

# Trust Services at Merrill Lynch

ESTATE PLANNING SERVICES



**Merrill Lynch**  
**Wealth Management**

Bank of America Corporation





Merrill Lynch Wealth Management makes available products and services offered by Merrill Lynch, Pierce, Fenner & Smith Incorporated (MLPF&S) and other subsidiaries of Bank of America Corporation.

Trust and fiduciary services are provided by Merrill Lynch Trust Company, a division of Bank of America, N.A., member FDIC.

Bank of America, N.A. and MLPF&S, a registered broker-dealer and member SIPC, are wholly owned subsidiaries of Bank of America Corporation.

Investment products:

**Are Not FDIC Insured**

**Are Not Bank Guaranteed**

**May Lose Value**

MLPF&S and Bank of America, N.A. make available investment products sponsored, managed, distributed or provided by companies that are affiliates of Bank of America Corporation or in which Bank of America Corporation has a substantial economic interest, including BofA™ Global Capital Management, BlackRock and Nuveen Investments.

# A unique combination of relationship and resources



A trust represents a commitment to the future. Whether you are acting as a trustee or establishing a trust, Merrill Lynch Trust Company\* is exceptionally qualified to help you fulfill that commitment.

At Merrill Lynch, we see your planning and trust needs as part of a broader picture that is uniquely framed by your aspirations for the future, the needs of your loved ones and your philanthropic goals. This approach allows us to help you create and carry out a plan that is both meaningful and enduring.

It's an approach made possible by your Merrill Lynch Financial Advisor or Private Wealth Advisor, a professional who combines a comprehensive knowledge of finance and investing with something even more important: a commitment to understanding you and what matters most to you.

Merrill Lynch brings together the expertise of a leading trust organization with the breadth of a premier investment and advisory firm. Your Financial Advisor or Private Wealth Advisor can tailor an approach that seamlessly delivers these capabilities in the most appropriate way for you. The result is a trust relationship supported by the strengths of Merrill Lynch—an essential partnership dedicated totally to your vision.

An essential partnership dedicated totally to your vision.

\*Merrill Lynch Trust Company is a division of Bank of America, N.A.



# The enduring benefits of a sound estate plan



Any investment or trust strategy must be based on a sound plan—one that takes into account not only your goals, but also factors like your time horizon, risk tolerance, liquidity needs and tax situation.

Your estate plan governs the control and distribution of your assets in the event of your death or incapacity, and may help to minimize taxes. Supported by our skilled trust and estate professionals, your Merrill Lynch Financial Advisor or Private Wealth Advisor can help with every facet of estate planning: establishing basic guidelines, reviewing an existing estate plan or trust, and working with your attorney, accountant and other advisors to develop and implement a comprehensive and practical estate planning strategy.

## Assuring control of your assets

Your estate plan helps to achieve your goals for your loved ones or other beneficiaries. It is often more than a will—although a will is essential. A well-crafted estate plan focuses on your specific needs and aspirations and seeks to fulfill them in the years and generations ahead. Often incorporating one or more trusts, it allows you to determine which assets pass to which individuals and organizations, in the manner and time frame you direct. A comprehensive estate plan is also integrated

with your retirement plan and may accommodate specialized assets, such as business interests and real estate, which can require special skill to manage.

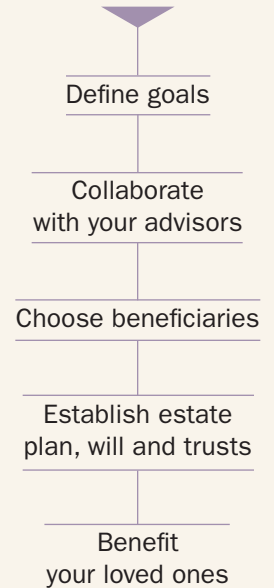
## Minimizing estate taxes

One of the benefits of a sound estate plan is its ability to help minimize estate taxes. Without an estate plan that establishes specific strategies in advance, your heirs could find themselves confronted with avoidable estate tax issues—and the need to sell assets in your estate to pay those taxes.

## Fulfilling lifelong philanthropic goals

Successful individuals often desire to give back to the institutions and organizations that have been important in their lives. Income and estate tax policies encourage this philanthropic activity with special incentives to give directly to charitable organizations and to charitable trusts, foundations and donor-advised funds. Our trust professionals can help you realize all the advantages of integrating charitable giving into your estate plan.

### Estate Planning Process



Your Merrill Lynch Financial Advisor can help you and your advisors implement a comprehensive and practical estate planning strategy.





# Exceptional trust capabilities, backed by comprehensive experience



How well your trust achieves your estate planning goals and serves your beneficiaries depends greatly on the advice you receive and the resources of the fiduciary you select. At Merrill Lynch, we seamlessly draw together three essential strengths: a flexible suite of products and services designed to meet the needs of individual trustees; comprehensive corporate trustee capabilities offered by Merrill Lynch Trust Company; and the breadth of investment experience of a world-class financial services firm.

## Proven capabilities—locally delivered

Merrill Lynch is one of the largest providers of trust services in the United States. We provide trust and investment services to over 270,000 clients with over \$320 billion in trust assets.<sup>1</sup> Of equal importance, when you choose us, you will benefit from the personal service of a local professional you can rely on: your Merrill Lynch Financial Advisor or Private Wealth Advisor. Together, you can work closely with our experienced trust professionals in developing the right approach to your estate planning and trust needs. You can also count on the service and support of Merrill Lynch Trust Company professionals after establishing your trust relationship with Merrill Lynch.

## A nationwide presence

Merrill Lynch Trust Company has the ability to serve individuals in all 50 states and the District of Columbia. Depending on your needs, we deliver our solutions through a network of

specialized trust offices, and through a group that provides administrative support to individual trustees. In all cases, you can count on personalized attention and superior service backed by trust officers with a high level of expertise and fiduciary knowledge.

## Experience across the spectrum of trusts

Our expertise spans the full range of personal trusts—including charitable, dynasty, family and marital trusts, and highly specialized trusts, leveraging the unique benefits of Delaware-domiciled trusts.<sup>2</sup> Our ability to provide charitable trusts and access to foundation and donor-advised fund solutions is an important advantage for clients with philanthropic planning needs. We can also effectively integrate retirement and estate planning through a Trusteed IRA for you and your beneficiaries. Finally, we offer a dedicated estate administration group that is skilled in trust and estate settlement.

### Merrill Lynch Trust Capabilities

Expertise across the  
trust spectrum

World class  
investment services

Nationwide presence

A flexible suite of  
trust and estate  
services

Charitable and  
retirement solutions

At Merrill Lynch,  
you can benefit  
from personalized  
attention and superior  
service, backed by  
our experience.







# Trust solutions tailored to your circumstances



Merrill Lynch aligns its trust capabilities to suit your goals and objectives. Whether you prefer to serve as individual trustee or benefit from the professional support of a corporate fiduciary, your Financial Advisor or Private Wealth Advisor will work with you to determine how Merrill Lynch can best assist you—and then help to deliver services that are tailored to your expectations.

## **Simplifying your role as individual trustee**

As an individual trustee, you are responsible for both the investment of trust assets and complying with all administrative and reporting requirements. At Merrill Lynch, we can design a solution that provides as much or as little support as you want. For investment support, you can work closely with your Financial Advisor or Private Wealth Advisor, who provides access to the full range of Merrill Lynch investment capabilities—or Merrill Lynch Trust Company professionals can manage trust assets for you. These trust professionals can provide fiduciary oversight and prudent investor experience to assist you. And we can also offer you administrative capabilities that include principal and income accounting as well as a choice of fiduciary income tax preparation, bill payment, charitable trust administrative services and distribution and valuation assistance.

## **Delivering comprehensive capabilities as corporate trustee**

If you are establishing a trust, or you are seeking a co-trustee or successor trustee, Merrill Lynch Trust Company can serve as

corporate trustee, providing a complete range of investment and administrative services in a fiduciary capacity. Benefits include full trust administration and discretionary asset management. We also offer administrative trustee services, which allow you to manage trust assets while we assume fiduciary responsibility for trust administration.

## **The value of a corporate trustee**

While it is common to name a family member or friend as trustee, a corporate trustee like Merrill Lynch Trust Company can offer important advantages. Serving as sole trustee or working as co-trustee with an individual, Merrill Lynch Trust Company brings a level of technical and administrative expertise that most individuals cannot be expected to develop. Further, an individual trustee can encounter unexpected conflicts in dealing with beneficiaries with whom he or she also has a personal relationship. Our trust professionals will carry out the provisions of the trust with objectivity as well as sensitivity. Of equal importance, Merrill Lynch Trust Company offers continuity—the ability to serve as trustee for the full term of the trust, be it years or generations.

## **Trust Services at Merrill Lynch**

Aligning our capabilities with your needs

Supporting individual trustees

Offering comprehensive corporate trustee services

Crafting personalized trust and investment solutions

Expertly administering trusts and estates

At Merrill Lynch, we can design solutions that provide as much or as little support as you want.



# Supporting your trust with exceptional investment capabilities



The investment strategies for trusts are as diverse as the goals of individuals who establish them and the needs of trust beneficiaries who rely upon them. At Merrill Lynch, our specialists help you select the right strategy from among our proven investment options.

In addition, as a pioneer of “open architecture,” we offer you access to a range of carefully selected, specialized third-party managers, a significant advantage in developing a diversified portfolio. Many of the capabilities available to you are of a caliber usually reserved for institutional investors. Whether you seek a trustee to assume complete responsibility for the management of trust assets or choose to work with your Financial Advisor or Private Wealth Advisor to access our extensive investment platform, Merrill Lynch can craft an approach that works best for your trust.

## Complementing the role of individual trustee

If you are an individual trustee, you may want to retain responsibility for investment decisions. We will work to align our investment resources with the goals of the trust’s creator, selecting an investment platform and asset allocation that will meet the needs of trust beneficiaries. Our investment solutions include:

- A full range of asset classes and investment types, from traditional investments (stocks, bonds and mutual funds) to more innovative and structured products;
- The services of a broad range of third-party money managers who have been carefully screened by Merrill Lynch investment professionals; and

- Alternative investments for qualified trusts.

## The convenience and confidence of discretionary asset management

When you choose Merrill Lynch Trust Company for discretionary asset management, we will select and monitor investments in your trust, or select and monitor third-party managers, according to prudent investor rules and the unique asset management provisions of your trust document. Our trust investment specialists can build and oversee a comprehensive investment strategy and then allocate assets in the best interests of the trust’s beneficiaries. Our investment options include:

- Managed accounts in a broad range of styles, which can be diversified by investing in individual securities, mutual funds, or exchange traded fund (ETF) portfolios for exposure to market segments and sound risk management;
- Fiduciary-appropriate, third-party money managers;
- Financial Advisors who offer customized trust portfolio management; and
- Select alternative investments for qualified trusts, and, when appropriate, real estate and other special assets.

## The investment resources of Merrill Lynch

Investment guidance or discretionary asset management

Trust-certified Financial Advisors

Asset allocation and prudent investor expertise

Broad range of third-party managers

Alternative investments

We align our investment resources with the goals of the trust’s creator.







# A relationship that endures over time



Merrill Lynch offers you a comprehensive array of financial capabilities that can enhance your sense of financial security.

Your Merrill Lynch Financial Advisor or Private Wealth Advisor can align and integrate these resources in the way that most effectively benefits you, and that helps you achieve not only the goals of your trust, but also of your life.

## **Capabilities that match your vision**

Your Merrill Lynch Financial Advisor or Private Wealth Advisor becomes an essential partner who understands and appreciates your hopes, needs and objectives. He or she can combine this knowledge with financial expertise and the global capabilities of Merrill Lynch to bring your vision to life.

## **An integrated approach to your financial needs**

Your Financial Advisor or Private Wealth Advisor offers you an integrated approach that brings together industry-leading products and services from within Merrill Lynch and beyond to address your financial needs. These resources span investment management, estate and retirement planning, banking and credit—all carefully coordinated in a disciplined and comprehensive wealth management strategy.

## **A resource for future generations**

Achieving your vision requires a relationship that can endure. Merrill Lynch has the strength to fulfill your commitments for years to come, offering your heirs and beneficiaries advice, investment management and financial services that can preserve and enhance wealth management.

We align  
and integrate  
our resources  
to help you meet  
your goals.



Discuss the needs and goals of your trust with your Merrill Lynch Financial Advisor or Private Wealth Advisor. He or she can provide much more information on our trust and investment services, and help tailor our broad range of capabilities to your financial objectives and personal aspirations.

Any information presented about tax considerations affecting client financial transactions or arrangements is not intended as tax advice and cannot be used for the purpose of avoiding any tax penalties. Neither Merrill Lynch nor its Financial Advisors provide tax, accounting or legal advice. Clients should review any planned financial transactions or arrangements that may have tax, accounting or legal implications with their independent, professional advisors.

<sup>1</sup>Source: Bank of America. Merrill Lynch Global Wealth Management (MLGWM) is part of the wealth and investment management division of Bank of America Corporation. MLGWM consists of multiple entities/divisions, including Merrill Lynch Wealth Management (North America and international), Merrill Lynch Trust Company and Private Banking & Investments Group. As of September 30, 2010, MLGWM entities had approximately \$322.9 billion in trust assets. Trust assets consists of the following assets of trust clients held in their MLGWM accounts: assets under management (AUM) of MLGWM entities, client brokerage assets, assets in custody of MLGWM entities, and deposits of MLGWM clients held at Bank of America, N.A. and affiliated banks.

<sup>2</sup>Delaware Trust services are provided by U.S. Trust Company of Delaware, a wholly owned subsidiary of Bank of America Corporation.



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