



Understanding the Common Structure of

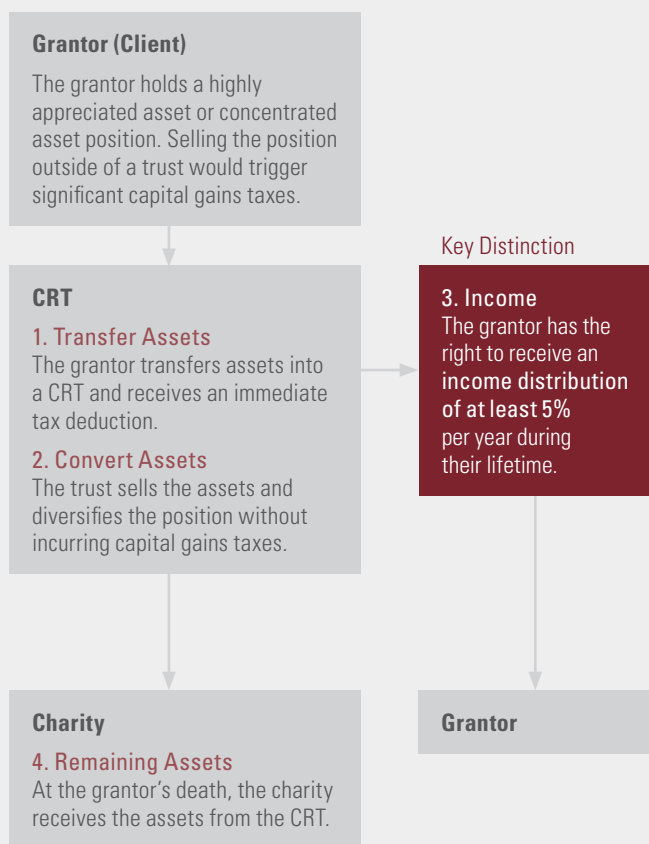
CHARITABLE REMAINDER TRUSTS

MAKING SENSE OF CHARITABLE REMAINDER TRUSTS

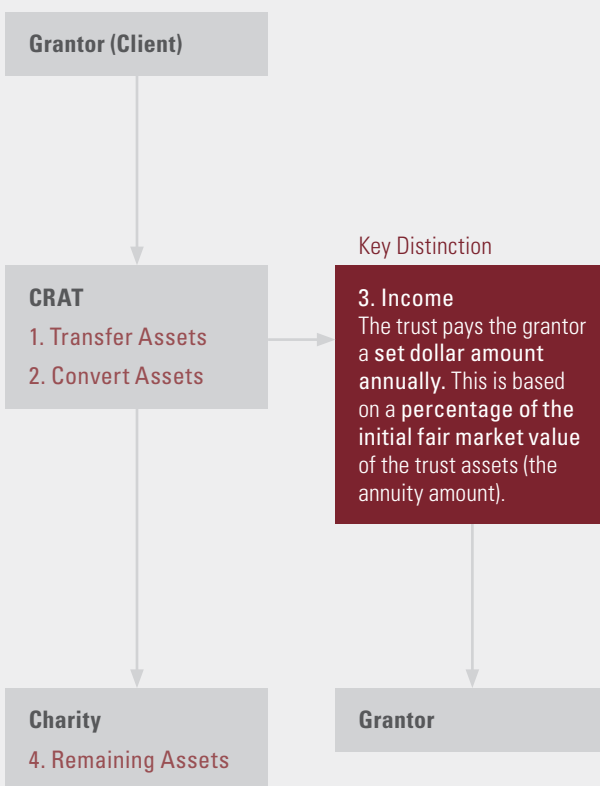
Do you find the acronyms CRT, CRUT, CRAT, and NIMCRUT confusing? If so, you're not alone. But once you understand the basic structure of a charitable remainder trust (CRT), understanding the other types of charitable trusts becomes easier.

Many charitable trusts begin with the CRT concept: A grantor moves assets to a trust and receives immediate tax benefits and income from the assets during his or her lifetime. At the grantor's death or at a designated

Charitable Remainder Trust (CRT)



Charitable Remainder Annuity Trust (CRAT)



Key Benefit: May provide a stable income flow and potential growth of principal.

time in the future, the remaining assets of the trust are given to the charity named as the trust's beneficiary.

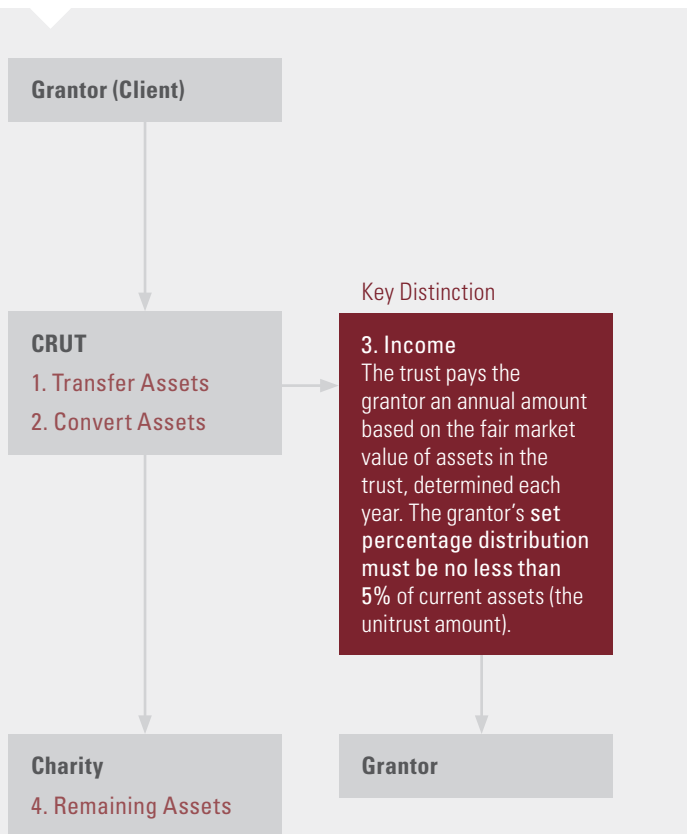
But why the variety of trusts and acronyms?

Charitable remainder annuity trusts (CRATs), charitable remainder unitrusts (CRUTs), and net income charitable remainder unitrusts with makeup provisions (NIMCRUTs) are all types of CRTs. The differences among them are in the form of the income stream and how that income may best serve the grantor's needs.

Potential Client Benefits of CRTs

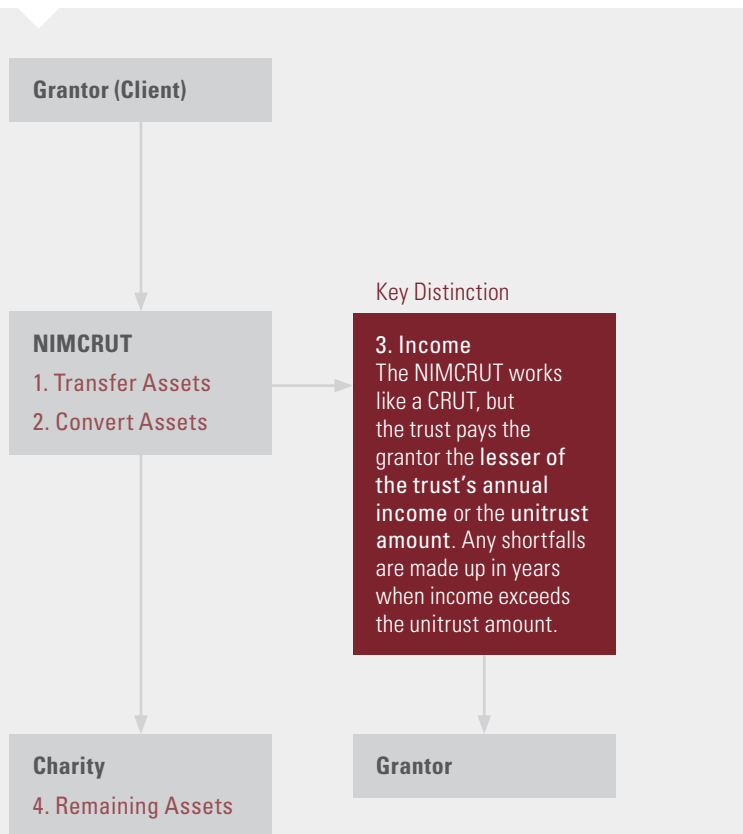
1. Clients can diversify highly appreciated assets without triggering capital gains taxes.
2. Clients may receive an immediate income tax deduction.
3. Clients may receive income from the CRT during their lifetime.
4. Clients may benefit the charity of their choice.

Charitable Remainder Unitrust (CRUT)



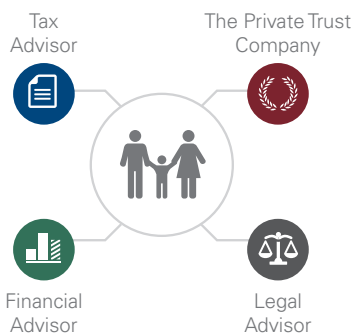
Key Benefit: May increase net-income potential and help income keep pace with inflation.

Net Income Charitable Remainder Unitrust with Makeup Provisions (NIMCRUT)



Key Benefit: By investing the portfolio in non-income-producing securities, the grantor may delay the trust income until after peak earning years.

ROLES OF YOUR PROFESSIONAL ADVISORS



All trusts, revocable and irrevocable, have three parties involved:

1. The person who creates the trust (grantor)
2. The person or firm that is responsible for the trust (trustee)
3. The people or charities that benefit from the trust (beneficiaries)

It's important to consider who you want to manage your assets and who will benefit from the trust, both now and in the future.

Your financial advisor's role is to support everyone, not to replace anyone. Your financial advisor will work with you and your tax and legal advisors, helping to coordinate and communicate your complete financial picture. The drafting of your trust document will be done by your estate planning attorney. The Private Trust Company, N.A. (PTC) is available to administer your trust once it's properly drafted. You can continue to benefit from the judgment of your trusted financial advisor, while your family's wealth is managed by a knowledgeable trustee.

The Trustee: A CEO for Your Estate

The trustee's role is to administer and distribute the assets in the trust according to your wishes, as expressed in the trust document. There are three primary elements to the trustee's role:

Custody of Assets

The custodial role is that of a financial secretary and security guard. The trustee must identify and then take title to the trust's assets, keep accurate records, report to the current beneficiaries, execute and settle all transactions, protect and insure the property, and defend the trust against claimants. The trustee oversees the preparation of appropriate tax returns and all of the trust accounting in compliance with complex state and federal laws.

Asset Management

The trustee is ultimately responsible for the preservation and investment of assets in the trust, ensuring that invested assets are productive and managed appropriately given the trust's objectives. The trustee has the legal responsibility to reassess the objectives of the trust and current market conditions at least annually, and to be sure that the investments match those objectives. Trustees will often hire professional managers to handle day-to-day specialized activities, such as real estate management. The day-to-day investment management is delegated to your trusted financial advisor.

Administration

The administrative role is central to carrying out your wishes regarding the use of assets in the trust. The trustee carries out your directions and follows your guidelines in handling the specific circumstances of each request for funds from trust beneficiaries. This involves legal interpretation of the language in the document and appropriate input from family members. Experienced and objective trust administration and recordkeeping are vital components to implementing your plan. The day-to-day relationship management is also handled by your trusted financial advisor.

WHY USE A PROFESSIONAL TRUSTEE?

Trustees may have to make tough decisions that might not be popular with all your beneficiaries. After all, the trustee is carrying out your instructions, not your beneficiaries' wishes. This can be a difficult role to fulfill for a family member, who may not be unbiased or may wish to act in a manner that avoids hard feelings within the family, rather than carrying out your instructions. Also, few family members have investment management skills or expertise in fiduciary law and practice. Family members can be given important advisory roles, such as in approving disbursements or other exercises of discretion.

The Benefits of Naming a Professional Trustee Include:

- Objective loyalty and independence to carry out your wishes
- Knowledgeable management and defense of trust assets
- Experienced oversight of the investment process to be carried out by your financial advisor
- Timely and accurate statements of the account to keep you and all current beneficiaries informed
- Consistent annual reviews
- Accountable collection and prudent distribution of income and assets
- Tax reporting, filing, and comprehensive regulatory compliance on behalf of the trust



The Private Trust Company offers administrative services for the following types of accounts:

- Revocable or living trusts
- Irrevocable trusts
- Charitable remainder trusts
- Charitable lead trusts
- Special needs trusts
- Life insurance trusts
- Agency
- Custodial
- Private foundations
- Guardianships
- Family office group

WHY USE PTC?



How Do I Get Started?

- First, discuss your goals with your financial advisor, who can help determine whether a trust may be right for you.
- Have the trust document drafted by your attorney, incorporating sample language PTC provides to ensure flexibility in using your choice of financial and family advisors to the trustee.
- Name PTC as trustee or successor to the trustee.
- Work with your financial advisor to set up a trust account at LPL and transfer appropriate assets into it.
- Enjoy the comfort of knowing your wishes will be carried out.

PTC partners with you and the professional advisors you rely upon to assist you in carrying out your wealth management and legacy planning goals at every stage of your life. While your financial advisor generally cannot serve as your trustee, with our unique model, your financial advisor can continue to provide advice and manage trust assets, allowing you to benefit from checks and balances and a consistent approach across your wealth management and investment strategies.

Advantages of Choosing PTC:

- Offering maximum flexibility, working with clients and their financial advisors. Choose to work exclusively with your financial advisor, or work collaboratively with the full expertise of the PTC team.
- Integrating seamlessly into your wealth management team, PTC keeps the process of delivering key communication and statements running smoothly between clients and professional advisors.
- Helping clients develop written investment policy statements so all parties have a clear and consistent understanding of goals, objectives, and guidelines for the trust.
- Reviewing accounts regularly and revising investment policies to reflect changes to the portfolio, client circumstances, and financial markets.
- Experienced and knowledgeable trust officers bring backgrounds in law, accounting, banking, investment management, tax, and business.
- Trust officers are friendly, discreet, and sensitive to family dynamics.
- A team of trust officers and trust specialists are available to you and your financial advisor when you need them.
- Chartered as a national bank, PTC is devoted solely to trust services for families.
- PTC provides trust services in all 50 states.
- As a subsidiary of LPL Financial Holdings, Inc., we are backed by substantial resources and a long-term commitment to independent financial advisors and their clients.

COMPARING TRUSTEE CHOICES

Your choices of a trustee or successor trustee may include a family member or friend, a professional advisor such as an attorney or CPA, or a corporate trustee. Each choice offers specific advantages and disadvantages. It may be helpful for you to consider these choices in the context of the duties of the trustee and the desired qualities outlined below.

	Family member	Professional advisors (attorney or CPA)	Corporate trustee
Duties Trustees must either perform or contract for services required by the trust.	Contracts for legal, accounting, investment, and other services	Administers own area of discipline; contracts for other services	Most services bundled in “turnkey” package; contracts others
Ability and Willingness to Serve Trustees cannot foresee their personal situations in the future. A trustee’s duties may extend for many years.	Risk of personal conflicts or preceding you in death	Risk of personal conflicts, retirement, or preceding you in death	Established specifically to provide continuous service; potential for some organizational risk
Commitment Varies according to each trust relationship but may be demanding.	Generally high level of commitment, but risk of conflict	Retirement or change in professional relationship may dilute level of commitment	High level of commitment, core business function
Competence Varies in fiduciary expertise.	Not usually area of expertise	May not be area of expertise	Core business function; professionally trained
Cost May span a wide range based on expertise and fees of trustee.	Generally no cost for administration; high cost for contracted services on an “à la carte” basis (reporting, legal, tax)	Trustee may charge fee for administration and own area of discipline; contract other services on an “à la carte” basis	Most services bundled in cost-effective “turnkey” package; others contracted in volume to lower costs
Experience May span a wide range based on specific trustee.	Varies by individual background	Typically significant experience in own area of discipline; administrative skills less certain	Provides professional staff that possesses trust experience and skills
Objectivity Trustee’s interests may conflict with beneficiaries’.	A common source of discord among siblings. May have conflicts if also named a beneficiary.	May make decisions involving payments for own professional services and have other family roles	Objective interpretation of trust document and administration



Contact your LPL Financial advisor and your attorney to help you determine whether charitable trusts are right for you and for the people and organizations that depend on you.