The Laird Norton Trust Companies: Our Role As Trustee

Since 1967, LNW has served as trustee for trusts established by our clients, often working with multiple generations within families.

When one of the Laird Norton trust companies is designated as trustee – either the *Laird Norton Wetherby Trust Co.* based in Washington State or the *LNW Trust Company of South Dakota* -- we apply all our expertise and resources to ensure that the trust is administered and managed at the highest level of care and professionalism, now and for generations to come.

Below is a summary of the key duties and responsibilities we undertake as trustee.

Legal responsibility for trust assets. As trustee, we are legally authorized to conduct the transactions and procedures required to manage and oversee assets in the trust. In all the work we do as trustee, we are bound by the fiduciary standard, meaning we are legally obligated to act in the best interest of the trust beneficiaries, the highest standard of care.

Investment and asset management. If we are designated as the asset manager, as well as the trustee, we manage the assets within the trust, guided by an Investment Policy Statement (IPS) developed explicitly for the trust. The IPS reflects a specific level of targeted investment risk and return based on the intended longevity of the trust, the desired distribution levels, and other purposes of the trust to the extent they impact how trust assets are invested. Over time, a trust can contain not just financial assets, but also real estate, collectibles and shares of a business or partnership interests, some of which could be located in different states or even outside the U.S. We are able to manage a wide variety of asset types, including the associated tax reporting.

Trust administration. As custodian of trust assets, we collect income, oversee expenses, conduct principal and income accounting, tax reporting, and prepare all trust-related regulatory documents. Periodically, our trust operations are examined by the regulatory agencies in the states in which our two trust companies are chartered.

Support and advising of beneficiaries (as needed). We work closely with each beneficiary of a trust to help them make informed decisions about the use of trust distributions in context of their needs and aspirations. Our Trust Advisory Committee (TAC) meets regularly to review and analyze non-ordinary requests and to make recommendations to the beneficiaries. The TAC consists of senior members of our leadership and client service teams.

Legacy and estate planning. We strategize with client families and their outside advisors about how the trust can be part of an integrated estate planning strategy. Our in-house experts on estate planning advise on how other types of trusts and strategies can be used alongside any existing trust(s) to optimize control, asset protection, privacy, tax efficiency and the creation of a legacy that can last for many generations.

Facilitation of asset transfers. We can advise on optimal ways to transfer assets to the trust (and when applicable, from the trust) in order to maximize tax-efficiency and expediency, while supporting the people and causes the trust was intended to benefit.

Detailed and timely reporting. Through our firm's client portal, we provide clients with online access to trust financials at all times, including investment performance, distributions, tax documents, asset allocation reports and more.

Trusts are a powerful wealth planning tool. We are here to help you use trusts as effectively as possible, and most importantly to execute your wishes for your loved ones and the organizations you care about as expressed through the trust. Please feel free to contact us to learn more about LNW trust services.

ABOUT LNW

LNW Advisors services support exceptional families and individuals seeking to activate the full potential of their wealth. To help turn lifetime ambitions and multigenerational aspirations into reality, Laird Norton Wetherby (LNW) brings to each client a high level of care combined with deep expertise in wealth and legacy planning, investments, and trust and estate services.

Offering both RIA (Registered Investment Advisor) and trust services, LNW is committed to providing clients with unbiased, independent guidance and solutions. LNW has offices in Seattle, San Francisco, New York, Los Angeles and Philadelphia, as well as an affiliated trust company in South Dakota, empowering clients across the U.S. and around the world.

LNW is owned by employees and majority owned by Laird Norton Company, one of the longest-sustained family enterprises in the United States. To learn more, please visit LNWAdvisors.com

LNW

PERSONAL WEALTH ADVISORY BY
Laird Norton Wetherby

DISCLOSURES

LNW refers to Laird Norton Wetherby Trust Company, LLC, a State of Washington chartered trust company; LNW Trust Company of South Dakota, LLC, a state of South Dakota charted trust company; and two investment advisers registered with the Securities and Exchange Commission, LNW Wealth Management, LLC and Laird Norton Wetherby Wealth Management, LLC.

This presentation includes candid statements and observations regarding investment strategies, individual investments, economic and market conditions; however, there is no guarantee that these statements or forecasts will prove to be correct. These comments may also include the expression of opinions that are speculative in nature and should not be relied on as statements of fact. LNW views and opinions regarding the investment prospects of our portfolio holdings include “forward looking statements” which may or may not be accurate over the long term. While LNW believes there is a reasonable basis for the appraisals and there is confidence in our opinions, actual results may differ materially from that was anticipated.

All investments involve a level of risk, and past performance is not a guarantee of future investment results. The value of investments and the income derived from them can go down as well as up. Future returns are not guaranteed, and a loss of principal may occur. All investment performance can be affected by general economic conditions and the extent and timing of investor participation in both the equity and fixed income markets. Asset allocation, due diligence, and diversification do not guarantee a profit or protect against a loss.

This presentation is not intended as investment advice; LNW offers investment advice only on a personalized basis after understanding the client’s individual needs, objectives, and circumstances. The information presented herein does not constitute and should not be construed as legal advice or as an offer to buy or sell any investment product or service. Any accounting, business or tax advice contained in this presentation is not intended as a thorough, in-depth analysis of specific issues, nor a substitute for a formal opinion, nor is it sufficient to avoid tax-related penalties. Any opinions or investment planning solutions herein described may not be suitable for all investors nor apply to all situations. All opinions expressed are those of LNW and are current only as of the date appearing on this material.

A benchmark or index is an unmanaged statistical combination of securities designed to be representative of the performance of an asset class, sector, or investment style. Indices are shown for informational purposes only and it is not possible to invest directly in an index.

Indices are not subject to management fees. Comparisons between a composite or a portfolio and an index or benchmark are unreliable as performance indicators and should not be considered indicative of the performance that may be experienced in a particular managed portfolio.

Certain information herein has been obtained from public third-party data sources, outside funds, and investment managers. All data presented is current only as of the date shown. Although LNW believes this information to be reliable, no representation or warranty, expressed or implied, is made, and no liability is accepted by LNW or any of its officers, agents or affiliates as to the accuracy, completeness or correctness of the information herein contained.

Should a reader have questions regarding the applicability of information presented to her/his individual situation, she/he is encouraged to consult with the professional adviser of her/his choosing. A copy of LNW’s current ADV Part 2 & 3 discussing our advisory services, fees, and other relevant information is available upon request. LNW recommends individuals visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.