

A CORPORATE TRUSTEE

CAN BE A TREMENDOUS

BENEFIT TO YOU AND

YOUR CLIENTS

Who typically is named a trustee?

If you have clients with significant wealth, chances are they already have a trust or are looking to establish one. If so, they may have named or are looking to name a family member or close personal friend as trustee. This is a decision that has significant ramifications and should be carefully reviewed to avoid future problems.

You may be able to educate your clients on the responsibilities of a trustee and who may be suitable to serve in that role. Many clients underestimate the responsibilities of a trustee and assume the duties are minimal. A trustee is responsible for adhering to the terms of the trust document and fulfilling the trust's objectives.

Why name a corporate trustee instead of an individual?

While there may appear to be strong rationale for choosing a relative to be a trustee, hiring an corporate trustee may be the wiser decision.

A corporate trustee brings objectivity, experience, and expertise at a time that is often wrought with emotion. This influence is especially helpful in an unfriendly familial situation. A corporate trustee will remain neutral in the face of family disagreements. That is why trust and estate professionals frequently recommend hiring corporate trustees, rather than naming family members.

Avoiding fees is frequently the primary reason in naming a family member or friend as trustee. Paradoxically, individual trustees must often hire other professionals to assist them in carrying out their obligations as trustee which may eliminate any expected cost savings. Naming a corporate trustee could very well provide your clients with much greater value than the fee charged. Some advantages of using a corporate trustee such as Advisory Trust, over individual trustees include:

- **Accountability**—Record keeping systems exist to ensure timely, accurate accounting of principal and income as well as production of regular statements.
- **Collective Thinking**—More fully informed opinions can be voiced and decisions made by knowledgeable and experienced professionals.
- **Confidentiality**—Privacy is maintained and matters are treated with the utmost confidence.
- **Experience**—Knowledgeable, experienced professionals on staff well-versed in complex trust management.
- **Focus**—Consistently available, devoting full attention and resources to carrying out the duties of a trustee.
- **Impartiality**—Decisions are made objectively in an unbiased atmosphere.
- **Permanence**—Perpetual existence assures a capable, professional organization is ready to complete the trust tasks required for decades going forward.

Corporate trustees always have a backup; they don't become ill or die. Additionally, a company's circumstances, such as a merger, will not affect a corporate trustee fulfilling its fiduciary obligation.

- **Regulation**—Strict compliance with standards set by applicable state and/or federal regulatory agencies.
- **Responsibility**—Required by law to faithfully perform all its duties and follow the trust document terms to the letter.
- **Value**—Specialization in trust administration provides services in an efficient, cost-effective manner for reasonable fees.

Additional Advantages of Using Advisory Trust

Naming a corporate trustee instead of an individual family member or friend can be an important step in estate planning. Naming the right corporate trustee can be equally important. You must find a corporate trustee who provides you and your clients with fast, efficient service and trust solutions that are competitively priced in an advantageous environment. Advisory Trust is that corporate trustee. At Advisory Trust:

- Our business was built in exclusive partnership with advisors. We are not a money manager, a broker-dealer, or an insurance company. We focus on administering trusts and not competing with you for business.
- We are “custodian neutral,” able to work with a myriad of trading platforms and outside 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, asset protection, and planning flexibility.
- Our low fees combined with your investment management fees offer your client a competitively priced full-service trust solution.

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.

To speak to a trust professional about any of our services, please call 800.258.6334 or send an email to: inquiries@advisorytrustco.com.

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