

THERE ARE MANY
BENEFITS TO WORKING
WITH ADVISORY TRUST—
BOTH FOR YOU...
AND YOUR CLIENTS.

Advisory Trust is a trust administration provider. Advisory Trust is truly a service company that focuses on doing one thing well: wholesale distribution of trust services to professional financial advisors like you. Advisory Trust supports you as you work with your clients to achieve their financial goals.

Advisory Trust, in its capacity as trustee, administers trusts in accordance with the terms of the governing trust instrument and applicable law. In doing so, the following services may be provided:

- Allowing you to maintain control of the underlying assets in your client's trust accounts and to remain as their primary point of contact. Advisory Trust is "custodian agnostic;" they are able to work with a myriad of trading platforms and outside custodians.
- Providing online access to your client's trust account information.
- Maintaining full tax cost basis records, along with principal and income accounting: No small task and it shouldn't be underestimated.
- Collecting and distributing income from the account.
- Evaluating and providing discretionary disbursements from the trust.
- Preparing and filing trust tax returns for a nominal fee, as well as distributing necessary tax information.
- Clearly communicating through quarterly statements, phone/conference calls, emails, etc., to ensure everyone is kept abreast of trust account developments.

The things Advisory Trust *doesn't* do are often as, or more, important than the things they do. For example, they *don't* do:

- Retail. Your clients cannot open accounts directly with Advisory Trust. Advisory Trust must have a financial advisor involved from the beginning to the end of an account's life for two very important reasons: They don't do investment management—only trust administration; and they rely on you, the advisor, to handle the day-to-day relationship with the client, as you are much more intimately familiar with his or her financial situation than he or she could ever be.
- Commercial or personal lending. Advisory Trust doesn't make auto or business loans. No one can open a checking or savings account with them. They don't issue credit cards.
- Proprietary product. They don't have any. There are no Advisory Trust mutual funds or CDs.
- Conflicts. Advisory Trust is a conflict-free corporate trustee, focusing on administering trusts and not competing with you for business. Advisory Trust will not be attempting to "cross sell" your clients additional products/services.

Advisory Trust is domiciled in Delaware, one of the most wealth-friendly states in the U.S. In many cases, Delaware is an attractive on-shore alternative to off-shore trusts. And, while Delaware's advantages are numerous, the advantages focus on three primary areas: Tax Benefits; Privacy; and Asset Protection.

TAX BENEFITS

Taxes are very real and may present handicaps to wealth creation and maintenance. They may seriously erode real investment returns and may provide an obstacle for your clients as they try to reach their financial goals.

Delaware is one of the best states in the U.S. in terms of the minimal tax bite it applies to trusts. For example, in Delaware there are no taxes on income and capital gains accumulated in trust for out-of-state beneficiaries; and there is no Delaware state income tax on income distributed to out-of-state beneficiaries. Over years of compounding, Delaware's favorable tax treatment may amount to significantly more money being available for your clients in a trust account situated in Delaware.

PRIVACY

This can be a very significant issue today. Delaware laws guard and protect an individual's privacy, and may put your client's concerns about privacy to rest. For example, in Delaware there are no public recordings or filings for assets held in a Delaware trust. Also, the state has favorable rules for required court accountings.

ASSET PROTECTION

The U.S. society has become quite litigious over the years and your clients may become increasingly concerned with protecting their assets.

Trusts provide protection from creditors, especially creditors of beneficiaries. The level of protection really depends upon the governing state laws. Delaware laws provide for rigorous enforcement of spendthrift provisions (This means beneficiaries' creditors generally can't reach trust assets); and Delaware allows trusts to last in perpetuity.

ADDITIONAL ADVANTAGES OF USING ADVISORY TRUST

- We provide you and your clients with fast, efficient service.
- Our business model allows you to continue managing your clients' assets.
- We are competitively priced.
- Our Delaware charter and location offer numerous advantages.
- We have extensive experience with all kinds of personal trusts.
- The financial strength (i.e., over \$50 billion in assets under management) of our corporate parent, Wilmington Trust, ensures stability.

If you have any additional questions regarding Advisory Trust and/or our services, please do not hesitate to call us at **800.258.6334, ext 8531** 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.

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