## Morgan Stanley

PRIVATE WEALTH MANAGEMENT

**TRUST PLANNING** 

The BlueStone Wealth Management Group at Morgan Stanley FAMILY OFFICE SERVICES

# **Trust Planning**

## Trusts Are an Important Component of Every Wealth Plan

Morgan Stanley recognizes that trusts are a vital part of your overall financial picture — one that warrants a strong commitment to you.

Our trustee platform is "open architecture," meaning that we provide you with access to an appropriate third-party corporate trustee for your trust account. Trust Specialists, within Morgan Stanley, analyze client trust documents and situations and then suggest a fiduciary solution for your needs and goals.

We may provide investment management services for the trust account using the investment management resources and strategies available through Morgan Stanley.

We'll work with you to help you select the level of trustee services, depending on the size and complexity of your financial plan.

#### Choice of Trustee Services

| CLIENT SELF-TRUSTEES   | ADMINISTRATIVE AGENT   | CORPORATE TRUSTEE   | PRIVATE TRUST COMPANY   |
|--|--|---|---|
| Client serves as his/her own trustee.  | Client serves as his/her own trustee<br>– or names another individual as trustee<br>and engages a corporate trustee<br>as agent.   | Corporate trustee has full responsibility for investment management and   | Client establishes his/her trust<br>company and retains staff to perform<br>trust administration and potentially<br>– investment management.<br>– |
| Client can hire Morgan Stanley for<br>nvestment management or brokerage<br>and work directly with his/her Private<br>Wealth Advisor. |  | administrative functions.   |   |
|  |  | <ul> <li>Private Wealth Advisor is retained by corporate trustee to develop investment management strategy.</li> <li>Corporate trustee may be directed by client or other individual co-trustee.</li> </ul> |   |
|  | Corporate trustee may perform<br>– administrative services including<br>principal and income accounting, making<br>distributions, tax preparation and<br>– retaining the investment manager. |   | Extremely rare as approximately<br>\$50–100 million is needed to<br>establish Private Trust Company.  |
| Account established and held in<br>Private Wealth Advisor's branch office.   |  |   |   |
|  |  |   | The Private Trust Company may   |
| Client retains accountant to<br>prepare trust tax return.  |  |   | engage Morgan Stanley and work<br>with a Private Wealth Advisor.  |
|  | Corporate trustee, with direction<br>from the client/trustee, works with<br>the Private Wealth Advisor regarding<br>investment management.   | Morgan Stanley has arrangements<br>with several corporate trustee<br>partners who provide a range of<br>fiduciary services.   |   |

### Why Choose a Corporate Trustee?

When deciding who should administer your trust, keep in mind that a trustee must be able to:



#### MAKE OBJECTIVE DECISIONS

Acting impartially in the best interest of all beneficiaries may require handling ongoing family conflicts and/or resolving minor squabbles as they arise.



#### **BALANCE LEGAL JURISDICTION AND CONVENIENCE**

There may be residency and jurisdiction requirements that work best for the trust, while a presence close to the trustee and beneficiaries simplifies administration.



#### **PROVIDE LONGEVITY AND CONTINUITY**

The life of a trust may extend over generations. Administration and investment supervision from an individual trustee may be



#### Third-Party Trustee Partners



interrupted by vacations, illness or death.



#### **OFFER ADMINISTRATIVE CAPABILITIES**

Specialized skills and resources are required to properly administer a trust, such as setting up and maintaining the necessary accounting systems, providing tax reporting and accessing professional investment management services.

#### **ACT AS A FIDUCIARY**

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A trustee should be able to acquire, invest, reinvest, exchange, retain, sell or manage assets on behalf of the trust and for the benefit of the named beneficiaries. This duty comes with substantial legal obligations.



#### UNDERSTAND WEALTH MANAGEMENT

Customized money management aligned with the trust's goals may require related resources such as financial planning, estate planning and insurance.

#### Formal third-party trustee arrangements are available through:

Bankers Trust Company

BTC Trust Company of South Dakota

Bridgefor

City Natio

Comerica

First State Trust Company

Premier Trust

RBC Trust Company (Delaware) LTD

**Reliance Trust** 

South Dakota Trust Company

Wilmington Trust

| d Trust Company |
|-----------------|
| onal Bank       |
|                 |

#### **The BlueStone Wealth Management Group at Morgan Stanley** FAMILY OFFICE SERVICES

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