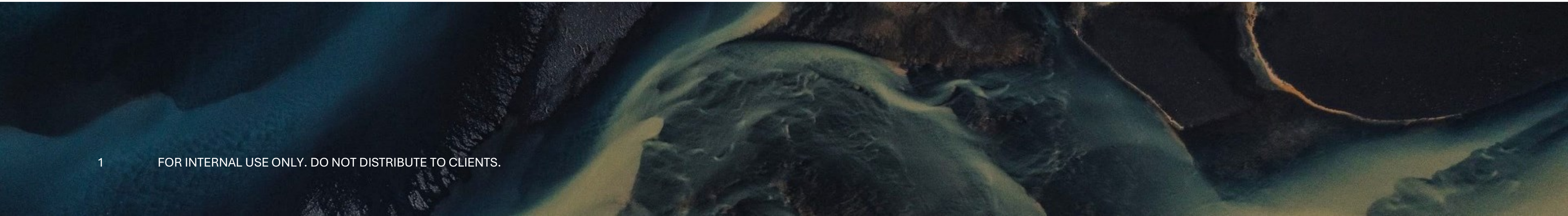
CORIENT

Corient Trust Services

Guide to Recognizing Referral Opportunities



Identifying Key Referral Sources

Corient Trust Company LLC | Strengthening our client relationships

The benefits of using Corient Trust Company in conjunction with Corient Private Wealth

As the Advisor, you have already built strong relationships with your clients and have a great responsibility and opportunity to provide best-in-class service. Corient has built a boutique of solutions including Trust Solutions, so you can offer your clients comprehensive wealth management services.

Who is Corient Trust Company?

Corient Trust Company partners with the Corient Advisor to provide trust solutions for our clients. The advisor remains the primary relationship holder and remains responsible for the investment of assets held in trust. Corient Trust handles the trust administration in partnership with its strategic partner, South Dakota Trust Company.

Why South Dakota?

Corient Trust Company's charter is issued by the South Dakota Banking Commission. South Dakota has been consistently ranked #1 in all categories by Trust & Estates magazine. (January 2022 and 2023).

Is this a white label solution?

No. Corient Trust Company has its own charter. The Board of Corient Trust is responsible for ensuring its policies and procedures are in compliance with state law.

Worthington, Daniel G. & Mark Merric. "Which Situs is Best in 2024." Trust & Estates Magazine, January 2024, pp. 41-50.

Trust Solutions

Corient Trust Company LLC

Why is offering corporate trustee services becoming more important?

- ✓ Heirs frequently change their advisor
- ✓ $50-100 Trillion will pass to the next generation via trust in the next 30 years
- ✓ Trusteeships play a vital role in creating sticky assets, enhancing customer trust, and ensuring regulatory compliance in an increasingly digital world
- ✓ Understanding the client's estate plan will help create continuity and the opportunity to work with the next generation
- ✓ Recognizing family dynamics, unique goals and the benefits of specialized services will augment your client relationship
- ✓ As a general trend, clients are becoming increasingly more dissatisfied with larger institutions

Directly from our "Corient Trust Services Offering – Internal Presentation", located on WealthNet at https://wealthnet.corient.com/solutions/corient-trust-services, p. 3.

Choosing a Corporate Trustee

Corient Trust Company LLC

Choosing a trustee is probably one of the most important things a client will do. Here are some important items to consider:

Why are we seeing the trend away from individual trustees?

An individual trustee may lack the required expertise to administer a trust and may potentially become personally liable for a breach of fiduciary duty.

What services does Corient Trust Company provide?

Under the Directed Trust Model, Corient Trust Company is responsible for all trust administration including distributions, preparing and providing tax ledgers, payment of taxes, execution of tax returns, conducting periodic reviews, issuing statements, bill pay, and accounting.

It is important to note that as the Corient advisor, is responsible for the investment strategy of assets held in the trust.

What services does Corient Trust Company NOT provide?

Corient Trust Company will not serve as Executrix/Executor or Power of Attorney. Corient Trust Company will not give investment advice, legal advice or tax advice.

Why the Direct Trust Model

Corient Trust Company LLC

Why the Directed Trust Model?	The directed trust model (versus the delegated trust model or traditional model) provides more control and flexibility. For example, the client can maintain the expertise of their trusted investment advisor, can hold unique assets and in many instances, clients may build in asset protection and more transparency
What Is the Directed Trust Model?	The Trustee role is bifurcated between the Investment Advisor and the Corporate/Administrative Trustee. The roles are bifurcated, and liability is limited to the specific job function. Clients may decide to create other roles within the directed trust model, such as Trust Protector or a Distribution Advisor.

Roles Under the Direct Trust Model

Corient Trust Company LLC

The Administrative Trustee and Investment Advisor work together to ensure the dispositive provisions of the trust are followed. The Administrative Trustee acts in the fiduciary capacity to oversee the administration and the Investment Advisor acts in the same capacity to oversee the investments.

Grantor

The grantor is the person who creates the trust and transfers assets into the trust. The grantor also establishes the terms and conditions of the trust, how the assets will be managed and distributed, and designates the beneficiaries through the provisions of their trust document.

Beneficiary

This is the person or entity which receives the benefits of the trust as specified by the grantor. The beneficiary can be an individual, a group of individuals, or an organization.

Trustee under directed trust

The Direct Trust Model allows for a division of responsibilities between the trustee and the Investment Advisor.

Investment advisor under the directed trust

Offers expertise and direction on how to best invest and manage the trust assets in accordance with the goals and objectives outlined in the trust. The Investment Advisor directs all activity related to investment of trust assets. Further acting as a fiduciary, the Investment Manager manages investments under industry standards and other fiduciary principles.

Trust protector

The grantor may choose to appoint a Trust Protector. This position is a fiduciary, not a trustee. The Trust Protector is generally a family member, friend or advisor with the power to terminate the Trust, modify or reform the Trust, as needed.

Roles Under the Corient Trust Company

Corient Trust Company LLC

Corient Trust Company Board Members

Corient Trust Company Board is responsible to overseeing and managing the policies and procedures it has set forth.

- **Heather Pesikoff, Partner (Corient)**
- **Andrew Holmberg, Partner (Corient)**
- **Scott Akins, Partner (Corient)**
- **Larry Gingrow, Partner (Corient)**
- **Tom Cota, President (South Dakota Trust Company)**

Corient Trust Company Trust Committee Members

Corient Trust Committee reviews all distribution requests over $100,000 and reviews all new account paperwork.

- **Tom Cota, President (South Dakota Trust Company)**
- **Jason Nomsen, Treasurer, AML-BSA Compliance Officer (South Dakota Trust Company)**
- **Jennifer Elliott, Trust Solutions Coordinator (Corient)**

NOTE: Corient Trust Company can only serve as trustee for clients of Corient.

Recognizing Referral Opportunities

Enhancing the Client Experience

CORIENT

Summary - Recognizing Referral Opportunities

Recognize Referrals

As you build your client relationships identifying their need for trust services will evolve.

Know Your Client

Knowing your clients' goals will help you identify if they could benefit from trust services at Corient Trust Company.

Ask Questions

Never stop asking questions. Are they selling a business, are they retiring, are they new grandparents, etc. Offer to coordinate discussions with members of Corient Trust Company's Trust Team. Be the Advisor delivering the appropriate services to make a significant impact to every client.

Understand Corient Trust Company Solution

Corient Trust Company has tailored services to meet the needs of our clients. Through a partnership with our Corient Advisors under the directed trust model, which allows us to provide administration of investments owned by the trust and deepening relationships.

Goals and Facts

Knowing the goals and facts of your client allows you to provide exceptional service. Then, the opportunity will come to provide a personalized solution through trust services.

Know Your Clients Estate Plan

Ask for a family tree and know the family dynamic. Know the clients' beneficiaries, this will help you to provide wealth solutions to future generations and open the discussions to the importance of their estate plan and trust solutions.

Identifying Referral Opportunities

Trust Referral Clients

Family Changes/ Life Events

- ✓ Birth/Adoption Adoption
- ✓ Death
- ✓ Marriage/Remarriage Divorce
- ▪ All these events may require substantial changes to an estate plan and provide a critical opportunity to ensure the clients financial goals are met.

Personal Financial Changes

- ✓ Inheritance Personal injury
- ✓ Lottery winnings
- ✓ Bankruptcy Medical crisis Risk of litigation
- ▪ Change in financial status both positive and negative generally requires an estate plan update and creates a further chance to enhance your client relationship through difficult times.

Business Financial Change, Sale or Purchase of a Business/Property

- ✓ Minimize taxes
- ✓ Plan for financial future Protect proceeds
- ▪ The purchase or sale of a business may also typically require an estate plan update. It is common to hold your LLC/LP in a trust for protection and tax benefits.

Tax Climate, Charitable Intentions and Life Insurance

- ✓ Qualified Personal Residence Trust (QPRT)
- ✓ Grantor Retained Annuity Trust (GRAT)
- ✓ Grantor Retained Unitrust (GRUT)
- ✓ Charitable Remainder Trust (CRT)
- ✓ Irrevocable Life Insurance Trust (ILIT)
- ▪ Certain trusts are used to accomplish philanthropic goals.

Importance of the Estate Plan

Knowing Your Clients Plan

Does your client have an estate plan?	▪ Knowing if your client has an estate plan is key and their age may not matter. ▪ We have a duty to advocate for their planning in preparation of the unexpected phases of life and goals. ▪ Start these conversations now.
Have you reviewed your clients' estate plan?	▪ By reviewing the clients' estate plan this gives the advisor an opportunity to see the entire financial picture and consider their long-term planning goals. ▪ During the evaluation of the estate plan, the advisor will be provided with a more in-depth look into the family dynamics. Working closely with the family will build key relationships which can transition to the next generation. ▪ Clients will be more apt to provide you with additional financial opportunities available when they review their estate plan with you.
Have you explained the benefits of a trust to your client?	▪ Many clients do not understand the purpose of trust which is a flexible and powerful tool. ▪ Having a trust in your clients' estate plan can provide peace of mind to ensure assets grow and are protected according to their wishes. ▪ Trusts provide asset protection, help avoid probate, control over distributions, provide privacy, incapacity planning, tax planning, smooth transition of assets. ▪ Provides security for your clients', and ensures their loved ones are provided for according to the clients' intentions.

Importance of Choosing the Trustee/Successor Trustee

Assisting Your Client in Choosing the Trustee/Successor Trustee

Who is named trustee?

- If the client has named another corporate trustee or are considering a corporate trustee.
- This is a perfect opportunity to discuss naming Corient Trust Company LLC. This can ensure the AUM stays with you as the advisor and Corient as a whole, which will improve your client retention.
- This deepens your connection and often results in identifying new assets.
- If the clients have named a family member, the family member may lack the necessary knowledge of estate and tax planning, investment acumen and administration to complete all the requirements.
- Even suggesting Corient Trust as a co-trustee can be a great idea to demonstrate our comprehensive wealth solution.
- The corporate trustee solution gives the client continuity and longevity.

Who is named as successor trustee?

- Even if your client has named a trusted family or friend as an individual trustee, now would be a good time to suggest Corient Trust Company be named as Successor Trustee.
- This will help ensure the assets are not being moved away from Corient and the advisor can continue to manage assets and goals during the lifetime and after death or incapacity.
- Appointing Corient Trust Company can avoid successor trustee risk which happens when a trustee dies or is unable to continue to serve. This can also reduce the possibility of the client moving to another corporate institution.
- Corient Trust Company can assist in the process of naming Corient Trust as successor trustee. The service is complimentary to current Corient clients.
- Our team will work with the advisor, client and drafting counsel to ensure the proper language is in the document. Participate in document review and assist in client conversations during this process.

NOTE: In some instances, Corient Trust Company will utilized local counsel to assist with drafting and in these instances, a legal fee will be passed on to the client. It is an expense of the trust.

Benefits of South Dakota

Leveraging the South Dakota Situs

South Dakota has many tax benefits. South Dakota has no state taxes: income, dividend or interest, capital gains or any other intangible taxes.

South Dakota is in the forefront for trust legislation and is one of the country's leading trust jurisdictions.

South Dakota allows for 'Perpetual Trusts', privacy trusts, dynasty trusts and asset protection.

Why South Dakota?

Just like with real estate, a key to trust administration is situs, and South Dakota rates high among its peers for good reason. Here are just a few of the advantages a South Dakota situs trust offers:

Duration
Unlimited durations for Dynasty Trusts and Purpose Trusts.

Privacy
Strong privacy statuses and flexibility to create quiet trusts.

Protection
Multiple layers of trust asset protection.

Taxes
No state gift, inheritance or GST tax and no state income tax on trust growth.

Simplicity
Ability to modify or amend trusts without judicial involvement.

Experience
Leverage our experts in South Dakota to help meet your complex needs.

Possible Client Concerns

Answers to Client Concerns

Can Corient trust company provide solutions for all types of trust?	Corient trust company can manage all types of trusts including, revocable, irrevocable, charitable, gifting, irrevocable life insurance trust (ILIT), dynasty, asset protection and private foundation. Corient trust will not serve on special needs trusts.
Can Corient trust company accept unique assets?	Corient trust company can accept almost all unique assets. For example, closely held stocks, limited partnerships, residential real estate, commercial real estate, LLCs, oil and gas interests, mineral interests, ranch management, timber interests, art collections and other collections, loan/notes, life insurance and tangible assets. The advisor must provide a value to Corient trust company annually.
Can the client continue to use their estate planning attorney?	The client's estate planning attorney will work directly with you as the advisor. We can provide the model language for drafting counsel and will assist with the review or be a part of any discussion prior to consideration and throughout the process. If necessary, we have referral options for local South Dakota counsel if your client is interested.
Can the client keep their CPA?	Yes. Please note the administrative trustee is responsible for executing and filing the tax return as the new trustee. Further, Corient trust company provides the tax ledgers to your CPA, mails necessary k-1s and completes tax payments.
How can the client get their trust under the directed trust model?	Corient trust company's model language is available on WealthNet and can be provided to drafting counsel for both a modification agreement and/or a new trust. This will bifurcate the investment advisory role from the administrative trustee role, which is required to fit into the Corient trust company model.
What if the client wants to change investment advisors?	Corient trust company only provides services to Corient clients. If the client decides to change to an advisor outside the Corient network, Corient trust would resign.

Additional Information

Client and Advisor Questions

Can an advisor expedite a distribution request?	Yes, Corient Trust Company LLC can always call a trust committee meeting, when necessary. It is critical that the Advisor ensures that the funds are in the Omnibus Account at the time of the request, so the committee can expedite the request for processing.
Can Corient trust company LLC serve as co-trustee?	Yes, we can serve in this capacity. Alternatively, we can consider if an Agent for Trustee may be more appropriate.
Does Corient trust company LLC charge an account set up fee?	Yes, there is a set-up fee for each trust. Our fee schedule is published on WealthNet.
What does Corient trust company LLC charge annually for ILIT Administration?	$2,500 per year for up to 2 policies and a one-time set fee of $1,500.
Are quarterly fees charged in advance or in arrears?	Fees are charged in advance.
Will Corient trust company LLC have case studies in the future?	Yes, We are actively onboarding account currently.

Appendix

Plan Fees Summary for Trust Clients

Corient Trust Company LLC

Standard of fees for 2024

- 40 of 1% for the first $3 million of asset value, plus
- .35 of 1% for the next $2 million of asset value, plus
- .25 of 1% for the next $5 million, plus
- Negotiated for asset values over $10 million.

Minimum annual fee: $6,000[1] or
Single-LLC Trusts. Flat fee: $6,000

The advisor is responsible for quarterly fees which will be deposited to the Omnibus account at the onset of Corient Trust Company LLC being appointed as corporate trustee. The Trust Solutions Coordinator can provide the Omnibus account information for standing orders and any other money movement.

Additional fees to consider

Extraordinary Circumstances

Additional fees may be charged for the performance of extraordinary, unusual, or non-standard services. Fees for these services will be based on the time and complexity of the task and charged at $400 per hour.

Irrevocable Life Insurance Trusts (ILITs)

The fee for ILITs (only insurance policies) $2,500 per year for up to 2 policies and a $1,500 one-time setup fee (which applies to each new trust). For additional life insurance policies, an additional $500 per each per year will be assessed.

1. Fees for Trusts with up to $3M in AUM will be the greater of $6,000 or 40bps on AUM. Directly from our "Corient Trust Services Offering – Internal Presentation", located on WealthNet at https://wealthnet.corient.com/solutions/corient-trust-services, pp. 16 and 29-32.

Plan Fees Summary for Trust Clients

Corient Trust Company LLC | Additional Fees To Consider

Unique assets	▪ Unique assets are essential components of trusts for high-net-worth portfolios. Custody, administration, and reporting on these assets are important services provided by Corient Trust Company. ▪ Unique assets include, but are not limited to real estate, closely held businesses, mineral interests, ranch management, timber interests, art collections and other collectibles, loans and notes, life insurance, and tangible assets. ▪ The annual fee outlined above includes two assets. There is an additional charge of $500 per year per asset for over two assets. ▪ The Investment Advisor is responsible for providing Corient Trust Company with annual valuations on all unique and hard to value assets. Acceptable forms of valuation include letter from the General Partner on letterhead stating the FMV and number of units; audited financial statements, and commonly accepted valuation methods.

Directly from our “Corient Trust Services Offering – Internal Presentation”, located on WealthNet at https://wealthnet.corient.com/solutions/corient-trust-services, p. 31.

Plan Fees Summary for Trust Clients

Corient Trust Company LLC

Tax preparation assistance	For taxable trusts, a $1,100 annual fee for tax preparation will be charged for tax return preparation per trust and it will be assessed directly against the account requiring such services. Tax preparation includes coordinating all documentation required by a CPA to prepare the tax return, following up with the CPA, timely submitting tax returns and payments. **This fee applies per trust return and on an annual basis.**
Unfunded trust	A $1,500 annual fee is charged for unfunded trusts. This does not apply to successor appointments.
Trust setup fee	A one-time fee of $1,500 will be charged to open each new trust account. This fee applies to each trust separately and cannot be combined.
Extraordinary circumstances	Additional fees may be charged for the performance of extraordinary, unusual or nonstandard services. Fees for these services will be based on the time and complexity of the task and charged at $400 per hour.

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Plan Fees Summary for Trust Clients

Corient Trust Company LLC

The Trust Services fees are finalized once all required documentation has been submitted and reviewed. All required documentation must be reviewed by the Trust Services Team. A draft Engagement Letter must be sent to the advisor prior to relaying a fee to the client. This form will be signed by the Corient Trust Solutions Coordinator and Investment Advisor.

A minimum annual fee for Trust with up to $3M in AUM will be the greater of $6,000 or 40bps on AUM and there are currently no exceptions.

Estimated Fee Summary	
Total Asset Under Management (per trust)	$________________
Onboarding Fee (per trust)	$________________
Extraordinary Circumstances	$________________
Unique Asset (for over two assets)	$________________
ILIT (# of policies)	$________________
Tax Preparation Assistance Fee (per trust)	$________________
Unfunded Trust (per trust per year)	$________________
Fees based on _____ BPS (per trust)	$________________
Total Approximate Combined Annual Fee	$________________

Please note: Householding can occur for statement purposes but as it applies to fees this must be reviewed on a case-by-case basis. The minimum fee will always apply to each trust; In addition to the above Corient Trust Administration Fees, clients will incur legal fees for review/acceptance. Any fees associated with Investment Advisory Services are handled by the Advisory Team. Fees are reevaluated every 2 years. Additional fees may apply for local counsel.

Guide to Corient Trust Services

Thank You

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CONTENT DISCLOSURE

This information is for educational purposes and is not intended to provide, and should not be relied upon for, accounting, legal, tax, insurance, or investment advice. This does not constitute an offer to provide any services, nor a solicitation to purchase securities. The contents are not intended to be advice tailored to any particular person or situation. We believe the information provided is accurate and reliable, but do not warrant it as to completeness or accuracy. This information may include opinions or forecasts, including investment strategies and economic and market conditions; however, there is no guarantee that such opinions or forecasts will prove to be correct, and they also may change without notice. We encourage you to speak with a qualified professional regarding your scenario and the then- current applicable laws and rules.

Advisory services are offered through Corient Private Wealth LLC and its affiliates, each being a registered investment adviser (“RIA”) regulated by the U.S. Securities and Exchange Commission (“SEC”). The advisory services are only offered in jurisdictions where the RIA is appropriately registered. The use of the term “registered” does not imply any particular level of skill or training and does not imply any approval by the SEC. For a complete discussion of the scope of advisory services offered, fees, and other disclosures, please review the RIA’s Disclosure Brochure (Form ADV Part 2A) and Form CRS, available upon request from the RIA and online at https://adviserinfo.sec.gov/. We also encourage you to review the RIA’s Privacy Policy and Code of Ethics, which are available upon request.