

Corient Trust Services

Fees and Services Review

Prepared by: Jennifer Elliott ■ October, 2024

Executive Summary

Why Corient Trust Company (CTC)

- ✓ **Directed Trust Model** allows the advisor to remain the first point of contact
- ✓ **South Dakota Jurisdiction** has the most advance statutes and tax benefits in the country
- ✓ **Direct Oversight** of the entire administration process
- ✓ We have our own **Policies and Procedures**
- ✓ We have our own **Board Members and Trust Committee Members** which allows for our active involvement in the all the decision-making processes
- ✓ Corient Trust Company, LLC is a **wholly owned subsidiary** of Corient Partners, LLC
- ✓ **Client Retention**
- ✓ High-quality **Comprehensive Services for Corient Clients**
- ✓ Through **Accountability, Transparency, Risk Management, Compliance, Quality Assurance, Resource Allocation**. As partners, our oversight is essential for ensuring the client receives the best quality service.
- ✓ Our **pricing** reflects the **high quality** of our services, ensuring that you receive exceptional value. While we may not always be the lowest option, our **commitment to quality** and **customer satisfaction** make CTC a wise investment.

Fee Review Summary

Comparable peers have similar AUM-based fees but minimum fees vary significantly across Corporate Trustees

■ Key Differences

CTC Fees		Option - 1		Option - 2	
Trust Asset Based Fees		Marketable Securities Annual Rate		Annual Fee Per Trust	
First \$3M	40bp	First \$3M	40bp		
Next \$2M	35bp	Next \$7M	20bp		
Next \$5M	25bp	Thereafter	15bp		
-----OR-----					
Minimum Annual Fee: \$6,000		Minimum Annual Fee: \$2,500		Minimum Annual Fee: \$8,500	
-----OR-----					
Single – LLC Trusts		Life Insurance and Annuities		Additional Fee	
Flat Fee	\$6,000	Each Policy	\$2,500	Setup Fee	\$1,750
Additional Fees		Promissory Notes			
Setup Fee for accounts	\$1,500	Each Note	\$1,000		
2 ILITS	\$2,500	Closely Held Entity and Real Estate			
Each Additional ILIT	\$500	Each Entity	\$4,000		

Services Comparison

CTC Has Best Quality of Service Across Corporate Trustee Options

✓ Applicable Services

Key Component	Definition	1. CTC	2. Option - 1	3. Option - 2
Directed Trust Model	Bifurcates the roles of the Investments to the Advisor, and the Administration to the Trustee	✓	✓	✓
Jurisdiction Benefits	Delaware: Privacy Laws are only sealed for 3 years and there is no definition of Discretionary, which could present problems with creditors	✗	✓	✗
	South Dakota: Privacy Laws-sealed, asset protection from creditors, best Self-Settled Trust Legislation, no state taxes, income, dividend or interest, capital gains or intangible taxes and NJMA permitted	✓	✗	✓
Client Service Requests	Ability to receive, evaluate, and fulfill a request made by a Corient client	✓ Trust Officers assigned to each account ✓ Trust Solutions Coordinator assigned to each account ✓ Timely Service ✓ Advisor included in all decisions and client informed of all action	✓ Call center based ✓ Often not assigned to specific Trust Officer ✓ Extended Client Service time	✓ Trust Officer assigned to each account ✓ No Trust Solutions Coordinator ✓ Timely Client Service ✓ Advisor included in all decisions and client informed of all action
Oversight	The process of monitoring, reviewing, and supervising to ensure compliance with laws, regulations, standards or internal policies.	▪ A specific team and a Trust Solutions Coordinator assigned to oversee the daily operations to ensure clients receive best in class services. CTC has its own charter, which minimizes bureaucracy	▪ Advisors may not have a direct relationship with the trust officers	▪ Assigned a Trust Officer or team to oversee all transactions, tax and the daily operations of client accounts

How to Engage?

Reach out to us: trust@corient.com

Points of Contact



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Thank You