EVERCORE | Wealth Management Trust Company

THE NEW STANDARD IN WEALTH MANAGEMENT

# Personal Trust and Fiduciary Services at Evercore

Evercore provides families across the United States with a modern alternative to traditional trust companies. We strive to set a new standard in trust and family office services, reflective of our experience and the Evercore culture of personal and institutional integrity.

Our senior professionals work directly with grantors, beneficiaries, and their trusted advisors to deliver timely and innovative planning and trust solutions.

## WE MANAGE, ADMINISTER, AND HELP ESTABLISH AN ARRAY OF CUSTOMIZED TRUSTS, INCLUDING:

- Charitable Trusts
- Delaware Asset Protection Trusts
- Delaware Directed Trusts
- Delaware Dynasty Trusts
- Generation-Skipping Trusts
- Private Foundations
- Revocable and Irrevocable Trusts
- Special Needs Trusts
- Special Purpose Trusts
- Testamentary Trusts

## WE PROVIDE PROFESSIONAL FAMILY WEALTH AND TRUST MANAGEMENT SERVICES:

### FAMILY OFFICE SERVICES

- Strategic Wealth Planning
- Philanthropic Management
- Centralized Financial Administration
- Comprehensive Wealth Reporting
- Family Governance
- Private Wealth Education

### TRUST MANAGEMENT SERVICES

- Investment Management
- Asset Allocation
- Custody and Safekeeping of Assets
- Tax Reporting
- Trust Administration
- Estate and Trust Settlement
- Guardianship Administrations

**WE SERVE AS EXECUTOR, PERSONAL REPRESENTATIVE, SOLE TRUSTEE, CO-TRUSTEE, DIRECTED TRUSTEE, SUCCESSOR TRUSTEE, OR AGENT FOR TRUSTEE. WE WORK TO REALIZE THE GOALS OF THE GRANTORS AND MAINTAIN THE WELLBEING OF THE BENEFICIARIES.**

# A Culture of Integrity

**A NATIONAL WEALTH MANAGEMENT FIRM**

Evercore Wealth Management LLC ranks among the top 10% of U.S. registered investment advisors[1].

evercorewealthmanagement.com

**A NATIONAL TRUST BANK**

Evercore Trust Company, N.A. is a national trust bank with the authority to serve as a corporate trustee and executor throughout the United States.

evercoretrustcompany.com

**DELAWARE TRUST SERVICES**

Evercore offers clients access to the tax and regulatory advantages associated with Delaware Trusts.

**Together we serve families across the United States, providing asset allocation, portfolio management, manager due diligence, strategic wealth planning, generational wealth transfer advice, fiduciary services, and private wealth education. We are committed to meeting our clients' financial goals and sustaining their trust.**

**We value transparency in all of our dealings. We have a simple fee structure and, in contrast to many large corporate trustees, we do not charge an additional fee for working with individual co-trustees or co-executors.**

# Working with Evercore

**DIRECT RELATIONSHIPS WITH EXPERIENCED PROFESSIONALS**

Evercore wealth and fiduciary advisors are among the most experienced in their fields, many with advanced degrees and professional designations. We administer complex trusts, navigate sensitive family situations and manage unique assets including real estate, limited liability companies, alternative assets, closely held businesses, and life insurance. Additionally, we advise individuals and families considering a liquidity event or other transaction that will impact family trusts and other holdings.

[1] Barron's 2017

We take the time to get to know our clients and their families, and develop a plan to administer their family trusts, now or at a future date. As a Discretionary Trustee, we actively manage discretionary distribution requests, mindful of the grantor's intentions, family dynamics and the potential impact of income and estate taxes, fees, and inflation.

There are no 1-800 numbers at our firm and no outsourced call centers. Clients have a direct relationship with the investment, planning, and fiduciary professionals who manage their family's wealth. Communication is on each client's terms, with customized performance reports and regular meetings to review the investment portfolio and discuss our views in light of the family's changing circumstances.

We welcome collaboration with our clients' accountants, attorneys, and other trusted advisors to provide proactive and innovative planning and trust solutions.

Evercore clients have access to commentaries on current market and economic events, our quarterly journal *Independent Thinking*, and invitations to exclusive events.

## A FLEXIBLE APPROACH

We can serve as executor, personal representative, sole trustee, co-trustee, directed trustee or we can also serve as Agent for Trustee for individuals who have been nominated for the important role of trustee or co-trustee. Individual trustees can rely on Evercore's fiduciary experience and resources while benefiting from our investment management, custodial, recordkeeping and beneficiary reporting capabilities.

## OUR PERSONAL TRUST AND FIDUCIARY SERVICES INCLUDE:

- Estate Settlement Services
- Trustee services, including Delaware directed trustee services, and custody of assets
- Active management of cash, fixed income, and core equity proprietary strategies
- Active management of asset allocation, including tactical rebalancing using a goals-based approach
- Selection and monitoring of outside managers
- Integration of tax planning, charitable and family gifting, estate planning, and other financial services
- Coordination with attorneys, accountants, and other trusted advisors
- Accounting, record keeping, and tax reporting
- Custody services through Evercore Trust Company, N.A.
- Financial education and family governance services

**To learn more about Corporate Trustee Services at Evercore,
please visit evercorewealthmanagement.com or evercoretrustcompany.com.**

# Delaware

Delaware has long been recognized as a trust friendly jurisdiction for new trusts as well as existing trusts that allow for change of situs or the appointment of a Delaware Trustee.

Evercore provides qualified clients with access to the benefits of Delaware trusts, including:

- No state income tax imposed for distributions to nonresident beneficiaries
- Potential income tax savings for nonresidents with Delaware Incomplete Non-Grantor Trusts[2]
- Perpetual planning with Delaware Dynasty Trusts
- Asset protection from creditors of solvent trustors with Delaware Asset Protection Trusts
- Confidentiality and privacy using Delaware silent trust statute
- Expanded investment opportunities for trust assets with the Delaware Prudent Investor Statute
- Modifications of irrevocable trusts available under Delaware law including decanting's, mergers, non-judicial settlement agreements, and consent modifications by living settlors
- Delaware Directed Trusts allow for the bifurcation of trustee responsibilities among an Investment Advisor, Distribution Advisor, Trust Protector and Administrative Trustee to further enhance the administration of multi-generational trusts[3]

[2] Not available to New York residents

[3] Investments and distribution decisions in Delaware trusts can be directed by an investment advisor, and distribution advisor, respectively.

Please contact **Chris Zander, Chief Wealth and Fiduciary Advisor at Evercore** at **zander@evercore.com** or **212.822.7622** for further information on personal trust and fiduciary services at our firm.

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