

Creating and Safeguarding Your Legacy

Personal Trust Services

SEI New ways.
New answers.®

Using Personal Trusts to Define and Safeguard Your Legacy

Creating a legacy is not simply bequeathing money; it is establishing the ideal framework for the benefit of your family and community. The clarity that the right structure provides will minimize confusion, conflict and cost to your heirs. The imprint of your wishes ensures that your wealth will benefit those closest to you in the manner and timeframe you dictate.

By starting now, you can create that framework so that your wishes will be kept, even in the event of sudden changes in your life, your business or your family.

Your Financial Advisor now partners with SEI Private Trust Company to offer you a comprehensive personal trust solution to use in creating your own personal legacy, helping you share wealth over future generations.

Why Consider a Personal Trust?

Personal trusts are a flexible tool for directing how assets are to be managed and used in the future, and they can help ensure that estate plans are properly carried out and administered. They provide the advantages that you know to be part of good wealth management: attractive tax reduction opportunities and a clear roadmap for the management, transfer and use of assets now and in the future. In other words, personal trusts enable you to properly manage and utilize your wealth for generations.

Establishing a trust is not exclusively part of estate planning. Even if you do not feel you have entered that stage of your life planning, a trust is still worth your consideration. Because they capture your long-term wishes and take effect immediately, trusts can make sure that sudden changes to your health, family situation or career need not be disruptive events

A Strategy Customized to Your Specific Wishes

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 administration of assets.

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 is 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 mechanism available for defining your legacy. For example, a personal trust enables you to establish tax- advantaged charitable plans that 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 increases the longevity of your trust and its assets.

Planning Trusts can specify varying benefits based on generations—you can elect to fund the education of your grandchildren or protect against concerns you might have about the ability of your heirs 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 or other interpersonal challenges.

Selecting the Right Structure

There are a number of structural decisions you will make in establishing your trust. 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.

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.

SEI Private Trust (SPTC) offers you several structural options for managing the assets of your trust. 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

SEI Private Trust Company 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.

Trustee → Advisor → SEI

A Directed Trustee

SEI Private Trust Company 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.

Trustee + Advisor → SEI

The flexibility provided by SPTC means that SEI's role may vary based on the type of trust you establish and the services it requires. In any case, SPTC brings expertise, insight and a commitment to the objective and quality advice necessary when planning for future generations.

Ensuring Continuity and Commitment

Your Financial Advisor, as well as your legal and tax advisors, have access to complete personal trust services with the SEI Private Trust Company, experienced attorneys, and 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 & 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 Directed Trustee—manages all administrative, recordkeeping and tax reporting. SPTC makes discretionary decisions but takes investment direction from an Investment Advisor

Regardless of the design of your trust, SEI Personal Trust Services are 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 confirmation of 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 monthly and annual statements of your holdings and transactions in addition to performance summaries of your trust investments
- › Preparing and filing your annual tax returns
- › Offering the personal services of an experienced professional trust officer and support teams

Enlisting the Right Support

SEI's proprietary trust technology is used by some of the largest financial institutions in the world. This same technology will be used to administer your personal trust assets.

SEI Private Trust Company—a wholly owned subsidiary of SEI Investments Company—is federally chartered, regulated and examined by the Office of the Comptroller of the Currency. With some \$232 billion in assets under management (as of 12/31/2013), SEI (NASDAQ: SEIC) has been providing investment management and consulting services to some of the largest companies in the world for more than 40 years.

Historically, SEI helped change the way people look at investing due to its pioneering role in applying modern portfolio theory through comprehensive asset allocation models—a process that now is an investment cornerstone. This expertise and SEI's "Manager-of-Managers" investment philosophy will be the tools used to help grow your personal trust assets.

Managing the assets of a trust requires a rigorous understanding of tax implications. The myriad relationships inherent in some trust structures,

crossing generations and family relationships, exposes assets to tax liabilities that can decimate gains. SEI has one of the most sophisticated, tax-sensitive investment programs available.

We also understand that flexibility in investment strategies may be necessary as markets evolve. Personal trust accounts can be invested either in portfolios of mutual funds or in individually managed accounts of securities invested by institutional money managers.

Look to the future with confidence

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 SEI Private Trust Company to design and implement a Personal Trust gives you a clear picture of how your legacy will persist to reward future generations. For more information on how to get started, talk with your Financial Advisor today.

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For those SEI Funds which employ the 'manager of managers' structure, SEI Investments Management Corporation (SIMC) has ultimate responsibility for the investment performance of the Funds due to its responsibility to oversee the sub-advisers and recommend their hiring, termination and replacement.

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