

AGENT
FOR
TRUSTEE



Trust & Investment Management

Investment Management and Risk

Investment management is one of the biggest risk factors for a trustee.

The Uniform Prudent Investor Act requires that a trustee exercise reasonable care, skill, and caution in managing the assets of the trust.

A trustee must consider the trust terms and beneficiary needs in pursuit of an investment strategy that is reasonably suited to the trust.

In addition, a trustee must diversify the trust assets, while also considering tax implications, needs for liquidity, regularity of income, appreciation of capital, and more.

When even one or two of these factors are not considered, a trust's performance can go awry, exposing a trustee to potential liability.

The Good News

The law allows a trustee to delegate investment management to a professional, and when done with appropriate oversight, the trustee is generally not liable to the beneficiaries for the acts of the investment agent.

The even better news is – Exchange Bank provides fiduciary investment management for trustees.

We understand how to invest for trustees, because often times we are trustee. However by serving as your investment agent, we become your teammate rather than a competitor.

As a fee-only fiduciary investment manager, we do not accept commissions of any kind, and our compensation is often more cost effective than the alternatives.

Our fees are based upon the market value of the assets under management, which means our financial interests are in direct alignment with yours.

Performance and Protection

We work with trustees to create an Investment Policy that is appropriate for each trust. Our focus on asset allocation, thoughtful rebalancing and our use of low cost investments provide a performance benefit for the trust.

Meanwhile, our strong understanding of fiduciary investing and our process oriented approach provide automatic protections for trustees.

In addition, we can provide detailed account statements to beneficiaries at the trustee's discretion, which are fully compliant with legal requirements for principal and income accountings.

Your Fiduciary Teammate

Trustees are held to the highest fiduciary standard under the law, and Exchange Bank is here to help you along the way.

Exchange Bank received its trust powers from the State of California in 1963 and we are one of the largest community bank trust departments in the state. Our team holds certifications in the areas of estate planning, trust administration, investment management and employee benefits. With our team approach and extensive financial experience, we have the capacity and expertise to provide personal services tailored to meet your needs.

Call your local office today or go online to learn more about our services.

Trust and Investment Management Services

- Fee-only investment management
- Agent for trustee
- Revocable and irrevocable trust administration
- Estate settlement and distribution
- Qualified retirement plan administration
- IRA rollover services
- Non-profit and endowment fund management
- Custody and record keeping for investment assets
- Durable power of attorney for finances
- Bill paying and cash flow management
- Estate plan depository

exchangebank.com/trust-investment

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