ADVISORY TRUST

HELPING AN ADVISOR REALIZE HIS DREAM

A CASE STUDY:

ADVISORY TRUST HELPS

AN ADVISOR REALIZE

HIS DREAM

The Situation

During the past several years, an investment Advisor with a major NYC wirehouse had begun to expand his practice by serving the personal trust needs of his more prominent clients. By serving the personal trust market, the Advisor was not only able to deepen his relationship with the family patriarch/matriarch—but more importantly, it allowed the Advisor to build multi-generational relationships with family members and beneficiaries.

In just a few short years, the Advisor was managing just over $17 million for the beneficiaries of several trusts.

With the uncertainty plaguing firms that once dominated Wall Street (including his own employer)—and in an effort to control his own destiny—the Advisor made the decision to start his own independent RIA firm.

The Predicament

Although the governing instruments for the trusts he managed contained provisions allowing the beneficiaries to remove the current corporate trustee, the Advisor needed to find a successor corporate trustee who was willing to work with him so that he could continue to manage the assets on his custodial platform of choice.

The Solution

Over the past 15 years, the Advisor had established a relationship with Advisory Trust's Vice President of Business Development, Mike Flinn. Through this relationship, the Advisor was aware of Advisory Trust's business model in which Advisory Trust is appointed as trustee of the trust and the investment Advisor continues to manage and custody the assets held in those trusts. The Advisor provided Advisory Trust with a copy of the trust instrument and recent trust statements from the current corporate trustee.

Because the transfer could be accomplished without involvement of the Court, Advisory Trust provided the Advisor with the necessary paperwork the beneficiaries would need to sign in order to expedite the removal of the current corporate trustee and appoint Advisory Trust as the successor corporate trustee.

The Advisory Trust team then worked with the Advisor to establish a new account at the Advisor's custodian of choice, and also assisted in ensuring that all assets were properly transferred to the custodian.

The Win

With help from Advisory Trust, the Advisor was able to continue to manage the assets of the trusts. The Advisor's clients were not only pleased with an overall reduction in fees, but they also benefited from the "unbundled" best-of-breed approach that allowed them to use their trusted Advisor and secure the expertise of Advisory Trust.

Trusted Solutions.

For more information on this Case Study, contact Advisory Trust at 800.258.6334 or inquiries@advisorytrustco.com.

Conclusion

The Advisory Trust Company of Delaware (Advisory Trust) provides directed trustee, trust administration, and back-office services for high-net-worth individuals and families. We work exclusively with professional advisors, assisting them in helping their clients achieve their financial goals by using the full range of trust strategies available under Delaware law.

Advisory Trust is comfortable working with you and your clients to administer a trust in a way that is most advantageous to your clients. Sometimes, only investment decisions are controlled by an external financial advisor, in which case Advisory Trust serves solely as administrative trustee. In addition, with Advisory Trust, your clients may be able to use Delaware's many favorable trust laws and maximize The Delaware Advantage.

In the end, Advisory Trust may be able to provide you and your clients with the flexibility and freedom needed to overcome many hurdles in their estate planning process.

Advisory Trust works exclusively with advisors and we take the relationship between advisors and their clients seriously. Our mission is to assist you in achieving your goals and your clients' financial goals by utilizing trust strategies and the full benefits of Delaware law.

Call us toll-free at **800.258.6334, ext. 8531** or email us today at **inquiries@advisorytrustco.com** to learn more about how we can help you and your clients take advantage of Delaware directed trusts and our other trust services.

About Advisory Trust

Advisory Trust is part of the Wilmington Trust corporate family, which has been in the wealth management business for 105 years, serving as trustee and advisor for prominent individuals, families, and foundations. Founded in Wilmington, Delaware, in 1903 by T. Coleman du Pont, one of the great industrialists and entrepreneurs in our nation's history, the Wilmington Trust corporate family currently serves wealth advisory clients in all 50 states and 36 countries.

Advisory Trust has offices in Wilmington, Delaware, and Phoenix, Arizona, and currently oversees approximately $1.3 billion in assets for more than 1,200 personal trust accounts, providing tax and administration services.

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