

# Trust Network Provider Comparison Chart

	The Advisory Trust Company of Delaware	Reliance Trust Company	Santa Fe Trust, Inc.	Wilmington Trust Company
	Advisory Trust works exclusively with investment professionals by providing them with trustee and trust administration services that they can offer to their high-net-worth clients. The investment professional manages the assets in trust. Advisory Trust is part of the Wilmington Trust Company corporate family.	Reliance Trust Company (Reliance) is one of the largest independent trust companies in the nation with more than \$70 billion in trust assets. Reliance offers integrated trust solutions designed to help investment professionals provide their clients with industry-leading personal trust services.	Santa Fe Trust, Inc. is an independent trust company that offers full trustee and directed trust account administration, charitable planning and record keeping services. Santa Fe Trust does not provide investment management services and administers over \$500 million in trust assets.	With more than a century of trust expertise, Wilmington Trust is recognized as one of the nation's leading experts in exercising fiduciary judgment in complex family situations.
<b>Personal Trust Services</b>				
Directed trust services	Yes	Yes	Yes	Yes
Discretionary (delegated) trust services	Yes	Yes	Yes	Yes, subject to review
Investment professional assumes discretionary responsibility	Not required	Not required	Not required	Required
National capabilities	Yes	Yes	State-chartered; but provide services nationally	Yes
Types of trusts supported	All personal trusts; subject to review	All personal trusts; subject to review	All personal trusts; subject to review	All personal trusts; subject to review
Supports new and existing trusts	Yes	Yes	Yes	Yes
Personal trust account minimum	None	None	None	\$3 million
Turnkey asset management providers (TAMPs) allowed	Yes	Yes	Yes	Yes
Account information accessible on the web	Yes	Yes	Pending	Yes
<b>Requirements</b>				
Services agreement between your firm and the trustee	Preferred	Preferred	Not required	Not required
Services agreement between the investment professional and the trustee	Required	Depends upon trust agreement language	Required	Not required
Investment professional fee cap	None, but must be "reasonable"; subject to review	None, but must be "reasonable"; subject to review	None, but must be "reasonable"; subject to review	None, but must be "reasonable"; subject to review
<b>Fees for Directed Trust and Discretionary Trust Services</b>	<b>Minimum annual fee: \$3,500</b>	<b>Minimum Annual Fee: \$3,500</b>	<b>Minimum annual fees: Personal Trusts: \$4,000 Charitable Remainder Trusts: \$2,400</b>	<b>Minimum annual fee: \$8,000</b>
<b>For additional services, please reference the complete fee schedule available from the program provider.</b>	<p>First \$1 million .50%</p> <p>Next \$2 million .40%</p> <p>Next \$2 million .30%</p> <p>Next \$5 million .25%</p> <p>Over \$10 million .20%</p> <p>Delaware trusts with a directed investment advisor, will receive a 15% fee discount, except that no discount will be applied to the minimum fee.</p> <p>This schedule applies to trusts holding traditional investments to include, but not limited to, marketable securities and/or mutual funds.</p>	<p>First \$1 million .60%</p> <p>Over \$1 million .35%</p> <p>Fees for trusts without investment discretion assigned to trustee within trust document:</p> <p>First \$1 million .40%</p> <p>Over \$1 million .35%</p> <p>Other fee schedules available upon request.</p>	<p>Personal Trusts</p> <p>\$0 to \$3,000,000 .75%</p> <p>Over \$3,000,000 Please call</p> <p>Charitable Remainder Trusts</p> <p>\$0 to \$3,000,000 .50%</p> <p>Over \$3,000,000 Please call</p> <p>Document review and setup fee: \$1,050 per trust (only if accepted and transferred to Santa Fe Trust)</p>	<p>First \$1 million .60%</p> <p>Next \$4 million .40%</p> <p>Above \$5 million .25%</p> <p>Over \$20 million Negotiated</p> <p>These fees are for directed trust services only. Discretionary trust fees available upon request.</p>

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<b>Related Services</b>				
<b>Agent for trustee services</b>	Yes	Yes	Yes	Yes
<b>Relationship minimum</b>	Based on review of business	Based on review of business	None	Based on review of business
<b>Trust reporting</b>	Yes	Yes	Yes	Yes
<b>Account minimum</b>	\$500,000	None	None	\$3 million
<b>For additional information, contact Pershing Product Management and Development or program providers directly.</b>				
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