

# Trust and Fiduciary Services from an Industry Leader

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**Bank of America Trust Services — helping you simplify your life, give lasting meaning to your wealth, and prepare for whatever the future may hold.**

Let us help you make your vision for the future a reality.

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Whether you are creating a trust as part of your own estate plan or serving as a trustee or executor for someone else, the skills, knowledge and resources of the people you choose to serve as your trustee, executor or agent can have a significant impact on your ability to achieve your goals.

At Bank of America\* our focus is on providing the service you need in the way that works best for you, now and in the future, should your needs change. As the largest provider of personal trust services,<sup>1</sup> we are able to provide an array of specialized services delivered through a nationwide network of local offices that enable us to provide an unmatched level of service. Bank of America has the experience, resources and knowledge to provide the type of personalized trust and fiduciary services you need.

## History and heritage

Bank of America is the largest provider of personal trust services in the country<sup>1</sup> and has a long and rich history of helping individuals like you achieve their own unique goals and objectives.

**\$243.5 B**

Bank of America manages over **\$243.5 billion** in trust assets.<sup>2</sup>

## Broad suite of trust solutions

**Addressing diverse needs** — The breadth of specialized services provided by Bank of America is designed to address a wide range of needs. Our experience managing a broad spectrum of trusts and estates — from personal to charitable, simple to highly complex — enables us to address your specific needs.

**A focus on you** — Depending on your specific needs, we can:

- Serve as trustee or executor,<sup>3</sup> providing a full range of fiduciary asset management and administrative services.
- Serve as co-trustee or co-executor alongside an individual you have chosen to serve in that capacity. As co-trustee or co-executor, we can provide an objective view and perspective based on our knowledge and experience.

\* Trust and fiduciary services are provided by Bank of America, N.A., Member FDIC, or U.S. Trust Company of Delaware. Both are wholly owned subsidiaries of Bank of America Corporation (BoFA Corp.).

Investment products:

**Are Not FDIC Insured**

**Are Not Bank Guaranteed**

**May Lose Value**

Please see back for additional important disclosure information.

- Serve as agent, enabling you—or an individual you have named to serve as executor or trustee—to maintain ultimate control over investment management decisions and discretionary distributions while receiving assistance from Bank of America in fulfilling trustee or executor responsibilities.
- Provide select administration services to relieve you or your trustee of detailed and time consuming administrative tasks.

**Deep fiduciary experience**—Our client-focused team of experienced fiduciary professionals simplifies the complexities of managing trusts and settling estates. In addition, a senior team of fiduciary professionals provides continuity and guidance in a constantly evolving trust and estate environment—serving as a cornerstone in maintaining our high fiduciary standards.

**Service delivered directly to you**—Bank of America’s size allows us to maintain a network of offices across the country. This enables us to provide an unmatched level of personal service and care to you and your family, wherever you may call home.

## Distinctive capabilities

Our size also enables us to provide an array of specialized services beyond what most trustees are able to provide.

**Specialty Asset Management**—Nonfinancial assets present challenges for most executors and trustees. Bank of America’s Specialty Asset Management team is experienced at providing both strategic guidance and day-to-day management of these special assets and can help you integrate them into your overall wealth transfer plan. Bank of America is a leading manager of nonfinancial assets.

**Trusteed IRAs**—If you have accumulated substantial assets in an IRA, 401(k) or other qualified plan, a Trusteed IRA can be an important tool to help preserve and pass on the unique tax advantages of these assets while integrating them into your overall wealth transfer plan. Bank of America is one of a limited number of providers who offer Trusteed IRAs.

**Charitable solutions**—Bank of America provides a range of charitable solutions designed to support your vision and goals. We can administer your charitable trust, provide services that simplify the management of your private foundation or enable you to support your charitable goals through the Bank of America Charitable Gift Fund. These services have made us a leading manager of charitable assets.

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**\$85.9 B** | **\$85.9 billion** in philanthropic client assets.<sup>5</sup>

**\$25.2 B** | 9,700 institutional nonprofit accounts supporting **\$25.2 billion** in client assets.<sup>5</sup>

**\$14.3 B** | 4,500 private foundation accounts supporting **\$14.3 billion** in client assets.<sup>5</sup>

**\$5.3 B** | 4,400 split interest trust accounts (charitable lead and charitable remainder) supporting **\$5.3 billion** in client assets.<sup>5</sup>

**\$1.7 B** | 6,600 Bank of America Charitable Gift Fund accounts totaling over **\$1.7 billion** in assets.<sup>5</sup>

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### REAL ESTATE



**\$2.3 B**

Over 2,010 properties managed, covering over 17 million sq. ft. of improved real estate, valued at **\$2.3 billion**.<sup>4</sup>

### PRIVATE BUSINESS



**\$5.9 B**

Over 2,045 businesses managed, valued at **\$5.9 billion**.<sup>4</sup>

### ENERGY



**\$1.9 B**

Over 89,000 working mineral and royalty interest properties managed, located in 42 states, valued at **\$1.9 billion**.<sup>4</sup>

### FARM AND RANCLAND



**\$1.4 B**

Over 805,000 acres of farm and ranch land managed, valued at **\$1.4 billion**.<sup>4</sup>

### TIMBERLAND



**\$584 M**

Over 317,000 acres of timberland managed, valued at **\$584 million**.<sup>4</sup>

**Delaware trusts**—If you are looking to minimize gift and estate taxes as assets are passed to grandchildren or future generations, maintain greater financial confidentiality, retain a concentrated position in a stock with special significance or transfer economic ownership in a private business without relinquishing day-to-day management control, U.S. Trust Company of Delaware\* has full Delaware trust capabilities and can help you take advantage of Delaware’s unique trust laws.

\* Delaware trust services are provided by U.S. Trust Company of Delaware, a wholly owned subsidiary of Bank of America Corporation.

## A recognized leader within the industry

For over 30 years, Bank of America has published studies and analysis on topics of interest and concern to clients and their advisors. Bank of America's most widely used publications include:

- The annual Year-End Tax Planning Guide and annual Tax Rate Guide.
- Tax Alerts that analyze the impact of changes in federal and state laws.
- Surveys on philanthropy and effective stewardship of wealth.

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Bank of America Trust Services works closely with your advisor — who knows you, your needs and your goals for your wealth. Together, we focus on your unique situation, helping you identify trust solutions that align with your priorities and integrate them into your overall estate and wealth management plans.

To find out more about the ways we can help you simplify your life and create lasting meaning for your wealth, reach out to your advisor.

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<sup>1</sup> Spectrem Group, "2018 Comprehensive Bank Trust Update," November, 2018.

<sup>2</sup> Source: Bank of America Corporation. As of December 31, 2018, U.S. Trust, Bank of America Private Wealth Management managed assets of \$243.5 billion.

<sup>3</sup> In some states, executors are referred to as personal representatives.

<sup>4</sup> Source: Bank of America Corporation. As of December 31, 2018, U.S. Trust, Bank of America Private Wealth Management's Specialty Asset Management Group advised a total asset value of \$13.3 billion in nonfinancial assets. Total asset value consists of assets under management (AUM), assets in custody and client brokerage assets of U.S. Trust, Bank of America Private Wealth Management clients held at Bank of America, N.A.

<sup>5</sup> Source: Bank of America Corporation. Global Wealth and Investment Management (GWIM), the wealth and investment management division of BofA Corp. As of December 31, 2018, GWIM had approximately \$85.9 billion in Philanthropic Client Assets, \$25.2 billion in client assets for institutional nonprofit clients, \$14.3 billion in client assets in private foundation accounts, \$5.3 billion in client assets in split interest trusts and \$1.7 billion in client assets in Bank of America Charitable Gift Fund accounts. Client assets consist of the following assets: assets under management (AUM) of GWIM entities, client brokerage assets, assets in custody of GWIM entities, deposits of GWIM clients held at Bank of America, N.A. and affiliated banks and assets in custody included in AUM.

**Bank of America, Merrill, and their affiliates and advisors do not provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any financial decisions.**

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Donor-advised fund and private foundation management are provided by Bank of America, N.A.