

Why Name a Corporate Trustee?

If a trust is part of your estate plan, naming a trustee to be responsible for managing your assets and legal affairs is one of the most important decisions you can make. As a leader in trust services for more than a century, Wells Fargo offers the extensive knowledge and experience necessary to handle every aspect of your trust.

What is a trustee?

A trustee has the fiduciary duty, legal authority and responsibility to manage your assets held in trust and financial matters on your behalf. The trustee can be an individual, corporation or association.

Depending on the nature of your trust, the trustee may be required to perform a number of varied and complex duties, including:

- Investing and managing your trust's assets in all market conditions
- Paying your bills and expenses if you are incapacitated or absent
- Making income and principal distributions to beneficiaries according to the terms of your trust agreement
- Maintaining detailed financial records
- Making periodic account and tax reports to beneficiaries
- Preparing and filing the trust's income tax returns

The advantages of choosing a corporate trustee

Before naming a trustee, it's necessary to understand the complexity of roles they play in administering a trust. If, for example, you are considering an individual such as a family member or a trusted advisor, make sure they have the time, knowledge and desire to assume this role. Also, your choice may be competent and trustworthy, but their personal circumstances may change—they may predecease you, retire or move to another location.

For all these reasons, you may want to consider naming a corporate trustee. A corporate trustee can provide:

Objectivity. A corporate trustee is dedicated to following your instructions faithfully, and making decisions objectively and impartially.

Experience. Corporate trustees are professionals who specialize in trust and estate administration—many have training that individuals lack.

Permanence. Administering a trust often requires many years of commitment. A corporate trustee is typically a large institution with a long history that will be available to serve you and your beneficiaries over the long term.

Compliance. Although the law is very specific about how all trustees must perform their fiduciary duties, a corporate trustee is subject to internal and external compliance, procedures, and government regulations.

Reliability. Compared to individual trustees, corporate trustees are bound to serve in the higher standards of a professional to provide maximum protection of the assets under administration.

Maintaining family control

When considering a corporate trustee, choosing one of the options outlined below allows your family to remain involved:

- You can appoint a family member as co-executor and/or co-trustee, along with a corporate fiduciary
- You can give your beneficiaries the power to remove and replace the trustee
- You can coordinate the naming of successor trustee, executor and agent

You should review your will and trust every couple of years to confirm that it continues to meet your needs.

Evaluating a corporate trustee

Before you make the important decision in selecting a corporate trustee, be sure to ask your estate planning professional or financial advisor with whom they have worked and personally visit as many as you can.

- Ask how long they have been in business
- Ask how many trusts they manage and the minimum and average size of trusts managed (most require a certain amount of assets)
- Ask how much experience their people have in the trust business
- Try to gauge for yourself the amount of attention you and your beneficiaries are likely to receive
- Compare investment returns, fees, and services
- Ask for samples of statements or reports you would receive and see how easy they are to understand

Facts and numbers are certainly important, but it's the people you will work with who are critical.

- Do they seem to care about you and your family?
- Do they listen and understand your concerns?
- Are their answers to your questions clear and concise?
- How comfortable are you that they will be there for you and your family when you need them?

Cost considerations

While it's true that a family member frequently serves as trustee without charge, it's the exceptional individual who can manage the affairs of a trust without enlisting the help of professional accountants, bookkeepers, asset managers, attorneys, or other specialists. The cost of these professional services is charged directly against the trust. Additionally, when these professional service fees are compared to the cost of a corporate fiduciary, the expense of individual specialists can be higher.

Why Wells Fargo?

For more than 150 years, Wells Fargo has helped individuals and families build, manage, preserve and transfer their wealth. This tradition continues today. With Wells Fargo as your corporate trustee, you can depend on your trust assets being managed with a high level of knowledge, integrity, and skill.

Wells Fargo trust officers have extensive experience in managing a variety of assets and different types of trusts. They have specialized knowledge in many areas critical to trust and estate administration, including taxation, law, accounting and real estate. Our collective experience and resources can lead to consistently strong investment returns of your trust assets.

When you name Wells Fargo as a trustee or co-trustee for your trust, you lessen the burden on your loved ones, and have the peace of mind that comes from knowing that your trust reflects your values and promotes your most important wealth goals.

Investment and Insurance Products:

- ▶ Are NOT insured by the FDIC or any other federal government agency
- ▶ Are NOT deposits of or guaranteed by the Bank or any Bank affiliate
- ▶ May Lose Value

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