$5 million: | Please contact us |

In-house experts: Retained outside counsel

Trust accounting system: Yes

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

72 hours

Marketing support includes:

Trust School, brochures, face-to-face meetings with advisors, clients and prospects nationwide.



Midland States Bank • 1201 Network Centre Drive • Effingham, IL 62401 • www.midlandsb.com

The trust administrators at Midland States Bank average over 20 years of experience in the business, hold important degrees and professional designations including JD, MBA, CFA, CTFA, and CFP®, but what truly sets them apart is the community bank service culture they provide to clients, co-trustees, and trust beneficiaries.

“We have incredible, top-notch expertise on this team,” says Patricia Fong, JD, CFTC, senior trust officer at Midland States Bank, “and from an operational and compliance perspective we’re right in line with all the biggest trust companies out there; but, to our clients we are still the local trust professionals who they have been working with, in some cases, for 20 or 30 years.”

The list of services where Midland States Bank has deep and specialized expertise is extensive.

- Personal Trusts
- Charitable Trusts
- Estate Settlement
- Specialty Assets
- Settlement Trusts
- Closely held businesses
- Farm Management
- Wealth Transfer

“We have been thrilled to be able to partner with some great investment professionals who have similar client service philosophies.” Pat says, “and are constantly looking for ways to add value to these relationships.”

Whether through education, fiduciary oversight, or trust accounting, the team at Midland States Bank has been adding this value for years.

New business contact:

Patricia Fong, J.D.
VP Senior Trust Officer
Phone: (815) 316 - 0222
e-mail: pfong@midlandsb.com

States chartered/licensed in: Illinois

Average account size: \$700,000

Total assets under administration: \$1.070 billion

Custodians supported: Midland States Bank

Number of Relationships with Advisors: 50

Fees (for directed trust services)

Annual minimum fee: \$3,500

Fee scale:

| | |
|--------------------|------------|
| First \$1 million: | .50% |
| Next \$2 million: | .40% |
| Next \$2 million: | .35% |
| Over \$5 million: | negotiable |

In-house experts: 10

Trust accounting system: Innotrust

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:
2 - 4 business days

Marketing support includes: Institutional Investment Consulting, Trust education, and dedicated support team.



Millennium Trust Company • 2001 Spring Road, Suite 700, Oak Brook, IL 60523 • www.mtrustcompany.com

Expert Custody Solutions

Millennium Trust Company is an industry leading custodian helping Advisors, investors and institutions do more by offering niche, expertly managed custody solutions for alternative assets, private funds and retirement plan rollovers. We serve as a complement to services offered by other custodians. Our goal is to make clients more successful and productive by professionally managing detailed transactions, providing timely reporting and offering best-in-class service.

We offer a seamless client experience and custody:

- Private Placements
- Private Equity
- Promissory Notes
- Real Estate
- Precious Metals
- Hedge Funds
- Managed Futures
- Private Funds

Consider The Alternative

As an innovator in the financial services industry, Millennium Trust is continually developing new custody solutions in response to alternative asset trends, such as investment platforms for all asset types including both primary and secondary markets. We are not limited to serving as custodian for only individual retirement and custody accounts. We can also provide custody for company retirement accounts, trusts and Separately Managed Accounts (SMAs).

Improve Transparency For Institutions And Investors

Millennium Trust's Private Fund program provides a solution for Registered Investment Advisors (RIAs) and Advisors to private funds seeking greater transparency through an independent qualified custodian, in compliance with the amended Custody Rule 206(4)-2 under the Investment Advisors Act of 1940.

Service Starts Here

Let us simplify your work, reduce your overhead and optimize your business potential. We make it easy by offering:

- The highest levels of service
- Secure web-based tools to access account information
- The utmost respect for your clients' relationships

New business contact:

Reggie Karas

Managing Director

Phone: (630) 368-5674

e-mail: rkaras@mtrustcompany.com

Regional Contacts in:

Midwest, South/Mid-Atlantic, Northeast, West

Phone: (866) 388-9419

States chartered/licensed in: Illinois

Average account size: Self Directed IRA: \$100,000

Total assets under administration: \$9 billion

Custodians supported: Works with all

Number of relationships with advisors: 1,000+

Fee scale:

Automatic Rollover: Fixed fee

Self Directed IRA: Fixed fee with cap

Private Fund Custody: Low basis points

In-house experts: Private Placements, Private Equity, Promissory Notes, Real Estate, Precious Metals, Hedge Funds, Managed Futures, Private Funds, etc.

Trust accounting system: Innovest

Supports directed trust: Yes

Supports delegated trust: No

Typical timeframe for acceptance of new account: 24 Hours

Marketing support includes: Brochures, webinars, one on one meetings, conference attendance, website, whitepapers, e-newsletters and dedicated support teams.



National Advisors Trust Company, FSB • 8717 West 110th Street, Suite 700, Overland Park, KS 66210
www.nationaladvisorstrust.com

National Advisors Trust Company, FSB (NATC) powers the success of Registered Investment Advisors (RIAs) with profit-enhancing, conflict-free trust and custody services nationwide that promote business growth and strengthen advisors' client relationships.

NATC, the largest independent trust company in the U.S. owned by RIAs, was founded on the belief that in order for RIAs to grow a successful business, strengthen relationships with clients, and improve profitability, advisors need conflict-free, comprehensive and flexible trust and custody services. The company provides advisors with the industry's most advisor-friendly services and solutions for growing their business and enhancing relationships with high net worth clients.

Trust services are provided in every state in the nation, allowing advisors access to a nationwide choice of tax favored trust situses, modern trust statutes, and customized trust administration. Additionally, NATC's sister company, National Advisors Trust of South Dakota, provides RIAs with expanded trust services for high net worth clients who wish to take advantage of South Dakota's unique trust jurisdiction opportunities for protecting and passing on wealth.

The company's Trust Representative Office (TRO) program allows trust-focused firms to market a full range of trust and trust custody services under their own brand with private labeled branding, and administrative trust services provided by NATC. The TRO program also includes educational and CE accredited programs and marketing support services.

NATC's world class service is distinguished by highly responsive and customized services to meet the unique demands of advisors' clients, and strengthen advisors' multi-generational client relationships. A multi-custodial technology platform, advisor support networks, and RIA-specific business tools further support advisors' unique needs. With NATC's solutions and practice management services, advisors are able to focus their time on building and maintaining relationships with clients, while NATC works in the background to deliver technology, services, programs and administrative support.

New business contact:

Tom Linhoff J.D. – Sr. Vice President of Trust
 Jennifer Hunter J.D. – VP and Trust Counsel
 Cindy Ralls – VP of Marketing
Phone: (913) 234-8200
e-mail: info@nationaladvisorstrust.com

States chartered/licensed in: National Charter
Average account size: \$1.2 million

Total assets under administration: \$9 billion
Custodians supported: Can serve as trustee and custodian or trustee on the Fidelity or TD Ameritrade platforms.

Number of relationships with advisors: 150 RIAs

Fees: (for directed trusts and Agent for Trustee)

| | Trusts | Agent for Trustee |
|----------------------------|------------|-------------------|
| Annual Minimum Fee: | \$4,500 | \$600 |
| Up to \$2 million | 0.45% | 0.12% |
| Next \$3 million | 0.40% | 0.10% |
| Over \$5 million | 0.25% | 0.08% |
| Over \$10 million | Negotiable | |

Note: Shareholders of National Advisors Trust have lower fees than indicated above and expanded services. You may want to consider becoming a shareholder firm. Full fee schedules are available by contacting cs@nationaladvisorstrust.com

In-house experts: 6 Attorneys (J.D.), 1 Attorney with LL.M., 2 CTFAs

Trust accounting system: SunGard AddVantage™

Supports directed trusts: Yes

Supports delegated trusts: No

Typical timeframe for acceptance of new trust: 5 to 7 days for current referrals.

Marketing support includes: Access to the TRO program, a comprehensive private label trust marketing program for RIAs.

Nevada TRUST COMPANY

Managing Trusts and Investments

Nevada Trust Company • 3067 East Warm Springs Road, Suite 200, Las Vegas NV 89120 • www.nevadatrust.com

Nevada Trust Company is the only full-service independent trust company in Nevada. We are not only advisor friendly but advisor centered, offering our partners several key advantages:

Complex Asset Administration. In addition to administering traditional marketable securities, we specialize in handling exotic assets and can extend the ability for advisors to offer these services and to participate for referred accounts.

- **Real Estate / Trust Deeds**
- **Private Placements**
- **Private Equity / Venture Capital**
- **Intellectual Property**
- **Mineral Rights**
- **Private Collections**

Institutional Back-Office Service. We provide extensive services to RIA firms including full back office support. Learning to do all the paperwork advisors hate has given us unique insight into what advisors do best. We know what makes you unique and how to deliver the level of service your clients expect.

Asset Protection. Nevada is becoming famous throughout the nation as the best place to set up asset protection trusts. We are very active in developing and administering both trust and corporate-based asset protection solutions.

A Problem-Solving Approach. Many trust companies avoid smaller or more complex trusts. We welcome these relationships and excel at developing creative solutions for advisors and their clients.

New Business Contact:

David Thorson

Vice President and Treasurer

Phone: (702) 696-0000

e-mail: dthorson@nevadatrust.com

States Chartered/Licensed in: Nevada

Average Account Size: \$2.3 million (Trusts)

Total Assets under Administration: \$150 million

Custodians Supported: Custodian-agnostic or can provide custody

Number of Relationships with Advisors: 10

Annual minimum fee: \$750

Fee Scale:

Nevada Asset Protection Trusts: \$2,500 annual

Irrevocable Life Insurance Trust (ILIT): \$750 annual

Trustee for Advisor-Directed Trust:

\$0 - \$1 million: 0.65%

\$1 - \$2 million: 0.55%

\$2 - \$5 million: 0.45%

\$5 million+: negotiated

In-house experts: 2 MBAs, 1 CFP®. Additional expertise in corporate finance, venture capital, private equity and business development.

Trust accounting system: TrustPortal

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

One to three business days after receipt of all documents.

Marketing support includes: Brochures, face-to-face meetings with advisors and their prospects, website with relevant content. Co-marketing events and activities.



**NEW YORK
PRIVATE TRUST**
A DELAWARE TRUST COMPANY

New York Private Trust Co. • 200 Bellevue Parkway, Ste. 150, Wilmington, DE 19809 • www.nytrust.com

With an average trust relationship size of \$5.5 million, New York Private Trust Company goes toe-to-toe with the biggest banks in the country—but the firm is far different from those behemoths.

“Big banks are typically accused of being bureaucratic, unresponsive, uncommunicative and arbitrary,” says Richard Trumpler, chief operating officer of the firm.

“We’re none of those things.” Instead, New York Private operates as a boutique, providing high levels of personalized service, eschewing bureaucracy and priding itself on responsiveness.

The firm’s high level of service and its Delaware charter tend to attract advisors and attorneys who have very large client relationships.

Its solutions are tailored to an advisor’s clientele: For instance, it charges only \$5,000 a year for administering trusts that hold only passive LLC interests.

New York Private’s greatest advantage in working with advisors is that—unlike many banks—it does not manage investments, says Trumpler.

In the Delegating trustee arrangement, NYPT charges only an administrative trustee fee and delegates asset management to the advisor who has brought in the client, subject to that advisor’s passing NYPT’s due diligence review.

“We specialize in delegating investment management to financial advisors,” he says. “Our business model is fundamentally different, and that’s why financial advisors and trust attorneys like us.”

New business contact:

Kevin Batterton, Managing Director

Phone: (212) 850-4055

e-mail: kbatterton@nytrust.com

States chartered/licensed in: Delaware

Average account size: \$3.5 million

Total assets under administration: \$1.3 billion

Custodians supported: Works with all

Number of relationships with advisors: 50

Fees (for trust services – directed or delegated trusts only)

Annual minimum fee:

Directed trusts: \$4,500

Fee scale:

First \$5 million: 0.35%

Next \$5 million: 0.25%

Over \$10 million: 0.15%

Delegated trusts: \$6,000

Fee scale:

First \$5 million: 0.55%

Next \$5 million: 0.40%

Over \$10 million: 0.30%

Note: For non-discretionary trusts that hold only passive LLC interests, a flat annual fee of \$5,000 is charged

In-house experts: 2 attorneys plus a chief fiduciary officer

Trust accounting system: SEI

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

5 days or less

Marketing support includes: Face-to-face meetings; attendance at sales meetings; assistance with marketing materials.



"It's A Matter Of Trust"SM

Premier Trust • 4465 S. Jones Boulevard, Las Vegas, NV 89103 • www.premiertrust.com

Premier Trust was established in Nevada in 2001 by CEO and co-founder Mark Dreschler. Mark has 40 years of trust experience, and has since grown the team to over 36 members with expertise in estates and trusts of all types and sizes. Premier boasts 17 trust officers and administrators with decades of experience in the administration and compliance of personal trusts and employee retirement programs.

Premier emphasizes a team approach that allows it to address client inquiries quickly in order to focus on its core value of administrative excellence.

The firm does not manage investments; its clients maintain the relationships they have with their advisors.

The firm's top priority: Building long-lasting personal relationships with its clients and assisting them in providing for their heirs in accordance with their wishes.

It has more than 2,900 relationships with advisors, and provides them with robust educational and marketing support, from monthly Webinars to brochures to conference calls on request.

New business contacts:

Brian Simmons, Deb Erdmann
Trust Officers

Phone: (702) 577-1777

e-mail: info@premiertrust.com

States chartered/licensed in: Nevada

Average account size: \$1.5 million

Total assets under administration: \$1 billion+

Custodians supported: Works with all

Number of relationships with advisors: 2,900

Fees (for directed and discretionary trust services)

Annual minimum fee: \$2,000

Fee scale:

| | |
|--------------------|------------|
| up to \$1 million: | 0.60% |
| next \$1 million: | 0.50% |
| next \$3 million: | 0.35% |
| over \$5 million: | negotiable |

In-house experts: 4 CTFAs (Certified Trust Financial and Financial Advisor), 3 NCGs (National Certified Guardian), 2 CFPs (Certified Financial Planner), 2 CISP (Certified IRA Services Professional), 1 QKA (Qualified 401(k) Administrator)

Trust accounting system: SunGard

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

One business day after receipt of all documents

Marketing support includes: Monthly Webinars on trust topics, TrustAdvisor White Papers, conference calls upon request, personal client/advisor meetings, brochures.

Principal Trust Company

A member of



Principal Trust CompanySM • P.O. Box 8963 Wilmington, DE 19899-8693 • www.principaltrust.com

As a Delaware-based non-depository trust company, Principal Trust is among a small but elite group of trust providers who offer financial professionals the advantages of a Delaware trust — while at the same time supporting the advisor's autonomy in a non-competitive arrangement.

Financial professionals manage the client relationship and trust assets, while Principal Trust serves as corporate trustee, focusing on administrative requirements. Advisors use their custodian to retain asset management oversight. This structure provides a portability advantage over other trust providers.

Through the company's Delaware charter, clients benefit from administration under Delaware state laws that provide asset protection, state-level taxation exclusions, privacy and confidentiality, and the law of perpetuities.

Principal Trust allows a wide variety of assets to be held within a directed trust; including but not limited to: marketable securities, Limited Liability Corporations, Limited Partnerships, S Corporations, residential real estate, and life insurance. Principal Trust administers Living, Irrevocable, Special Needs, Charitable, Life Insurance trusts and more. Acting as Agent, the company can also assist an individual trustee in the administration of their trust.

Chartered in 1899, Principal Trust Company is Delaware's oldest non-depository trust company and ranks among the largest in the nation. In 1986, they became a member company of the Principal Financial Group[®].

New business contact:

Jonathan Kelly

Director of Business Development

Phone: (800) 332-4015

e-mail: Kelly.jonathan@principal.com

States chartered/licensed in: Delaware

Average account size: \$1.5 million

Total assets under administration: \$130+ billion

Custodians supported: Works with all

Number of relationships with advisors: 500+

Fees for directed trust services

Annual minimum fee: \$3,000

Fee scale: NOT based solely on asset value; tailored for each client, group, and relationship in order to benefit the client and remain competitively priced.

In-house experts: 3 CTFAs, 1 CSNP

Trust accounting system: InnoTrust

Supports directed trust: Yes

Supports delegated trust: No

Supports Special Needs trust: Yes

Typical timeframe for acceptance of new trust:

7-10 days. Due diligence is performed upfront to expedite administration and future distributions.

Marketing support includes: Training and education for financial professionals, client information flyers, and customized marketing resource options at no additional cost.



Provident Trust Group • 8880 W. Sunset, Suite 250, Las Vegas, Nevada 89148 • www.trustprovident.com

Provident Trust prides itself on its nimbleness and flexibility, which Partner Theresa Fette says springs directly out of its independence.

“If an advisor comes in with a client who doesn’t meet everyone else’s criteria, we often can craft a product or service that meets the client’s needs and make decisions pretty quickly.”

Provident’s clients range in size from small family trusts to multi-million dollar accounts and include individuals, multi generational families, family offices, as well as retirement accounts.

“We assist clients in reaching their retirement goals in assets classes that have never been available to their investment portfolios before,” says Fette.

Provident is proud to be privately owned and operated. We are not like the big bank trust departments or firms.

At provident, our mission is to eliminate unnecessary red tape and focus on what really matters – delivering the highest level of service to meet your needs.

Fette states, “The Company’s culture of finding the “yes” is the “heartbeat of Provident”. “I think people were looking for people in the financial service industry to be transparent, but more so, people wanted to deal with a company that was willing to find the “yes.”

New business contact:

Andre Sears, Senior Trust Officer

Phone: (702) 479-3849

e-mail: andre@trustprovident.com

States chartered/licensed in: Nevada

Average account size:

Trust Accounts: \$25 Million

Self Directed IRA’s: \$120,000

Total assets under administration: \$4 billion

Custodians supported: Works with all

Number of relationships with advisors: 3,000

Fees (for directed and discretionary trust services)

Annual minimum fee: \$1,500

Fee scale: 0.50% for all asset levels

In-house experts: 7 tax and estate planning attorneys

Trust accounting system: AccuTrust

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:

24 hours

Marketing support includes: Brochures, webinars, one on one consulting, clients and prospects nationwide.



Reliance Trust Company of Delaware • 200 Bellevue Parkway, Suite 220, Wilmington, DE 19809 • www.reliance-trust.com

Reliance Trust Company of Delaware (Reliance Trust of Delaware) is committed to helping advisors build a strong business and achieve success. We work with advisors to offer trust services that preserve the advisor/client relationship. Our advisor-friendly business model allows us to handle the trust administration for your clients' trusts while you continue to manage the client relationship and provide investment advice to the trust. We understand your business and partner with advisors providing custodial services, investment management and client relationship management.

With Reliance Trust of Delaware serving as trust administrator, you keep the client relationship intact while drawing on the resources of a large, national trust company. Reliance Trust of Delaware is a major subsidiary of Reliance Financial Corporation. Its sister company, Reliance Trust Company, is one of the largest independent trust companies in the United States, managing and administering more than \$128 billion in assets, allowing Reliance Trust of Delaware to draw upon all the resources of an independent financial services company with a truly national reach.

We can work with your custodial platform so you retain the ability to manage the relationship, while keeping assets at your firm. Utilizing the open architecture of your firm's platform you retain access to the same institutional-quality investment management firms and flexible investment solutions you are accustomed to.

We respect your client relationships. Within the bounds of our fiduciary duties of loyalty, impartiality and disclosure to all beneficiaries, our trust officers will include you at the level of communication you require subject to the trust beneficiaries' approval.

New business contact:

Rosemary Crowley,
Vice President—business development

Phone: (888) 803-7466

e-mail: rcrowley@relico.com

States chartered/licensed in:

Delaware, Georgia

Average account size: \$500,000

Total assets under administration:

More than \$128 billion under management and administration (\$99 billion retirement plans, \$26 billion outsourced operations, \$2.5 billion personal trust and agency)

Custodians supported: Works with all

Number of relationships with advisors: 600

Fees (for discretionary accounts, 40% discount for directed)

Annual minimum fee: \$3,500 (\$1,500 for Irrevocable Life Insurance Trusts)

Fee scale:

50 bps on first \$2 million; 40 bps on next \$3 million; 30 bps over \$5 million

In-house experts: 4 JDs, 14 CTFAs, 2 CFPs; 20 trust professionals; average 13 years' experience

Trust accounting system: SunGard AddVantage™

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

72 hour turnaround on review of documents, 2 to 3 weeks for documentation including prior trustee resignation and acceptance

Marketing support includes:

Brochures, product specific presentations, whitepapers, webinars, face-to-face meetings with prospects over \$5 million.

STERLING | TRUSTEES

THE POWER OF INDEPENDENT THINKINGSM

Sterling Trustees LLC • 101 S Main Ave, Suite 302, Sioux Falls, SD 5 7104 • www.sterlingtrustees.com

Sterling Trustees is a privately held firm providing independent trust management and administrative services to high net-worth families. Advisors working with Sterling can expect a conflict-free business model and a responsive partner, says firm president Antony Joffe.

“We think of ourselves as a high-touch, high-service, independent trust company. Objectivity drives all of our relationships,” Joffe says. “We also offer a technology advantage that many other independent firms can’t match.”

Using Sterling ConnectSM, their proprietary, state-of-the-art trust accounting system, Sterling takes on the fiduciary risk associated with delegated trusts by monitoring any investment advisor in near-real time.

This technology platform also enables Sterling to provide clients with access to an online portal where they can view current balances, asset allocation and performance. For larger trusts with multiple investment advisors, the system aggregates data across those advisors—providing the client with a consolidated view of their trust holdings, asset allocation and performance. Lastly the online portal allows families with multiple trusts to gate them for security purposes. For example, a patriarch can monitor all the trusts within his family, while a grandchild has access to his/her account only.

The firm’s value proposition extends far beyond technology, including special expertise in working with international advisors and clients and in domesticating foreign trusts to the United States.

Sterling Trustees was founded on a guiding principle: independence breeds success. The firm serves as a completely objective trustee—clearly separating the role of investment advisor from trustee.

New business contact:

Antony Joffe, President

Phone: (610) 234-0626

e-mail: ajoffe@sterlingtrustees.com

States chartered/licensed in: South Dakota

Average account size: \$5 million

Total assets under administration: \$1.3 billion

Custodian-neutral: Yes

Number of relationships with advisors: 75

Fees (for directed and discretionary trust services)

Fixed fee only, depends on size, type of asset held in trust

In-house experts: 2 JD (Juris Doctor), 1 CPA (Certified Public Accountant)

Trust accounting system: QED Financial/Salesforce

Supports directed trust: Yes

Supports delegated trust: Yes

Typical timeframe for acceptance of new trust:
72 hours

Marketing support includes: Face-to-face meetings with advisors and prospects/clients, brochures, speaking engagements, conference attendance.



Summit Trust Company • 8861 W. Sahara Avenue, Suite 215, Las Vegas, NV 89117 • www.summittrust.com

All of us at Summit thank you for your business that has made for a successful year at Summit. This year we offer new estate planning services to enhance your clients' lives.

The Summit Estate Planning Center provides estate planning for everyone. Every family should have a Will or Living Trust. From our home page, you can help your client get a Will or a Trust, using our on line technology and guidance from a network attorney.

The Treasure Trove Trust is for holding and managing tangible assets, including fine art, wine, jewelry, classic cars, photos and historic documents. We have the best tangible asset management firm and technology. Take your smart phone from room to room and upload pictures to your private file. With one click you obtain insurance, get a value or sell through Sotheby's, Christie's or other fine arts firms.

The Summit Business Valuator is for business owners who spend up to \$16,000 or more for a valuation. With our technology, you provide this service for less. You need this for business planning, "buy-sell", estate planning or for gifting or selling a business.

Extending our Service

In 2014 we will build our advisor team with skilled and trained estate planning associates. Our target is 500 associates trained in the technologies at the Summit Estate Planning Center.

New business contacts:

George P. Brown PhD, EVP Marketing
 Kevin C. Brown, CEO
 Theresa Le, JD – Trust Officer
 Stephanie Saint-Cyr, JD – Business Dev.
Phone: (800) 822-6711
Las Vegas: (702) 315.0560
E-mail: gbrown@summittrust.com – PA Office
 kbrown@summittrust.com – PA Office
 theresale@summittrust.com – NV Office
 stephanie@summittrust.com – PA Office

States chartered/licensed in: Nevada
Average Trust account size: \$500,000
Total assets under administration: \$240 million
Custodians supported: Works with all
Number of relationships with advisors: 125

Fees (for directed trusts and discretionary trusts)
Annual minimum fee: \$3,000 and \$4,000 respectively; Administrative Trusts: \$2,000 annually

| | Directed Trust Fees: | Discretionary Trust Fees: |
|--------------------|-----------------------------|----------------------------------|
| First \$1 million: | 0.50% | 1.50% |
| Next \$2 million: | 0.45% | 0.75% |
| Next \$2 million: | 0.40% | 0.60% |
| Next \$5 million: | 0.35% | 0.50% |
| Over \$10 million: | -- negotiable -- | |

In-house experts: 4 trust officers: 2 JDs, 1 TEP
Trust accounting system: AccuTrust Gold
Supports directed trust: Yes
Supports delegated trust: Yes
Timeframe for acceptance of new trust: 72 hours
Marketing support includes: Brochures, articles, white papers, customized presentations.



TCA TrustCorp America • 5301 Wisconsin Avenue, NW, Suite 450, Washington, DC 20015 • www.yourtrustee.com

TCA does not manage money in house and as such will never provide a competitive threat to our advisors.

Instead, TCA TrustCorp America's entire line of business depends on third party investment advisors.

TCA, in business since 1995, was a pioneer in providing unbundled trust services.

Just as important as the fact we will never compete with you, TCA understands personal trusts. Our team of attorneys and trust professionals help make the investment advisors we work with "look good."

In addition to being knowledgeable, TCA can be extremely flexible. TCA can work with almost any custodian, and TCA can hold real estate and other illiquid assets with the Trust structure.

As an added benefit to our advisors, TCA works hard to make the transfer of existing Trusts easy and transparent. The opportunity existing for all of us has only expanded thanks to bank mergers and acquisitions which have helped create a large number of unhappy clients, eager to move their Trusts to an experienced Advisor and a competent, reliable trustee.

New business contact:

Bill Russell, President

Phone: (202) 537-9600

e-mail: brussell@tcatrust.com

States chartered/licensed in: DC

Average account size: \$750,000

Total assets under administration: \$425 million

Custodians supported: Works with all

Number of relationships with advisors: 140

Fees (for directed and discretionary trust services)

Annual minimum fee: \$2,500

Annual Administrative fee: .50%

Fee Scale: Fee breaks are offered commensurate with fee breaks offered by advisors

In-house experts: 2 JD, 1 CPA, 1 MBA, 1 CTFA

Trust accounting system: SunGard Charlotte

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

1 to 3 days

Marketing support includes: Brochures, phone conferences, face-to-face meetings with advisors, clients and prospects nationwide. Newly updated website with more useful Trust related information.



The Kingdom Trust Company • 401 E 8th St, Sioux Falls, SD 57103 • www.kingdomtrustco.com

The Kingdom Trust Company is the premier provider of alternative asset custody in the country. We provide our clients with the most flexible and innovative custody solutions available. Our focus is on personalized service and complete client satisfaction.

Our services range from the simple self-directed IRA custody of alternative assets for the individual investor to a wide-array of institutional clients. In the institutional space, we offer sophisticated custody of private equity funds, hedge funds, fund of funds, and family offices, along with other investment sponsors, advisory firms and broker-dealers. The Kingdom Trust alternative asset custody platform reflects our core belief in the value of alternative asset investing.

At Kingdom Trust we understand the expanded role of the custodian in the investment marketplace. As Dodd-Frank legislation evolves, custody is no longer just an add-on service, but it is a vital part of a company's long-term business strategy. Continuing demands for more compliance, transparency, reporting, and investor protections, results in the role of the custodian becoming increasingly more important.

Kingdom Trust Company continues to expand to meet the needs of all of our clients from coast to coast. We are on a mission at The Kingdom Trust Company to transform the investment world into a marketplace where client portfolio diversity is valued, where the custody solution is transparent and handled with integrity, all while ensuring that all of our relationships have enduring value.

Kingdom Trust Company is registered and regulated in the state of South Dakota as a non-depository trust company, with headquarters in Sioux Falls, SD. Please direct any correspondence to: 1105 State Route 121, Suite B, Murray, KY 42071.

New business contact:

Scott Foster
Senior Vice President of Business Development
Phone: (270) 226-1000 Chicago, IL
e-mail: sfoster@kingdomtrustco.com

James A. Jones
Vice President of Business Development
Phone: (270) 226-1000 Boston, MA
e-mail: jjones@kingdomtrustco.com

States chartered/licensed in: South Dakota
Average account size: \$300,000
Total assets under custody: \$1 billion
Number of relationships with advisors: 125

Account Establishment Fee: \$50

Annual Fees:

| | |
|-------------------------|---------------------------------|
| \$0-\$50,000 | (\$195) x (.0031 x Asset Value) |
| \$50,001-\$100,000 | (\$195) x (.0026 x Asset Value) |
| \$100,001-\$150,000 | (\$195) x (.0023 x Asset Value) |
| \$150,001-\$250,000 | (\$195) x (.0021 x Asset Value) |
| \$250,001-\$500,000 | (\$195) x (.0019 x Asset Value) |
| \$500,001-\$1,000,000 | (\$195) x (.0018 x Asset Value) |
| \$1,000,001 or Greater. | Negotiable |

** Additional transaction fees (see website)*

Institutional Fee Schedule: Call business development officers.

In-house experts: 2

Trust accounting system: AccuTrust Gold

Supports directed trusts: Yes

Supports delegated trusts: No

Typical timeframe for acceptance of new trust:
3 to 5 days

Marketing support includes: Collaboration on digital media projects, white papers and press releases; conference & event co-sponsorships; and shared website link backs.



The Private Trust Company, N.A.

The Private Trust Company, N.A. • 1422 Euclid Avenue, Cleveland, OH 44115 • www.theprivatetrustcompany.com

The Private Trust Company, N.A., an affiliate of LPL Financial and licensed in all 50 states under its 1995 national banking charter, serves as trustee, co-trustee, or agent for the trustee while specializing in delegating investment and relationship management to financial advisors.

This model allows for clients and beneficiaries to utilize the experts of The Private Trust Company to provide professional trust administrative services while outsourcing the investment management services to their chosen financial advisor.

As a financial advisor or RIA, where do you find prospects with personal trusts? The best place to start is in your own book of business. You may have clients with trust accounts that are currently managed by a bank and are dissatisfied with the quality of service or investment performance of their account.

For these clients, it may be possible to transfer the trust to The Private Trust Company and have the assets managed by you, their chosen financial advisor. New trusts can name PTC as current trustee or successor trustee to the grantor.

In addition, The Private Trust Company can assist individual trustees in the administration of their trusts in our capacity as agent. Simply put, your client remains trustee while delegating administrative and operational duties to PTC for the purposes of ensuring compliance with the governing instrument and applicable state law.

New business contact:

Christopher J. McCutcheon, SVP/National Sales Manager

Phone: (800) 877-7210 x7990

e-mail: trust.services@lpl.com

States chartered/licensed in: National Charter

Average account size: \$1 million

Total assets under administration: \$90 billion

Custodians supported: Works with all

Number of relationships with advisors: 600

Fees (for directed and discretionary trust services)

Annual minimum fee: \$4,200

Tax processing and return preparation fee of \$475 will be charged annually

Fee scale:

| | |
|-------------|-------|
| First \$1M | 65bps |
| Next \$2M | 55bps |
| Next \$2M | 45bps |
| Next \$5M | 35bps |
| Above \$10M | 25bps |

In-house experts: 3 attorneys, 1 CPA

Trust accounting system: TrustPortal

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

7-10 days

Marketing support includes: Brochures, articles and white papers, webinars, business development mentoring.

WEALTH ADVISORS *Trust Company*

Wealth Advisors Trust Company • 330 Poplar Ave., Suite 103, Pierre, SD 57501 • www.wealthadvisorstrust.com

Wealth Advisors Trust Company, an independent corporate trust company, describes itself as a partner to advisors in helping to meet clients' financial goals.

We provide 6 distinct advantages for advisors:

- 1) Custodian neutral
- 2) Makes process of changing trustees easy
- 3) Does not manage investments
- 4) Teaches advisors how to grow their trust business
- 5) Innovative SmartIRA™ helps advisors retain assets from one generation to another.
- 6) A trust company created by advisors for advisors

The groundbreaking SmartIRA™, developed by WATC, is revolutionizing asset retention by keeping client assets with you, the preferred advisor, even after your client dies. This process has been featured nationally and is helping advisors reverse the 80% asset loss rate when clients pass away.

WATC's South Dakota licensing allows it to provide trust advantages including no state income or capital gains tax, unlimited duration trusts, self-settled asset protection trusts, and simplified trust decanting.

Its team includes Chuck Sharpe, board certified in Estate Planning and Probate, with expertise in estate and business succession planning, charitable giving and asset protection.

New business contact:

Christopher Holtby, Director

Phone: (605) 224-4100

Cell: (817) 715-1131

e-mail: holtby@wealthadvisorstrust.com

States licensed in: South Dakota

Average account size: \$2.2 million

Total assets under administration: \$180 million

Custodians supported: Works with all

Number of relationships with advisors: 75

Fees (for directed and discretionary trust services)

Annual minimum fee: \$5,000, ILIT's \$1,500

Fee scale:

First \$2 million: 0.60%

Next \$3 million: 0.50%

Next \$5 million: 0.40%

Over \$10 million: Negotiable

In-house experts: 1 CTFA (Certified Trust Financial and Financial Advisor), 1 JD (Juris Doctor), 1 Board Certified in Wills and Estates Attorney, 1 CPA (Certified Public Accountant), 1 CFP (Certified Financial Planner)

Trust accounting system: Sungard Charlotte

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:

72 hours

Marketing support includes:

Webinars, brochures, whitepapers.

To learn more about directed trusts, download *Directed Trusts Made Simple*. Click cover to right for complimentary download.





Zia Trust, Inc. • 6301 Indian School Road, NE Suite 800, Albuquerque, NM 87110 • www.ziatrust.com

Zia Trust is so serious about working with advisors that it brands itself as “The Advisors’ Trust Company.”

The independent firm sets itself apart from competitors by focusing entirely on serving as trustee—while working in partnership with advisors to serve advisors’ clients.

Zia boasts 10 trust officers and a very low ratio of trust officers to clients. Its trust officers have a combined 110 years of trust and estate administration experience.

Formed in 2001, the firm offers experienced trust management with most types of assets and fiduciary appointments.

Among its differentiators: The fact that it will serve as trustee of family owned, privately held businesses in trust.

The company serves trust beneficiaries in numerous states with various types and sizes of trusts—from small family trusts to multi-million dollar accounts.

Zia Trust also has branch operations in the Las Cruces/El Paso area and Santa Fe, New Mexico.

New business contact:

John Attwood
Vice-President & Business Development
Phone: (800) 996-9000
e-mail: jattwood@ziatrust.com

States chartered/licensed in: New Mexico
Average account size: \$1.5 million
Total assets under administration: \$770 million
Custodians supported: Works with all
Number of relationships with advisors: 132

Fees (for directed and discretionary trust services)
Annual minimum fee: \$4,000

Fee scale:

| | |
|--------------------|-------|
| First \$1 million: | 1.00% |
| Next \$1 million: | 0.75% |
| Next \$3 million: | 0.50% |
| Over \$5 million: | 0.25% |

In-house experts: 3 attorneys, 1 CFP (Certified Financial Planner)

Trust accounting system: Infovisa

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical timeframe for acceptance of new trust:
2 days or less

Marketing support includes: Brochures, face-to-face meetings with advisors, clients and prospects nationwide.

The Trusted Expert in the Custody of Alternative Assets in Retirement Plans



Next Generation = Trust.

When it comes to the custody of alternative assets in self-directed retirement plans, the professionals at Next Generation Trust Services are your trusted resource. As a full-service administrator of these plans, we are experts in all aspects of the nontraditional investments these plans allow.

At Next Generation, we're fanatics about delivering superior customer service—starting with the in-depth expertise of our knowledgeable, friendly staff and the education we provide to financial advisors and investors.

Our professionals answer your questions quickly and efficiently, and offer expert guidance about nontraditional investments. And our web-based tools make it easier for you and your clients to manage their self-directed IRAs anytime, anywhere.

Together, we'll build a trusted collaboration that you'll find is pretty untraditional in the retirement industry. As our own clients will tell you, we're the best at what we do.



NEXT GENERATION
TRUST SERVICES
CONTROL YOUR FUTURE, TODAY

Contact us today! 888.857.8058

75 Livingston Avenue, 3rd Floor, Roseland NJ 07068
www.nextgenerationtrust.com