How Personal Trust Services can help you

Create and Safeguard your Legacy.

Transfer your wealth at the right time to the right recipient.

That's what trusts can solve for you and your family. Trusts let you pass wealth along in a strategic way—when you want, to whom you want and how you want it to be distributed—to create the legacy you want for the benefit of your family and community. Trusts bring clarity to your wishes and help minimize confusion, conflict and cost to your heirs.

Trusts provide the advantages you know to be part of good wealth management: attractive tax reduction opportunities and a clear roadmap for the management, and transfer and use of assets now and in the future. Even if you don't feel you've entered the estate-planning stage of your life, a trust is still worth considering. Because it captures your long-term wishes and takes effect immediately, a trust can help make sure that sudden changes to your health, family situation or career need not be disruptive events.

Your financial advisor now works with SEI Private Trust Company (SPTC) to offer you a robust personal trust solution to use in creating your own personal legacy, helping you share wealth over future generations.

Start with the right questions.

It's important to understand how a trust could be a worthwhile tool as you plan for your legacy. So, before you begin your estate planning, ask yourself some important questions.

- Who will inherit my assets, and when do I want them to inherit?
- If it happened tomorrow, are my heirs/children ready to receive their inheritance outright?
- If my children get married, do I worry about a divorce?
- Who will manage my assets if I am incapacitated or unable?
- If I die and my spouse remarries, how do I ensure that assets will reach our descendants?
- Is there a way to reduce the potential taxes that will be owed by my estate?
- Could a creditor threaten my children's inherited wealth?

Trusts: the basics.

Personal trusts are separate legal entities designed to hold, manage, invest and/or transfer your wealth for you or your beneficiaries through professional investment management and asset administration.

When you create a trust, you designate a trustee, who has the responsibility of managing the assets and terms as outlined in the trust document. In some situations, you may serve as trustee during your lifetime. A trustee may also contract with a financial advisor for investment management. The options vary by structure and circumstance.

With the help of your financial, legal and tax advisors, you determine the type of personal trust arrangement that's right for you. Though the specific features of trusts may vary based on the type you elect or the specific intent you establish, they all share some key benefits:

Control A personal trust is the most precise tool available for defining your legacy. For example, a personal trust enables you to establish tax-advantaged charitable plans that can both benefit your family and support your selected charities.

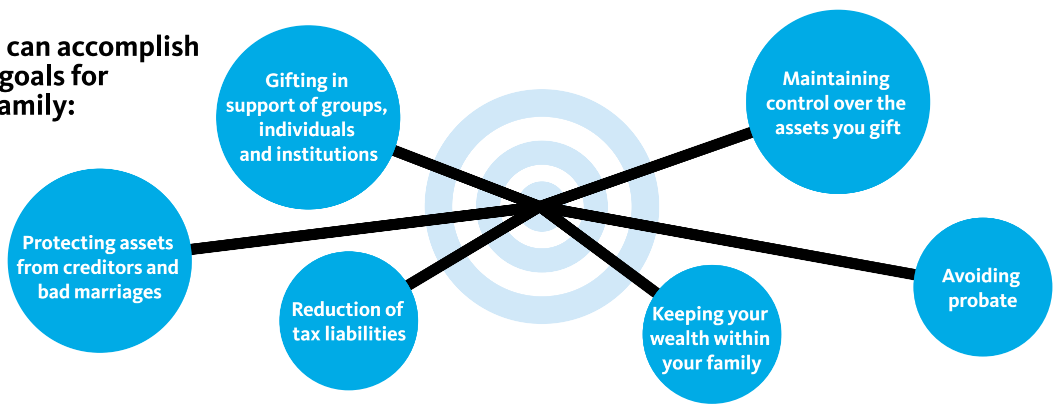
Savings Federal estate taxes may claim a significant portion of your estate. Personal trust strategies can significantly reduce estate taxes, allowing more of your wealth to be transferred to your beneficiaries. With careful tax planning, a personal trust can increase the longevity of your trust and its assets.

Planning Trusts can specify varying benefits based on generations—you can elect to fund your grandchildren's education or protect against concerns you might have about your heirs' ability to properly manage an inheritance.

Privacy Probate makes your wealth public record. A personal trust can be a tool to avoid public disclosure, maximize confidentiality, and minimize the expense and potential delays that can come from probate.

Protection Certain trusts may help protect you and your family members in the event of litigation, business reversals or financial difficulties. Trusts may also provide protection in the event of medical incapacity, divorce or other personal challenges.

Trusts can accomplish many goals for your family:



Select the right structure for your trust. Here's how.

Establishing your trust requires a number of structural decisions. Identifying the right trustee is a key first step.

The effective administration of a trust requires objectivity and diligence. Although you may decide to designate a family member or close friend as trustee, remember that reliance on personal relationships can both undermine the effectiveness of your planning and damage relationships among your beneficiaries.

Trustee responsibilities and best practices

Custody assets
- Title accounts in trust's name
- Use a bank or trust company to provide custody of assets

Investments
- Prudently invest and review periodically
- Consider income, principal growth and risk
- Consider using an investment advisor
- Be bound to fiduciary duty—treat all beneficiaries fairly

Bookkeeping and taxes
- Keep accurate records and retain financial statements
- Maintain distinction of income and principal
- Prepare, file and keep copies of income tax returns
- Provide reports and tax information to beneficiaries (Form K-1)

Make distributions (income and/or principal**)**
- Follow the trust instrument
- Exercise discretion and due diligence when evaluating beneficiaries' needs
- Balance the needs of multiple beneficiaries

Pay expenses

On the other hand, electing a corporate trustee distributes responsibilities in the most rational fashion—integrating asset management and trust administration in a single entity provides seamless service and establishes continuity while avoiding potential family conflicts or disagreements.

SPTC offers you several structural options for managing your trust's assets. You can transition assets from an existing trust or establish a new trust.

Working with you and your financial advisor, we will help identify and execute the optimal structure for your needs.

An agent for a trustee

SPTC can act as agent for a trustee by handling all of the administrative and recordkeeping requirements for the trustee. Tax services are routinely provided. Working with your financial advisor, you as trustee (or whomever you designate as trustee) make all the investment decisions.

You as trustee ➔ Advisor ➔ SPTC

A directed trustee

SPTC is appointed trustee while a third party retains investment responsibility. You have a range of options for arranging investment advice—another individual or committee, or an independent advisor. SPTC acts as administrative trustee and takes investment direction from whomever you appoint as investment advisor.

You (as grantor/beneficiary) + Advisor ➔ SPTC trustee

A discretionary trustee

SPTC is appointed as discretionary trustee with investment, administrative and record-keeping responsibilities. SPTC hires an investment advisor and investment manager to perform certain advisory and management services for your trust.

SPTC trustee + Advisor ➔ You

Ensure continuity and commitment with a team focused on your needs

Your financial advisor, as well as your legal and tax advisors, have access to complete Personal Trust Services with SPTC, includes senior trust officers. They understand that responsiveness and application of expertise to the financial, legal and regulatory aspects of personal trusts are critical to the success of a wealth preservation plan.

Here's how your team will work together.

Your financial advisor

- Assists with establishing goals and objectives
- Develops the asset allocation framework
- Helps select the appropriate investment strategy
- Serves as your primary contact for service and advice
- Continually monitors your investment plan against your stated goals

Your legal and tax advisors

- Work with your financial advisor to develop and recommend the most appropriate planning vehicles to:
- Accumulate wealth
- Preserve wealth
- Distribute wealth
- Prepare the legal documents to accomplish your goals

SEI Private Trust Company

- As agent—handles all of the administrative, recordkeeping, reporting and tax preparation for the trustee.
- As discretionary trustee—SPTC appoints an investment advisor to provide the account with services as outlined in the Investment Adviser Agreement. SPTC and co-trustee if applicable, retains investment discretion and responsibility for all aspects of trust administration, including fiduciary decisions about discretionary distributions, compliance with applicable regulations and state law governing the trust.
- As directed trustee—manages all administrative, record keeping and tax reporting. SPTC makes discretionary decisions, but takes investment direction from an investment advisor.

Regardless of the design of your trust, our Personal Trust Services can be the cornerstone of asset administration, with custodial responsibility and all other administrative and reporting duties:

- Supervising trust funds in terms of investment policy and manager selection
- Maintaining custody of all of your securities, including processing and confirming your purchase or sale of securities, as well as collecting dividends and interest
- Overseeing trust distributions, including beneficiary disbursement and bill payment, via check or ACH as directed
- Sending quarterly and annual statements of your holdings and transactions, and performance summaries of your trust investments
- Preparing and filing annual tax returns and providing a K-1 to trust beneficiaries
- Offering the personal services of an experienced professional trust officer and support teams

What kind of trust do I need?

You, your advisor and attorney have access to SPTC's wealth of solutions to help you determine which kind of trust will serve you best. Examples of common trusts include:

- **Revocable Living Trust:** A trust that cannot be revoked, and takes effect during the life of the trust's creator (or "grantor"). Its purpose is to transfer wealth, protect assets or reduce taxes.
- **Testamentary Trust:** A trust created during the grantor's life, but that takes effect at the grantor's death. It's usually part of a will—for example, to name a trustee for property left to a minor.
- **Charitable Trusts:** Allow a donor to benefit one or more charities while also financially benefitting themselves and their family. There are two different types of charitable "split-interest" trusts (those that can benefit two classes of beneficiaries)—charitable remainder trusts (CRTs) and charitable lead trusts (CLTs). The trust selected depends on estate planning and wealth preservation priorities, how and when the charity should receive the gift, and even the types of assets donated. With the added potential benefit of estate, gift and/or income tax benefits, charitable trusts are an attractive vehicle to further your financial, estate and charitable goals.
- **Grantor Retained Annuity Trust (GRAT):** An irrevocable trust providing annuity payments back to the grantor with the intent of transferring appreciation to non-charitable beneficiaries at minimal or no gift tax cost.
- **Intentionally Defective Grantor Trust:** Freezes the value of certain assets of an individual for estate tax purposes, but not for income tax purposes. The grantor can also lower their taxable estate by paying income taxes on the trust assets, effectively transferring additional wealth to beneficiaries.
- **Dynasty Trust:** Synonymous with an irrevocable grantor trust. Allows its creator to pass wealth to successive generations of descendants (even unborn generations), potentially in perpetuity. Distributions and operation of the trust are controlled by the grantor's terms. May include charities if there are no living descendants.
- **Qualified Domestic Trust (QDOT):** Typically used when the surviving spouse is a non-U.S. citizen, to preserve the marital deduction.

SEI and SEI Private Trust Company are on your side.

Managing uncertainty, providing financial security and mapping a future for your family can be a daunting challenge. You need the right tools and the right team to provide the expertise and flexibility necessary to execute your wishes over the long term.

Working with your financial advisor and SPTC to implement a personal trust gives you a clear picture of how your legacy can persist to reward future generations. Plus, 10 of the 20 largest U.S. banks use our proprietary trust technology as of Dec. 31, 2020. The same technology will be used to administer your personal trust assets.

How SEI can help grow your personal trust assets

Historically, we've helped change the way people look at investing, thanks to our pioneering role in applying modern portfolio theory through robust asset allocation models—a process that now is an investment cornerstone. This expertise and our manager-of-managers investment philosophy will be the tools we use to help grow your personal trust assets.

Managing the assets of a trust requires a rigorous understanding of tax implications. The relationships inherent in some trust structures, crossing generations and family relationships, can expose assets to tax liabilities that can decimate gains. We have one of the most sophisticated, tax-sensitive investment programs available.

Transfer your wealth with confidence

You worked hard to grow and protect your wealth. Though many trust varieties exist, their common thread is an ability to transfer your assets as efficiently as possible, to meet your wishes and help provide for yourself and those you love.

To learn more, talk with your financial advisor today.

About SEI Private Trust Company

SEI Private Trust Company (SPTC)—a wholly owned subsidiary of SEI Investments Company—is a federally chartered limited-purpose savings association, regulated and examined by the Office of the Comptroller of the Currency. After 50 years of business, SEI (NASDAQ:SEIC) remains one of the leading global providers of investment processing, investment management, and investment operations solutions that help corporations, financial institutions, financial advisors, and ultra-high-net-worth families create and manage wealth. As of Dec. 31, 2020, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages, advises or administers $1 trillion in hedge, private equity, mutual fund and pooled or separately managed assets, including $369 billion in assets under management and $787 billion in client assets under administration.