

## Legacy Planning Begins Here

Clients are looking to provide for heirs, care for loved ones and support causes that mean the most to them. Trusts help clients achieve their legacy goals, including protecting assets for multiple generations in a controlled and tax optimized manner. The choice of trustee is extremely important to the success of an estate plan. When choosing a trustee, clients value responsiveness, competitive pricing and outstanding service.

## Why Should Advisors Care About Trusts?

According to Cerulli Associates,\* an estimated \$70 trillion in assets will pass from one generation to the next by 2042. We expect that a substantial portion of this wealth transfer will occur via trust structures. To be relevant in multi-generational family planning, advisors should get ahead of the curve by helping clients shape their estate plan and successfully execute their legacy.

\*Cerulli, The \$70 Trillion Dollar Opportunity (2020).

## 3 Questions Advisors Should Consider

- Have you built a relationship with the spouse and next generation in order to serve the family?
- Do you know who is named as executor and/or trustee in your client's estate planning documents? Is it an individual or a corporate fiduciary? Do you have a relationship with that person or entity?
- Have you helped your client choose the most appropriate fiduciary to serve their unique family circumstances? Trustee options include individual, professional and/or corporate fiduciary solutions.

## How Can Focus Fiduciary Solutions Help? The Fiduciary Solutions Specialist.

FFS provides access to a dedicated trust specialist who can help advisors think through the trust and estate needs of their clients. Where appropriate, FFS works closely with advisors to design individual, professional, and corporate trustee solutions. Focus has put together a premier network of advisor-friendly, independent trustee partners in multiple jurisdictions who offer quality services, a wide breadth of trust solutions and competitive pricing.

## Available Trust Structures

REVOCABLE  
LIVING TRUST

DYNASTY  
TRUSTS  
(GST)

DOMESTIC  
ASSET  
PROTECTION  
TRUSTS

DIRECTED/  
DELEGATED  
TRUSTS

IRREVOCABLE  
LIFE INSURANCE  
TRUSTS

FOREIGN  
TRUSTS  
(NRA)

SPECIAL  
NEEDS  
TRUSTS

SPOUSAL  
LIFETIME  
ACCESS  
TRUSTS

CHARITABLE  
TRUSTS

## Asset Types

SECURITIES

CASH

COMMODITIES

REAL ASSETS

HOLDING  
COMPANIES  
GP/LP LLC  
INTEREST/  
CLOSELY HELD  
STOCK

OPERATING  
COMPANIES

PERSONAL  
ASSETS

## Focus Fiduciary Solutions – Trust Administration Network

	<b>SOUTH DAKOTA TRUST CO.</b>	<b>CUMBERLAND TRUST</b>	<b>BMO DELAWARE TRUST CO. (BMO FINANCIAL GROUP)</b>	<b>PEAK TRUST CO.</b>	<b>IQ-EQ (CONCORD TRUST CO.)</b>
<b>Trust Charter Situs</b>	South Dakota	Tennessee	Delaware	Alaska & Nevada	New Hampshire, South Dakota, Cayman, United Kingdom, Jersey, Guernsey, Isle of Man, Switzerland, Cyprus, Mauritius, Singapore and Hong Kong
<b>Trust Assets (liquid, illiquid)</b>	\$100B	\$5B	\$12B	\$8.6B	\$500B
<b>Advisor Directed Trusts</b>	Yes	Yes	Yes	Yes	Yes
<b>Delegated Trusts</b>	Yes; However, Not Preferred	Yes, Based Upon Review	No	Yes	Yes, Based Upon Review
<b>Estate Administration</b>	No	Yes	Yes (through BMO Harris Bank NA)	Yes	No
<b>Excluded Trust Types</b>	Retirement Trusts, Special Needs Trusts, Cemetery Trusts	Cemetery, ERISA, Pooled trusts	Stand Alone ILIT's Delaware Statutory Trusts, Retirement Trusts, Cemetery Trusts	None	None
<b>Custodians Supported</b>	All Major Custodians	All Major Custodians	Most Major Custodians	All Major Custodians	All Major Custodians
<b>Range of Trust Size</b>	No Minimum, Typically \$2M+	No Minimum, Average \$3M+	\$3M Minimum	No Minimum, Average \$3M+	No Minimum Average \$2.5M+
<b>Pricing</b>	10 bps or \$5,000 minimum fee, whichever is higher. Price does not scale up with assets in a linear fashion; negotiable above \$10M	Published schedule starts at 60 bps with \$5,000 annual minimum. All opportunities reviewed prior to fee commitment	First \$20M – 25 bps Next \$30M – 20 bps Balanced – Negotiated \$7,500 fee minimum Additional 7 bps if BMO is responsible for discretionary distribution decisions	\$4,000 fee minimum. Negotiable pending review of trust. Different fee for Delegated Trusts, SNTs, ILITs and IRAs	First \$5M – 28 bps Next \$5M – 23 bps Next \$5M – 18 bps Balance – 13 bps Minimum fee of \$6,500 Flat fee for illiquid assets – Negotiated  *Fee schedule is only applicable for domestic jurisdictions (South Dakota/New Hampshire)
<b>Pricing for \$5M Trust</b>	\$5,000 - \$6,000 (plus set up fee)	Negotiable	\$12,500 with Directed Distributions, Otherwise \$16,000	Negotiable Pending Review of Trust	\$14,000
<b>Ownership Structure</b>	Privately Owned	Privately Owned – 60+ investors	Wholly-owned subsidiary of publicly traded bank	Privately Owned	Privately Owned – Employees and PE Firm Astorg

## FFS Value Add

- Leveraging our scale, expertise and negotiating power to bring to our advisors a curated network of trust solutions at competitive prices
- Thought partner: Help the advisor evaluate the trust needs for a specific client or prospect, and design a bespoke trustee solution – individual, professional, and/or corporate
- Advisor education: evolving trust and estate-related topics covering market, legal, tax, etc.



## REACH OUT TO THE FIDUCIARY SOLUTIONS TEAM TO LEARN ABOUT HOW WE CAN HELP YOU DESIGN TRUST SOLUTIONS TO MEET YOUR CLIENTS' NEEDS



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Trusts may not be appropriate in all circumstances. There are risks which may outweigh any potential benefits. Setting up a trust requires payment of fees and expenses and those fees and expenses may be ongoing and substantial. FFS has established arrangements with the trustee partners described in this brochure. The trust services are provided by the trustee partners and not by FFS or its affiliates.

Neither FFS nor its affiliates will have any input or responsibility concerning a person's eligibility for, or the terms and conditions associated with, these trust services and are not responsible for any advice or services provided by the trustee partners. FFS does not provide tax or legal advice. You should consult with your tax and legal professionals about your individual circumstances.