Trust Network Participating Trustees

Pershing, a BNY Mellon company, makes personal trust services available through a selection of corporate trustees. This open architecture platform enables you to manage your clients' trust assets, while expert trust administration services are provided by some of the nation's most highly regarded trust companies.

Pershing®

BNY MELLON

	BOK Financial Advisor Trust Services	Comerica Bank & Trust, NA
	BOK Financial is a $29 billion regional financial services company based in Tulsa, Oklahoma. Advisor trust services are offered through its national bank affiliate, BOKF, NA, which is able to work nationwide with more than 125 trust officers and provide unsurpassed personalized trust services for your clients.	Comerica Bank & Trust, NA, a subsidiary of Comerica Incorporated (Comerica), is among the 25 largest U.S. bank holding companies with over $100 billion in trust assets. Comerica is proud to be both a pioneer and a leader in forming strategic alliances with great financial organizations to provide a wide variety of personal trust services.
Personal Trust Services		
Personal trust account minimum	None	None
Directed trust services	Yes	Yes
Discretionary (delegated) trust services	Upon approval	Yes
Investment parameters for discretionary (delegated) trusts	Adherence to the agreed upon Investment Policy Statement (IPS)	Approved managers and models
Turnkey asset management providers (TAMPs) allowed	Yes	Yes, dependent on the account document and IPS
Account information accessible on the Web	Yes	Yes
Requirements		
Service agreement between your firm and the trustee	Not required	Required
Service agreement between you and the trustee	Not required	Not required
Trust company location for licensing purposes	Arizona, Colorado, Kansas, Missouri, New Mexico, Oklahoma, Texas	Michigan
Fees for Directed Trust and Discretionary Trust Services	**Minimum annual fee: $5,000 discretionary** **Minimum annual fee: $4,000 directed**	**Minimum annual fee: $3,000 discretionary** **Minimum annual fee: $5,000 directed**
For additional services, please reference the complete fee schedule available from the program provider	Directed Trusts: First $1 million .50% Next $2 million .40% Next $2 million .35% Over $5 million Negotiable Delegated trusts increase an average of 15bps from above table	First $1 million .65% Next $1 million .57% Next $3 million .50% Next $5 million .40% Next $10 million .30% Over $20 million Additional tiered rates apply Fee schedules for additional services are available upon request
Related Services		
Irrevocable life insurance trusts (ILITs)	Yes, when accompanied by a trust with investable assets; does not support standalone ILITs	An ILIT holds one whole life, term or universal life policy at $1,750 Additional policies: $100/additional policy
Estate administration services	Full estate administration and settlement services are available; fees are available upon request	Yes, fees are available upon request
Private label trust services	No	No
For additional information, contact Pershing's Financial Solutions team or program provider directly		
Pershing Shadia Kirk, Vice President Trust Network Solution Manager Telephone: (630) 472-6741 Email: skirk@pershing.com	**Primary Contact:** Rosemary Hueser, Vice President Manager, Advisor Trust Services Telephone: (888) 957-6678 Email: Rhueser@bokf.com **Secondary Contact:** Mike Flinn, National Sales Manager Telephone: (877) 957-1078 Email: Mflinn@bokf.com Website: bankofkansascity.com/en/other/landing/ita/index.page	**Primary Contact:** Barry D. Babbitt, National Alliance Sales Manager Telephone: (313) 222-3397 or (855) 867-9961 Email: bdbabbitt@comerica.com

	Independent Trust Company of America	New York Private Trust Company
	Independent Trust Company of America was founded by Santa Fe Trust, one of the first trust companies to work exclusively with advisors. Independent Trust Company of America continues in the tradition of helping advisors successfully serve trust clients throughout the country with all of the additional benefits of a South Dakota charter.	New York Private Trust Company (New York Private Trust) provides a broad range of fiduciary services to individuals, financial organizations and other institutions lacking trust powers throughout the United States. Its Delaware situs allows an individual to create trusts having perpetual duration, asset protection capability, flexibility in financial planning and investment management and favorable tax treatment.
Personal Trust Services		
Personal trust account minimum	None	$1 million
Directed trust services	Yes, per document	Yes
Discretionary (delegated) trust services	Yes	Yes
Investment parameters for discretionary (delegated) trusts	Collaborates with you to set IPS, then you assume discretion working within IPS	You assume full discretionary responsibility unless working with a co-trustee; account to be managed in accordance with an approved IPS
Turnkey asset management providers (TAMPs) allowed	Yes	Yes
Account information accessible on the Web	Yes	Yes
Requirements		
Service agreement between your firm and the trustee	Preferred	Not required
Service agreement between you and the trustee	Required	Sub-advisory agreement required
Trust company location for licensing purposes	South Dakota	Delaware
Fees for Directed Trust and Discretionary Trust Services	**Minimum annual fee: $4,000**	**Minimum annual fee: $5,500 directed** **Minimum annual fee: $7,500 delegated**
For additional services, please reference the complete fee schedule available from the program provider	Directed trusts subject to review starting at .30% Delegated Trusts: $0 to $3,000,000 .50% - .75% $3,000,000 to $5,000,000 .40% - .60% Over $5,000,000: Negotiable per document review	Directed Trusts: First $5 million .35% Next $5 million .25% Over $10 million .15% Delegated Trusts: First $5 million .55% Next $5 million .40% Over $10 million .20% Fees for additional services are available upon request
Related Services		
Irrevocable life insurance trusts (ILITs)	Yes, fees are available upon request	ILIT's annual fee is $2,500 (Delaware directed), or $4,000 (other)—first two policies included
Estate administration services	Yes, fees vary by state	Yes, $50,000 minimum fee
Private label trust services	No	Yes
For additional information, contact Pershing's Financial Solutions team or program provider directly		
Pershing Shadia Kirk, Vice President Trust Network Solution Manager Telephone: (630) 472-6741 Email: skirk@pershing.com	**Primary Contact for Advisors:** Tim Sopalski, Relations Advisor Telephone: (855) 208-7878 or (605) 737-5100 Email: tim.s@itcoa.com **Home Office and Secondary Contact:** Andy Crane, National Sales Director Telephone: (866) 995-0007 or (605) 737-5100 Email: andy@itcoa.com Website: independenttrust.com	**Primary Contact:** Kevin J. Batterton, Managing Director Telephone: (212) 850-4055 Email: kbatterton@nyptrust.com **Secondary Contact:** Timothy Carroll, Chief Operating Officer Telephone: (212) 850-4015 Email: tcarroll@nyptrust.com Website: nyptrust.com

	Reliance Trust Company of Delaware	Santa Fe Trust	Wilmington Trust
	Reliance Trust Company of Delaware (Reliance) is a leading provider of personal trust solutions for financial intermediaries. Reliance offers integrated trust solutions designed to help you provide clients with industry-leading personal trust services. Reliance and its affiliated companies service more than $176 billion in trust assets.	Santa Fe Trust is one of the most advisor-friendly trust companies in the country. Santa Fe Trust works with you to enhance relationships with high-net-worth clients through collaborative alliances that focus on the long term.	Wilmington Trust provides personal trust administration and back-office services for high-net-worth individuals and families. We work exclusively with professional advisors, assisting them in helping their clients achieve their financial goals by using the full range of trust strategies available under Delaware law.
Personal Trust Services			
Personal trust account minimum	$500,000	None	$1,500,000
Directed trust services	Yes	Yes	Yes
Discretionary (delegated) trust services	Yes	Yes	No
Investment parameters for discretionary (delegated) trusts	Approved managers and models	Collaborates with you to set IPS, then you assume discretion working within IPS	N/A
Turnkey asset management providers (TAMPs) allowed	Yes	Yes	Yes
Account information accessible on the Web	Yes	Yes	Yes
Requirements			
Service agreement between your firm and the trustee	Not required	Preferred	Not Required
Service agreement between you and the trustee	Not required	Required	Not Required
Trust company location for licensing purposes	Delaware	New Mexico	Delaware
Fees for Directed Trust and Discretionary Trust Services	**Minimum annual fee: $3,500**	**Minimum annual fee: $4,000**	**Minimum annual fee: $7,000**
For additional services, please reference the complete fee schedule available from the program provider	First $2 million .50% Next $3 million .40% Over $5 million .30% Over $15 million quote provided on request Delaware directed trusts receive a 10% discount from the discretionary trust schedule above	Directed trusts subject to review starting at .30% Delegated Trusts: $0 to $3,000,000 .50% - .75% $3,000,000 to $5,000,000 .40% - .60% Over $5,000,000 negotiable per document review	First $1 million .50% Next $2 million .40% Next $2 million .30% Over $5 million .25% Over $10 million negotiable Delaware trusts with a directed investment advisor will receive a 15% fee discount, except that no discount will be applied to the minimum fee
Related Services			
Irrevocable life insurance trusts (ILITs)	Yes, the fee is $1,500 per year for one policy plus $250 for each additional policy	Yes, fees are available upon request	Yes, when an ILIT is accompanied by a substantial trust with investable assets; does not support standalone ILITs
Estate administration services	Limited to $1 million minimum account size and dependent on state jurisdiction reciprocity	Yes, fees vary by state	Yes, for estates of $10 million and larger
Private label trust services	No	No	No
For additional information, contact Pershing's Financial Solutions team or program provider directly			
Pershing Shadia Kirk, Vice President Trust Network Solution Manager Telephone: (630) 472-6741 Email: skirk@pershing.com	**Primary Contact:** Rosemary B. Crowley, Vice President Telephone: (302) 246-5403 Email: Rosemary.Crowley@fisglobal.com **Secondary Contact:** James North, Vice President Telephone: (480) 798-6191 Email: James.North@fisglobal.com Website: reliance-trust.com/pershing	**Primary Contact for Advisors:** Tim Sopalski, Relations Advisor Telephone: (855) 208-7878 or (505) 984-2700 Email: tim.s@santafetrust.com **Home Office and Secondary Contact:** Andy Crane, National Sales Director Telephone: (866) 995-0007 or (505) 984-2700 Email: andy@santafetrust.com Website: santafetrust.com	**Primary Contact:** Michael Ingraham, Managing Director Telehone: (302) 636-8531 Email: mingraham@wilmingtontrust.com Website: advisorytrustco.com

We Are Pershing. We Are BNY Mellon.

Pershing, a BNY Mellon company, and its affiliates provide global financial business solutions to advisors, asset managers, broker-dealers, family offices, fund managers, registered investment advisory firms and wealth managers. A financial services market leader located in 23 offices worldwide, we are uniquely positioned to provide advisors and firms global insights into industry trends, regulatory changes and best practices, as well as shifts in investor sentiment and expectations. Pershing provides solutions—including innovative programs and business consulting—that help create a competitive advantage for our clients. Pershing LLC (member FINRA/NYSE/SIPC) is a BNY Mellon company. To learn more, visit pershing.com.

Pershing is not affiliated with any of the trust companies participating in Trust Network. Pershing LLC makes no representations or warranties of any kind regarding the content hereof or any products described herein, including any warranties, expressed or implied, as to the accuracy, timeliness, completeness or suitability of such content or products and will not be liable for any damages (including, without limitation, damages for lost profits) which may arise from the use of any participating trust company's services. The content contained herein should not be construed as financial advice or a recommendation for the purchase, retention or sale of any product or securities. All minimums and fees are subject to change without notice. Please contact participating trustees to obtain the current minimums and fee information.

---

pershing.com

One Pershing Plaza, Jersey City, NJ 07399

GRID-PER-TNP-5-16

Pershing®

BNY MELLON