

Baker Avenue
WEALTH MANAGEMENT

Trust Administration Essentials

From Estate Settlement to Ongoing Trust Oversight



**ESTATE PLANNING,
DIRECTOR**

Simon Mayali,
JD, LL.M



**WEALTH ADVISOR,
DIRECTOR**

Glen Rives,
JD, CFP®



**WEALTH ADVISOR,
MANAGING DIRECTOR**

Jonathan Bernstein,
JD, LL.M, CFP®

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Welcome & Introductions

Simon Mayali, JD, LL.M, Estate Planning, Director

As BakerAvenue's Director of Estate Planning, Simon Mayali works with clients to identify their estate planning goals and options and helps them understand the complexities of estate and gift taxation. He began his career as an attorney in Chicago, where he developed a passion for helping clients plan for the future and navigate the intricacies of estate administration. He later obtained his LL.M in taxation with a focus on estate planning from Northwestern School of Law. He is a member of the San Francisco Bar Association and is licensed to practice law in California, Illinois, Texas, and Washington D.C.

Glen Rives, JD, CFP®, Wealth Advisor, Director

Glen has been helping clients plan their futures for over 25 years, providing comprehensive wealth management, financial planning, and coordination of a client's financial life with strategic partners such as estate attorneys and CPAs. He practiced estate and probate law in Texas for several years before becoming a wealth advisor and has worked for both small RIAs and large financial institutions over his professional career.

Jonathan Bernstein, JD, LL.M, CFP®, Wealth Advisor, Managing Director

Jon has over twenty years of professional experience advising individuals, families, and businesses. Prior to joining BakerAvenue, Jon spent ten years at Fidelity Investments, both as a Financial Consultant and as a Vice President on the Advanced Planning Team. Before Fidelity, Jon worked as an attorney in New York and New Jersey with a focus on tax law, as well as representing financial services firms.



TODAY'S
DISCUSSION

1

Welcome & Introductions

2

The Trust Administration Process &
Probate Comparison

3

The Corporate Trustee Advantage

4

The Power of Jurisdiction

5

Q & A

Purpose. Passion. Performance.

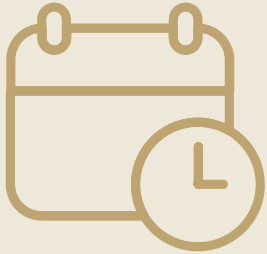
Polling Question #1

Have you previously settled an estate?

The Trust Administration Process

Basic Trust Admin Considerations

Taking a Measured Approach to Will and Trust Decisions



PATIENCE OVER
URGENCY

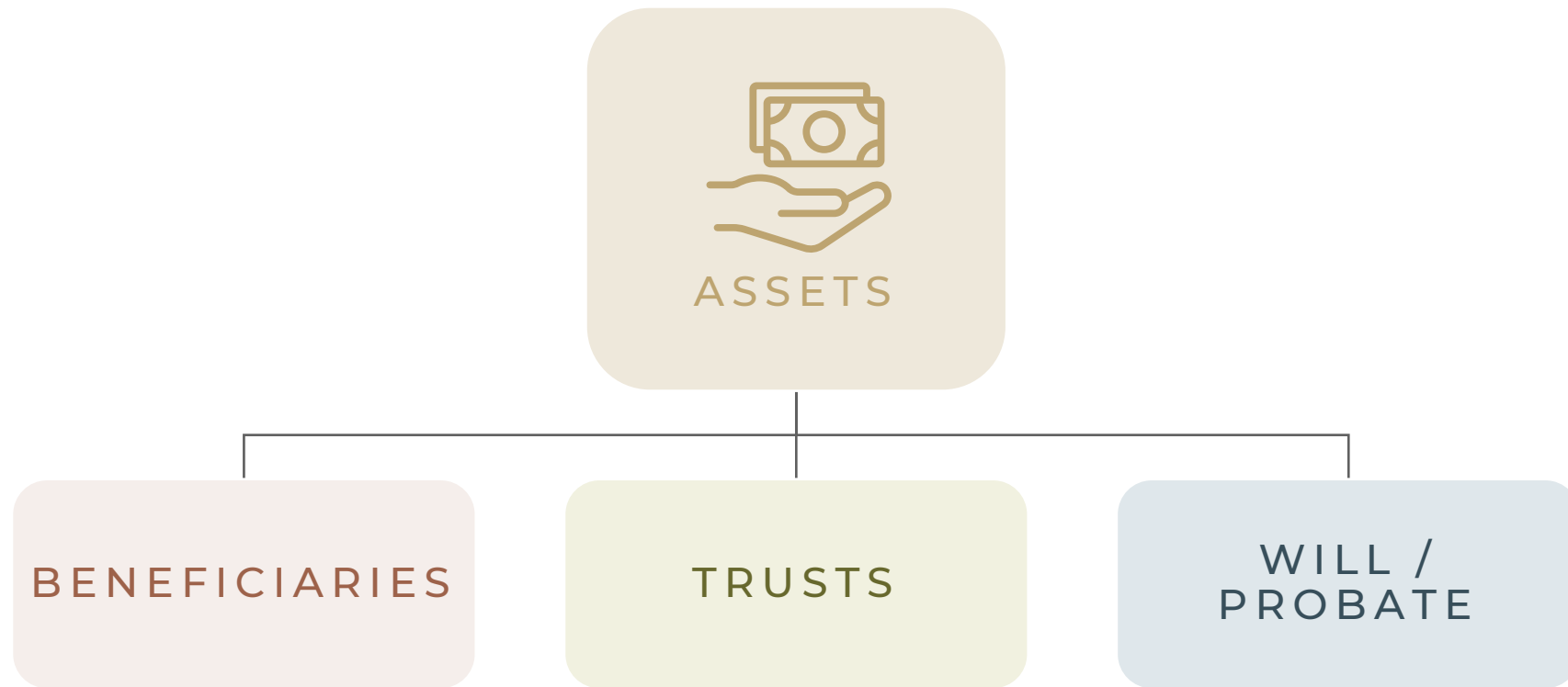


TRUSTED
PROFESSIONAL
SUPPORT



FAMILY DYNAMICS
& EMOTIONAL
COMPLEXITY

Settling an Estate



Beneficiaries vs. Trust vs. Probate



BENEFICIARY DESIGNATIONS

- **Named recipients provide clarity** by identifying beneficiaries in advance
- **Direct and timely transfer reduces delays** by allowing assets to pass directly to beneficiaries without court administration



TRUST PLANNING

- **Control retained across generations** by governing how, when, and for what purposes wealth is distributed
- **Formal fiduciary framework** that defines duties, discretion, and accountability for any trustee
- **Private, court-free administration** that operates outside probate and public record



PROBATE PROCESS

- **Court supervision adds complexity** by requiring judicial oversight to validate documents and oversee asset distribution
- **Time and expenses increase** as court timelines, legal fees, and administrative costs can delay distributions
- **Public process reduces privacy** because filings and asset details generally become part of the public record

Polling Question #2

Have you ever encountered someone
who inherited money but wasn't ready
for it?

Ongoing Trust Administration

One of the **most critical decisions** clients need to make is **appointing the trustee.**

INDIVIDUAL TRUSTEE



PROFESSIONAL TRUSTEE



The Corporate Trustee Advantage

The Myth of the “Honored” Family Member

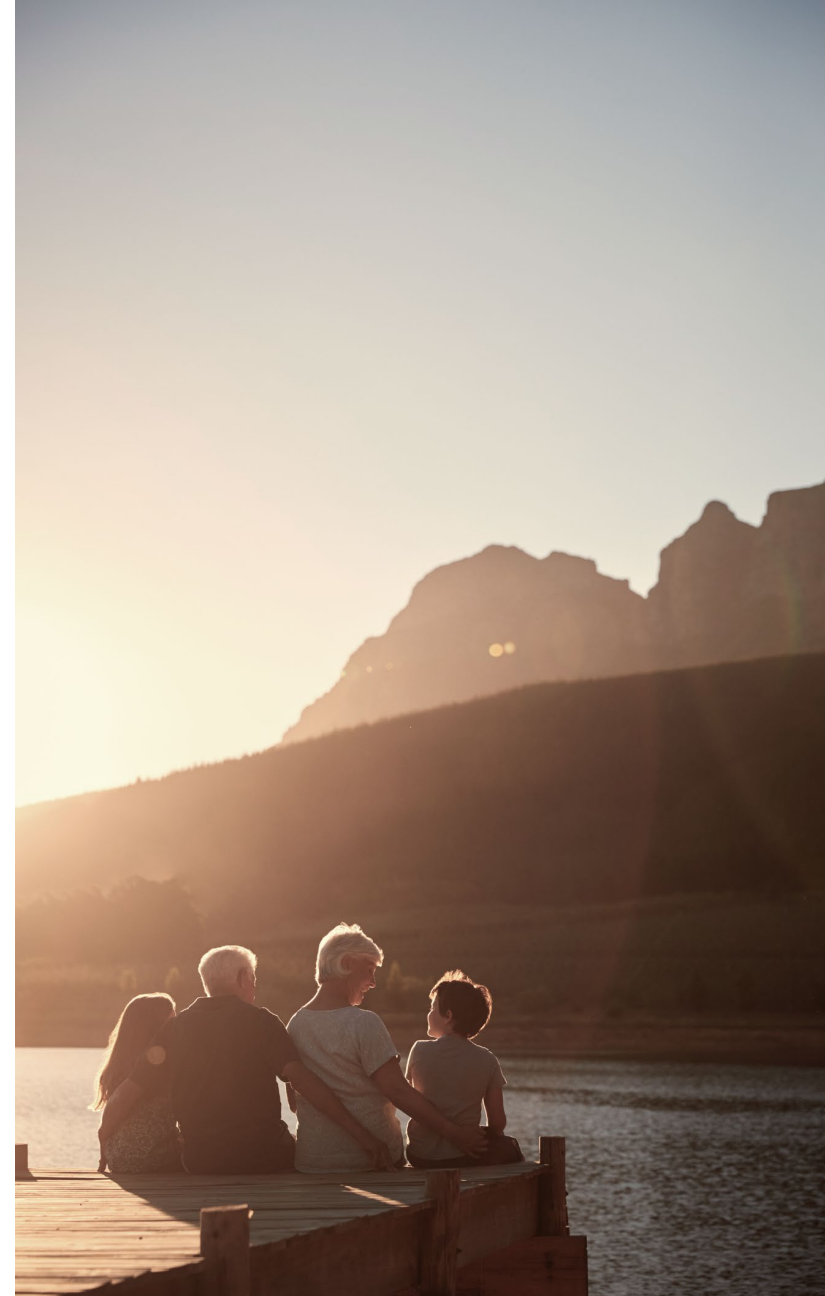
Being named as trustee or executor for a family member’s trust and estate is often considered a great honor.

However, the reality is that trustee duties may not be for everyone:

- Naming a loved one or a friend may seem like the best choice, but administering an estate is very time-consuming and complex
- Trustee may not be ready for the responsibilities
- Grief, family dynamics, and the legal burden of administration can cause difficulties

Lifelong trust administration is stressful.

A corporate trustee can help alleviate that stress.



Characteristics of a Corporate Trustee

INDEPENDENT TRUST COMPANIES

BAKERA VENUE TRUST COMPANY (BATC)



OBJECTIVE IMPARTIALITY

- **Objective impartiality** enforces the trust by acting solely in accordance with trust terms (can play the “bad guy” when needed)



FIDUCIARY EXPERTISE

- **Consolidated fiduciary expertise** strengthens outcomes through specialization in complex and multigenerational trust administration



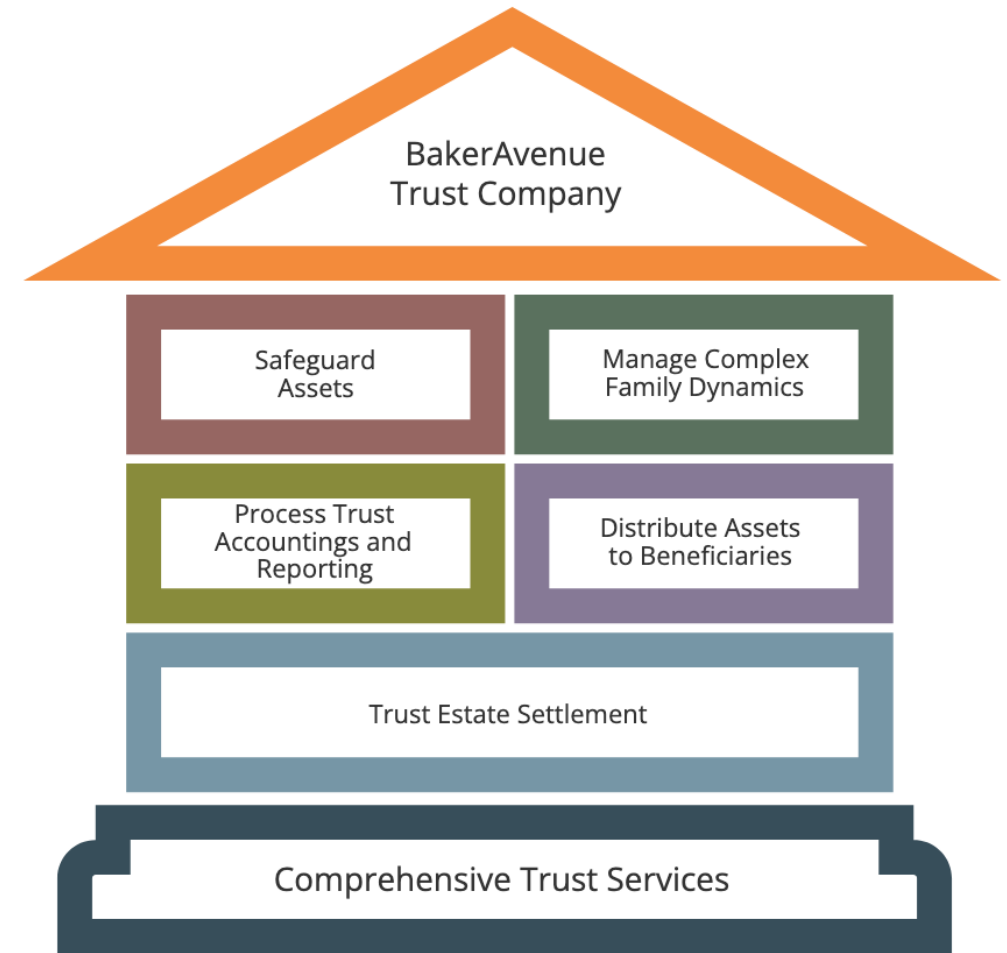
RISK MITIGATION & LONGEVITY

- **Risk mitigation is built into the structure** by supporting continuity and reducing disruption as trustees or institutions change
- **Longevity is supported by state trust law**, with terms and timelines defined by the governing jurisdiction

BakerAvenue Asset Management, LP is a Trust Representative Office of National Advisors Trust Company (NATC) and National Advisors Trust of South Dakota, Inc. (NATSD) doing business as BakerAvenue Trust Company.

Summary of Services

- The BakerAvenue Trust Company model provides you with control, flexibility, and confidence while offloading fiduciary responsibilities to the experts.
- Our team provides you with a single point of contact, allowing you to maintain your trusted relationship with BakerAvenue while we manage the administration behind the scenes.
- The Corporate Trustee Model handles the investments, trust distributions, and administrative duties.



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The Power of Jurisdiction: The South Dakota Advantage

Generational Wealth Preservation Through Long-Term Trusts

Case Study 1

CLIENT PROFILE & CHALLENGE

- Client with taxable estate decided to create irrevocable trust for descendants while client is still living
- Client lives in CA, which has rules against perpetuities for trust duration and requires notice to beneficiaries of existence of trust
- Client established the trust in South Dakota, which allows the trust to last multiple generations and be silent (beneficiaries do not know it exists)

THE SOUTH DAKOTA ADVANTAGE

- Dynasty Trusts and Privacy: South Dakota's premier "**Quiet Trust**" statutes that maximize family privacy
- Abolition of the "**Rule Against Perpetuities**" – allowing wealth to grow free of estate tax for generations

Polling Question #3

Do you or your heirs live in a high-income-tax state?

No State Tax on the Sale of Assets in Trust

Case Study 2

CLIENT PROFILE & CHALLENGE

- Client with taxable estate decided to create irrevocable trust for descendants while client is still living
- Client lives in high income tax state and is concerned about privacy
- Client established the trust in South Dakota, which does not impose state income tax on the trust and has the most comprehensive privacy statute in the U.S. for trust matters

THE SOUTH DAKOTA ADVANTAGE

- South Dakota levies no state income tax
- A South Dakota corporate trustee may potentially shield undistributed trust income and capital gains from steep state taxes

The South Dakota Advantage

Utilizing a corporate trustee to obtain jurisdiction in another state can provide several advantages from an estate planning perspective.

- Perpetual trust duration
- Strong privacy protections
- Favorable asset-protection rules
- Flexible administration
- Potential income tax advantages

You don't have to live in South Dakota to take advantage of its laws; you just need a corporate trustee that lives there.



Q & A

Thank You

For additional questions or to schedule an introductory consultation, please contact us at
bakerave.com/contact or email us at info@bakerave.com



Purpose. Passion. Performance.

Since 2004, BakerAvenue has guided clients through personal and professional transitions. Our firm provides comprehensive wealth management and investment expertise for high-net-worth individuals, families, trusts, foundations, and endowments. We're headquartered in San Francisco with offices in New York, Dallas, Houston, San Diego, Atlanta, and Naples.