

ABOUT WEST COAST TRUST COMPANY

Selection of a trustee is an important and sometimes difficult decision.

The duties of a Trustee are much the same today as in times past when exploring English noblemen entrusted their family lawyer with the protection of their assets until their return.

Today each person has unique family, investment and business considerations. Combined with the fact that trusts last for one or more generations, selection of the best trustee is an important decision.

The following information is provided to help you and your professional estate planning advisors select the best option for your circumstances.

As you make this important decision we want you to know that West Coast Trust takes its trustee duties very seriously. You can rely on our expertise and sensitivity to handle your financial affairs now and well into the future. We welcome your call for more information.

West Coast Trust Company is an affiliate of West Coast Bancorp. Working as a team of professional advisors, our mission is to find smart solutions that help individuals and business owners acquire, manage, and transfer wealth. Today, we are the oldest community bank offering trust services in both Oregon and Washington. Encompassing over 200 years of combined experience and representing best of class asset managers, West Coast Trust embodies the mission of West Coast Bank: high touch service along with best of class products.

Please feel free to evaluate our firm's capability against that of others, especially those whose trust offices are located far away from you. We're confident you'll find West Coast Trust Company your best choice for locally based trust services. Rank each capability from 1-10 and double the score for those areas that are particularly important to you.

TRUSTEE CHECKLIST

Critical Capabilities	West Coast Trust Company	Alternative
Availability	_____	_____
Impartiality	_____	_____
Financial Security	_____	_____
Investment Performance	_____	_____
Business Sophistication	_____	_____
Accounting & Tax Expertise	_____	_____
Recordkeeping & Reporting	_____	_____
Sensitivity to Beneficiaries	_____	_____
Total	_____	_____

Professionally managed investments are not FDIC insured, have no financial institution guarantee, and are subject to investment risk, including potential loss of principal.

WHY CHOOSE A LOCAL CORPORATE TRUSTEE

THE DUTIES OF A TRUSTEE

WHAT TO LOOK FOR IN A TRUSTEE

TRUSTEE EVALUATION CHECKLIST



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UNDERSTANDING THE DUTIES OF A TRUSTEE

Administrative Set-up | The trustee is responsible for setting up the trust, including transferring all of the assets into the trustee's name, obtaining a tax identification number from the IRS, opening bank accounts, inventorying and reviewing assets, and setting up all tax records.

Investment Duties | The trustee must adopt a formal investment policy, taking into account the investment directions and restrictions given to the trustee in the trust agreement. The investment policy must account for the needs of both the current and future beneficiaries. Funds must be skillfully invested at all times and meticulous records kept of all transactions according to trust regulations.

Trustee Authority | Many trustee powers are given by state law. A trustee must be familiar with these laws and any additional powers given to it by the grantor of the trust.

Services to Beneficiaries | The trustee is responsible for applying funds for the benefit of the beneficiaries. When they are minors or incapacitated, the trustee exercises its discretionary powers to provide for their support, health or education.

Tax Accountability | Personal trusts are taxable entities, and the trustee is responsible for filing all taxes on time and for full payment of taxes owed.

Ethical Standards | A trustee owes its undivided loyalty to all the beneficiaries of the trust. It must maintain confidentiality and impartiality at all times. A trustee cannot delegate its duties to a co-trustee or beneficiary. All information about the trust must be disclosed to the beneficiaries.

Distribution of Trust | Assets of a trust must be distributed by the trustee according to its terms. The trustee must obtain receipts from all beneficiaries, and the court where necessary, before closing the trust.

CONSIDER THESE CAPABILITIES WHEN SELECTING A TRUSTEE

Availability | Will your trustee be available and easily accessible during the entire term of the trust? What time zone do they operate in?

Investment Performance Track Record | How does the trustee's track record compare to that of peers? What resources are available for investing your money?

Accounting and Tax Planning Expertise | Does your trustee understand the accounting procedures, compliance requirements and planning opportunities that would apply to your trust?

Sensitivity to Beneficiaries | Will your trustee be flexible enough to accommodate the special needs of your family?

Impartiality | Does your trustee have the ability to say "yes" and "no" to all beneficiaries, without playing favorites?

Financial Security | Where are the checks and balances on the trustee?

Business Sophistication | If you own a business, does your trustee have experience running a business? How would your trustee dispose of it?

Recordkeeping and Reporting | How will your trustee prepare accounting records and report information to you or your beneficiaries? Is information available on-line?

NOW CONSIDER WEST COAST TRUST COMPANY'S CAPABILITIES

→ As the only locally-owned community bank offering trust services in **Oregon and Washington**, our Trust staff is readily available to meet with clients and their professional advisors.

→ West Coast Trust employs **best-of-class, independent asset managers** for our clients. Using our institutional buying power, we deploy the nation's most **sophisticated investment tools** to efficiently manage our clients' assets.

→ Our trust professionals have over **200 years of combined experience** in estate planning and tax. Our people are experts in trust accounting and tax law and in the execution of estate plans.

→ Our size lends itself to flexibility. **Decisions are made locally** to meet the unique needs of our clients.

→ To ensure impartiality, our trust **professionals work together** to consider discretionary requests.

→ As a state chartered trust company, we're **audited** internally and by external examiners.

→ Having managed some of the nation's largest financial institutions, the executive team of West Coast Bank and Trust has extensive **experience with businesses of all types**.

→ With the Innotrust Accounting System, we prepare accounting reports, and offer **online account information** to our clients.