

Rinehart Wealth Management

Greater Trust

Trust Management and Investment Services

Trusts can be a unique facet of your and your family's overall financial picture, as they allow for funds and property to be allocated to specific individuals and with specific stipulations. Drafted by attorneys, these documents are often quite complex and come with their own lingo.

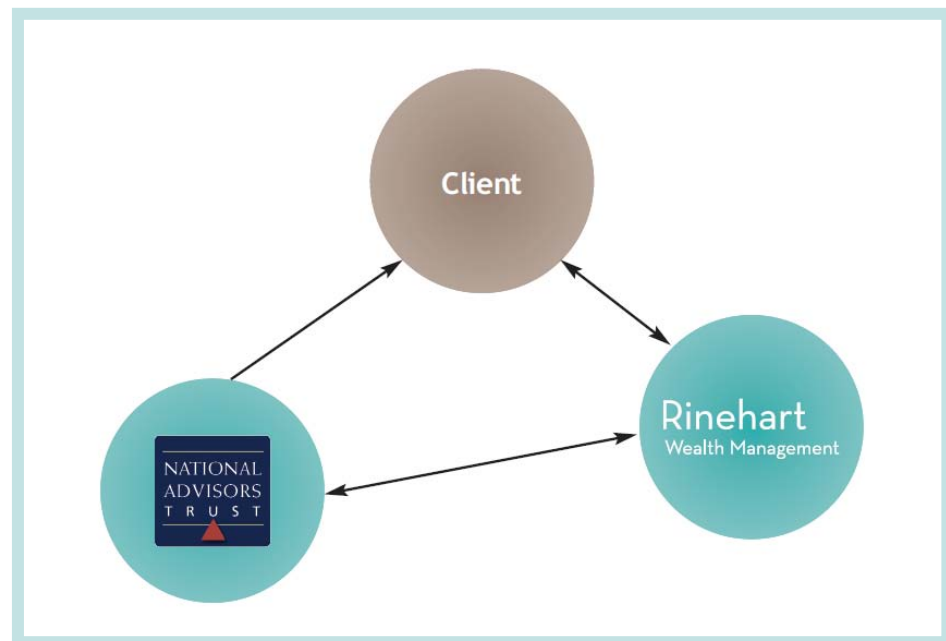
Deciphering the language of trusts and ensuring that you understand the document and its intent can often prove challenging; at Rinehart Wealth Management, we strive to help our clients understand their unique trust document and we can offer investment management for the funds the trust document governs.

Trust Basics: The person who establishes a trust is known as the *grantor*. The grantor may set up a trust while they are living or as part of their will. The details of a trust vary widely from document to document, but all trusts must have certain components: there must be at least one trustee, the corpus of the trust needs to be managed and all trusts have beneficiaries. A *trustee* is responsible for executing the trust, and may be an individual or a corporate entity. The language of the trust names the trustee, and you may have one or multiple trustees. The *beneficiary* is the person(s) named in the trust document who will receive the assets of the trust.

Types of Trusts: There are two types of basic individual trusts: revocable trusts and irrevocable trusts. A revocable trust is one that the grantor can revoke, whereas an irrevocable trust is one that cannot be revoked and any assets placed in the trust cannot be removed except by the directions of the document itself. Some revocable trusts are written so that they become irrevocable once the grantor dies. There are additional specific types of trusts that aim to serve different purposes such as, but not limited to: Marital Trusts which allow the grantor to provide for both a spouse and additional beneficiaries; Life Insurance Trusts which essentially hold a life insurance policy; Generation Skipping Trusts which are designed to benefit grandchildren; and Living Trusts which are basically designed to bypass probate.

Trust Administration: Whether you are the beneficiary of a trust, the grantor of a trust, or are considering setting up a trust, you may find that you need to understand trusts and their language. Rinehart Wealth Management can work with you and your attorney to set up a trust or we can help you better understand the details of an existing trust. Additionally, we offer our clients the investment management of the assets of trusts. Because we have been managing money for 26 years with the client relationship as an important aspect of this process, we believe that we can offer better service for understanding the needs of the beneficiary than most. We also have a unique ten year partnership with National Advisors Trust Company, which allows us to offer a corporate trustee relationship. National Advisors Trust Company's business model is designed to manage trusts in conjunction with financial advisors, so that the personal relationships that have already been forged with clients are utilized to achieve a high level of personal attention for trust relationships.

- **National Advisors Trust Company** acts as physical custodian of the trust assets and provides the administrative oversight, back office, compliance and filing capabilities that are legally required. Because they are a federally chartered and regulated trust company, they can work with trusts in all 50 states, and they can act as corporate trustee if necessary.
- **Rinehart Wealth Management** establishes a personal relationship with the client, ensuring that we understand all the complexities of your financial life in order to create a comprehensive plan for managing your family's wealth throughout the generations. We provide the in-house expertise for professional investment management of both your trust and non-trust assets. Whether the trust document prioritizes preserving assets for the remainder beneficiaries or generating high levels of current income for the income beneficiary, we can select and monitor the underlying investments which are most appropriate to accomplish the stated goals.



Most trusts can be moved from one corporate trustee to another and from one manager to another, although the language of each trust document sets out the specific rules of what can and cannot be done. If you have a reason to establish a trust, want to better understand trusts or are the beneficiary of a trust, please give us a call. We think we offer an exceptional service to trust recipients because of our ongoing face-to-face relationships with clients and our long term investment management services.

Regards,
Mary Rinehart

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