CORIENT

A REAL-LIFE CASE STUDY ON PRESERVING RELATIONSHIPS AND CONTROL

THE SITUATION: A Familiar Client Scenario
CLIENTS: John and Mary Smith
ASSETS: Brokerage accounts, commercial real estate, and a family business
ADVISOR: Long-standing relationship with **Corient Private Wealth**
ESTATE PLAN: Revocable living trust with clients as trustee naming **ABC Trust Company** as successor trustee

What Happened

Tragically, John and Mary Smith were killed in a sudden accident. Their trust immediately became **irrevocable**, triggering the appointment of **ABC Trust Company** as the new trustee. As a result:

- **Corient Private Wealth lost all discretion over investments**
- Assets were **transferred away from Corient**
- The next generation, unfamiliar with ABC Trust Company, was left with an outside firm managing their legacy
- The long-term relationship between the Smiths' family and their Corient advisor **ended overnight**

How This Could Have Been Avoided

The advisor should have had an estate planning discussion to **introduce Corient Trust Company**—Corient's in-house trust company—offering clients a fully integrated fiduciary solution. There is **NO FEE** for the trust team to work with clients to update their documents and name Corient Trust Company as future/successor trustee. However, the long-term benefits for the family and revenue impact is huge.

Why Corient Trust Makes the Difference

Preserves the Advisory Relationship—Corient Trust Company allows the advisor to continue managing the assets—no disruption.

Integrated Fiduciary and Investment Oversight—Trust administration and investment management stay within one coordinated Corient team.

Continuity for the Next Generation—The family works with the same trusted advisor who knows and understands the family goals and values.

Aligned with Your Legacy—Corient Trust Company ensures the clients estate plan is executed as intended with the people and strategies that were intended.

The Takeaway

Choosing the right trustee is as important as choosing the right advisor.

Had John and Mary named Corient Trust Company as successor trustee, their family would still be working with Corient today. Don't let a trust document end a lifetime relationship—let Corient help carry a legacy forward—solidify relationships—make assets sticky—at NO COST to your client.

Reach out to the Corient Trust Company Team to ensure that your clients have named CTC in their estate plan.
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