Relax, I’m a Professional Fiduciary: Finding the Right Fiduciary

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- 2016 – Herman / Davis / Grissom
- 2017 – Herman / Davis / Grissom
- 2018 – Herman / Davis / Grissom
- 2019 – REUTER / Herman / Davis
Relax!
Corporate Fiduciaries

• WHAT
  – Corporation authorized to act as trustee or other fiduciary
  – Trust company or bank trust department
  – May be state- or national-chartered

• HOW
  – Designated under will/trust document
  – Appointed by grantor or other trustees

• WHY …
10 Reasons to Use a Corporate Trustee
1. Obedience

- True to the document
- Follows the terms closely
- Will honor and respect your intentions
2. Experience

- Dealing with variety of real-world situations that may affect a beneficiary
  - Paying for school
  - Buying a house
  - Medical emergencies
  - Fighting substance abuse
3. Knowledge

• Rules and procedures to follow in administration of trusts/estates
  – Probate
  – Gathering asset information
  – Expenses
  – Notices to beneficiaries/creditors
• From beginning to end
4. Advice

• Team of advisors in most cases
• With different specialties to help serve various aspects of the trust/estate
  – General administration
  – Investment advisors
  – Tax advisors
• All under one roof
5. Resources

• Significant resources available to help best manage a trust/estate
  – Staffing
    • Trust/estate administrator
    • Investment advisor
    • Tax return preparer
  – Banking
  – Technology
6. Efficiency

• Helps minimize mistakes or errors prone by non-professional individuals
  – Could save in costs/expenses from complications in legal proceedings
  – Could save time in legal proceedings after death and other administration matters
7. Consistency

• Can provide a sense of continuity in the administration of trusts
  – Longevity of institutions versus the inevitable rotation of individuals serving as successor fiduciaries
8. Impartiality

- Not partial in handling fiduciary duties
- Won’t play favorites
  - Avoids situations where family member may be easily swayed in decision-making because of family relationships
9. Protection

- Lower risk of losing assets due to theft or wrongdoing by unscrupulous individuals
- Required to be adequately insured in the event of any loss of assets
- Deeper pockets
10. Professionalism

• Takes responsibilities seriously
  – Well-organized
  – Diligent
  – Timely
  – Communicative

• May be held to a higher standard of care due to level of expertise and skills
Thank You!

See you in 2026!

For more, check out our Preservation blog entry at: