When you are setting up your financial and estate plans, a revocable living trust is a useful tool you may want to consider. It can solve many financial and investment problems right now. And it can help protect you and your family later on.

Right now, a revocable living trust can help you manage your investments. The trustee you choose can take care of the paperwork chores and provide unbiased, professional asset management. A trust may allow you more time to focus on what is most important in your life. Perhaps you want to travel, or spend more time with friends or relatives.

Later on, a trust can continue to provide asset management. If you become disabled, your trustee will continue to manage the trust assets on your behalf. And the assets in your trust will avoid the expense and publicity of probate after your death.

We have served as trustee of many revocable living trusts. The lessons we’ve learned will benefit you if you choose us to be your trustee. We will work with you and the other advisors on your financial team. We are here to help you and your family.

Why You May Need One

Whatever your age, family situation, and lifestyle, a revocable living trust may play an important role in your financial plan.

You want to avoid probate. The assets in your trust generally won’t be subject to probate. Your heirs will avoid the costs, delays,
and publicity that usually accompany the probate process.

Tom and Sue plan on leaving their assets to their three adult children. However, they don’t want details about the way their estate is distributed to become public knowledge. So, they’ve put many of their investments into a revocable living trust. The trust will help protect their family’s privacy. And, their estate should be less costly to settle.

You want to be prepared. If we are named as your co-trustee, we can take over for you if someday you aren’t able to make investment decisions. While you’re healthy, you’re in control. But, if you become disabled, we can step in and make investment decisions based upon the directions you’ve given us.

Dave is a single father with two young daughters. His mother suffers from Alzheimer’s. Since Dave worries that someday he, too, may develop that debilitating disease, he has decided to set up a trust with us. He’ll make investment decisions and we’ll handle the paperwork. Whatever happens, the trust will provide financial protection for Dave’s daughters.

You want to simplify your estate for your family. If you own numerous properties, a large, complicated portfolio, or several life insurance policies, your loved ones may not want the responsibility of managing your estate. A living trust can simplify matters for them. You can arrange to have assets “poured over” into your trust at your death. All of your
assets will then be professionally managed and your family won’t suffer financial hardship.

Doris’ husband, Harold, passed away a few years ago. Harold had set up a revocable living trust before he died. We handled the administrative duties while Harold made the investment decisions. When Harold died, Doris became the beneficiary of the trust. Doris isn’t comfortable handling financial matters. So, she is grateful that, as trustee, we are now managing the trust assets on her behalf, in addition to taking care of the administrative tasks.

You want peace of mind. When you choose us as trustee of your revocable living trust, you are choosing professional asset managers. You have peace of mind knowing your trust will protect your family when you no longer can.

What It Does
A revocable living trust is a flexible and versatile planning tool. You can set up your trust to provide as much, or as little, asset management as you need.

If you don’t have the time to take care of the day-to-day duties, your trustee can handle all the administrative details while you continue to make the investment decisions. Or, your trustee can provide complete asset management, based on your instructions.

If you are ill and unable to make decisions, your trustee will continue to manage your assets. Your finances will be in good hands until you’re back on your feet.
After you die, your trustee can continue to provide asset management. This is especially important if your beneficiaries are financially inexperienced. And, if your children are minors, your trust can provide for their financial security.

How It Works

A revocable living trust is a legal arrangement involving three parties. The *grantor* sets up the trust. The *trustee* holds and manages the trust’s assets. And the *beneficiary* benefits from the trust assets.

<table>
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<tr>
<th>GRANTOR</th>
<th><strong>Grantor</strong> transfers assets to the trust</th>
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<tr>
<td>ASSETS</td>
<td>TRUST</td>
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<tr>
<td>ASSETS</td>
<td>The trustee manages the trust</td>
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<tr>
<td>BENEFICIARY</td>
<td>Beneficiary benefits from the trust</td>
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</table>
The three don’t have to be different individuals or entities. You have the flexibility to be both the grantor and the beneficiary. Or, you could be the grantor and the trustee. It’s even possible to play all three roles, where the law allows.

“Living” means the trust takes effect as soon as you set it up. “Revocable” means you can change the terms of the trust at any time. For example, you can:

- Name one or more new beneficiaries
- Change trustees
- Alter the duties of your trustee
- Add or withdraw assets from your trust
- Change the other terms of the trust
- End the trust altogether

You can transfer a variety of assets to your revocable living trust, including:

- Bank accounts
- Stocks
- Bonds
- Mutual funds
- Real estate
- Life insurance
- Personal property
Since you specify how you want the trust managed, you won’t lose control of the assets. You can even remove an asset from the trust if you want. And you can end the trust at any time.

You decide who will benefit from the trust assets. For example, you can choose yourself, your children, or other family members as your beneficiaries. And you determine the timing and amount of distributions from the trust.

*Hilda recently sold her business and transferred money from the sale into her revocable living trust. We are the trustee of her trust. Since she’s semi-retired, Hilda wanted to receive an income from the trust. We helped her set up the trust to pay her a fixed amount each month. So for now, she’s a beneficiary of her trust as well as the grantor. However, when she dies, Hilda has arranged for her nieces and nephews to become the trust beneficiaries. That way, her trust can continue to protect her assets for the benefit of her family.*

**What We Offer**

When you choose us to be your trustee, we will work with you to set up a trust that suits your goals. We listen to you and take the time to understand your personal situation. Then we follow your detailed instructions to the letter.
Our services include:

**Trust administration.** As your trustee or co-trustee, we:

- Collect interest, dividends, and other trust income
- Deposit income directly into your savings or checking account
- Keep records of all transactions
- Provide easy-to-understand statements
- Send you information for your income-tax returns
- Provide asset protection for you and your beneficiaries

**Investment management.** In addition to performing all the administrative tasks, we also can manage your trust investments for you.

First, our professionals will work with you to design a plan that meets your specific goals. Then, we will follow that strategy consistently when we make our investment management decisions. As your investment manager, we:

- Research investments
- Choose investments for you
- Buy and sell securities
- Hold securities
- Monitor performance
We're Here for You

We have years of experience providing trust and investment services. We understand that you and your family may have a complicated financial situation. We are willing and able to work with all the advisors on your financial team. And we are happy to serve as co-trustee with you, a family member, or another individual.

Like you, we appreciate the importance of personal values. We can help you set up a revocable living trust that preserves the values that you want to pass on to your beneficiaries.

And our professionals act according to the highest standards. You can rely on us to always follow your detailed instructions. We put your and your beneficiaries’ best interests first.

We are full-time, professional trustees. We are available to serve your needs every day, all year long. When you’re ready to discuss how a revocable living trust might benefit you, give us a call.