

Investors Trust

Investment and Trust Services

Frequently Asked Questions

Trust Questions

1. Will you serve as my current trustee?

Please call us at 919-945-2600 if you need a trustee to start serving today or in the near future.

2. Will you serve as an investment agent to a trustee?

Yes. If you hired us now as your investment agent, you would remain as the current trustee and we would manage your Revocable trust and IRA assets. Even though we aren't the current trustee, we still have a fiduciary obligation from an investment perspective. Hiring us will ensure professional investment management without disruption, should you become incapacitated/die and name us as successor trustee. This transition can be easier when we already manage most of our client's assets and have a clear understanding of their goals, bills, family dynamics, and lifestyle.

Whether we end up serving as your current investment advisor or future trustee, you will have a local team to certify your assets are preserved, protected and used for you and your families' best interest. Our fees are all inclusive, which includes paying and reviewing bills, managing all trust assets, filing fiduciary tax returns, preserving and protecting the assets with a diversified portfolio, maintaining or selling real estate, and most importantly understanding the needs of the beneficiaries.

3. Will you serve as my successor trustee?

You are welcome to name us in the trust document in a successor trustee capacity. A formal review will take place at the time our services are needed. We will review previous Trust activity, asset, instructions, and our ability to serve. In this case, no fees are charged until we start serving as trustee.

4. Will you accept responsibility today for a future successor trustee appointment?

A lot can change between now and the time you need a successor trustee. We cannot commit to an appointment in the future or guarantee that we will serve under unknown circumstances.

5. Do you require a current relationship to serve as a successor trustee?

No, although this is highly preferred. We are more likely to accept future fiduciary appointments when we know the family and have a longstanding relationship with the grantor.

6. Will you serve in a directed trustee or delegated trustee capacity where another firm manages the investments but you serve as trustee?

Not usually. Since we have in-house investment management expertise, we do not serve as trustee while hiring outside investment managers as agents.

7. Can you draft my trust agreement?

No. Only a qualified attorney engaged for legal services may draft legal documents. Investors Trust can recommend a few attorneys whose practice focuses exclusively on trust and estate services.

8. Can you serve as trustee for a trust situs outside of North Carolina?

No. We are licensed in the state of North Carolina and can only serve as trustee under NC situs trusts. The trust agreement typically dictates the situs of the law governing the governing instrument.

9. Can you serve as a trustee where the beneficiaries reside outside of North Carolina?

Yes. We have beneficiaries who reside outside of North Carolina.

10. Will you serve as a co-trustee?

Yes. We prefer to partner with someone who knows the beneficiary's personal needs.

11. Will you serve as executor? Do you have a separate executor fee schedule?

Not usually. We have only served as executor on a few occasions where an existing client did not have any surviving family members or anyone else to close their estate. When we do serve as executor, we will often engage our client's attorney and CPA to assist with court and tax filings.

12. Will you serve as a trustee for a Special Needs Trust ("SNT")?

All trustee appointments are reviewed on a case-by-case basis. We do serve as SNT trustee when the corpus size is commensurate with the assumed risk. For example, we generally seek a SNT account size of \$3 million or greater. Investors Trust cannot serve as guardian, conservator, or power of attorney. It is important to distinguish these roles from a trustee.

13. Will you accept assets not traded on the stock or bond market such as real estate, business interests, farm land, or collectibles?

Yes, though all trustee appointments are reviewed on a case-by-case basis.

14. How should my attorney reference Investors Trust in the legal document?

We should be referenced as "Investors Trust Company of Chapel Hill, NC." We prefer language allowing us to engage agents as needed (CPA, Property Manager, Insurance agent, or Attorney). We also like to see standard language allowing for trustee resignation or removal and replacement.