Why Name a Corporate Successor Trustee?

One of the most important steps in establishing a trust is determining who will serve as Trustee—and equally important, as Successor Trustee. Naming a Successor Trustee ensures that the Grantor’s wishes will continue to be carried out should the original Trustee be unable to perform his or her duties due to time constraints, incapacity, or death. If a family member or close friend is named as Trustee, any of these things may happen, leaving the trust without a Trustee that has been personally chosen by the Grantor. Naming a Corporate Successor Trustee provides further security.

Corporate Trustees are not mortal and do not become sick, incapacitated, or die. The trust Grantor and beneficiaries can expect continuous administration of the trust without disruption. Corporate Trustees are regulated and monitored by government agencies, thus assuring that the trust administration remains in compliance with all applicable rules and regulations ongoing. Corporate Trustees have strong knowledge of the administrative complexities of trust management, and they can devote their full time and attention to the business of trust services.

The Advisory Trust Company of Delaware (“Advisory Trust”) is a proven Trustee with decades of experience serving in this capacity. Because we do not provide any investment management services, helping your clients name Advisory Trust as Successor Trustee, rather than a competing firm, will enable you to continue to manage the trust’s assets should the need for a Successor Trustee arise.

Trustee Services We Provide

While each trust is unique and managed to its specific terms, our administrators typically perform some or all of the following services:

- Document review to assure compliance with all trust provisions
- Calculation and disbursement of income and other distributions
- Management of discretionary disbursements with sensitivity and compassion
- Preparation of annual accountings for court supervised accounts
- Preparation and filing of fiduciary income tax returns
- Annual asset valuation
- Coordination with attorneys, accountants, and financial advisors
- Preparation of quarterly trust reports
Our business model works best with trusts that are primarily made up of marketable securities, such as stocks, bonds, exchange-traded funds, mutual funds, and cash. Estates and trusts that hold commercial real estate, rental property, and other non-traditional investments will be reviewed thoroughly to determine the structure that would best fit our model when administering these types of assets.

At Advisory Trust, we do not provide estate settlement services and do not serve as a personal representative or executor.

**Process**

To assist your clients and their attorneys when naming Advisory Trust as Successor Trustee in the estate planning documents, we will provide a sample of the recommended language we prefer to see. This language should not be used verbatim but should serve as a guideline when drafting the client’s estate planning documents. This type of language should be included in the client’s documents in order for Advisory Trust to accept the trust when it comes time to act as Successor Trustee. There is no fee associated with naming Advisory Trust in the client’s documents; our schedule of fees only comes into effect at such time that we would be required to act.

At the time that Advisory Trust is called upon to act as Successor Trustee, the trust will need to go through our standard acceptance process in order for us to determine if we will accept it and serve in that capacity.

**Communication**

While we do communicate with Grantors and beneficiaries when serving as Trustee, the Financial Advisor continues to serve as the primary point of contact with the client, providing ongoing communication and support.