

RAYMOND JAMES

TRUST COMPANIES

Estate Planning Education Series

Why would I need a corporate trustee?

This is a common question – and an excellent one. Because the duties and responsibilities of a trustee are numerous and varied, using a corporate trustee is a smart decision. Regardless of the size or value of a trust, the duties of the trustee are the same. The hypothetical questions below help demonstrate the fact that the naming of a trustee is an extremely important decision.

1. Why shouldn't I name one of my children as trustee, or perhaps even a good friend?

Children and family friends are often named as trustee of a trust. Whether they are prepared or not, they must meet the rigorous demands of a fiduciary. Not only are they required to collect, value and safeguard the assets, but they must also invest them, make them perform and administer them to achieve the objectives outlined in the trust. Further, they must keep accurate records and account for the assets using technical accounting rules, file trust tax returns and distribute the assets when required. The trustee must not only be qualified to handle these responsibilities but they must also have the time to perform the required tasks.

2. Won't a corporate trustee cost a lot of money?

Like any corporate trustee, RJ Trust Company charges fees for service. However, when individual trustees need assistance, they call an attorney or an accountant or both – and both charge fees. In addition, an individual trustee's lack of experience or distance may add to overall costs and cause delays. What happens if the trustee becomes ill or dies? These problems are alleviated by using a corporate trustee such as Raymond James Trust Company. We have experienced lawyers, accountants, trust administrators and investment professionals working for us. By using our fee schedule, there won't be any surprises regarding the cost of trust administration.

3. My family has unique needs and a variety of personalities – they need a trustee who knows them and who can provide a personal touch.

Raymond James Trust Company relies heavily on your Financial Advisor to maintain and nurture his or her existing relationship with you. Because they remain your primary point of contact, you will be working with someone who knows you and your family throughout the process. If necessary, a child or friend can be named – along w/ RJ Trust Company – as a Co-Trustee. We would handle the investment and administrative work, and the individual would work with us to help to provide a personal knowledge of the beneficiaries.

4. How do I name Raymond James Trust Company as Corporate Trustee?

If you would like more information on naming Raymond James Trust Company as trustee, please contact your Financial Advisor.