

TRUSTEE BENEFITS

WELLS
FARGO



EDUCATE YOUNGER GENERATIONS

Gen X and Gen Y are typically more inclined to be involved with their parents in the estate planning process than previous generations.

For millennials, trends show that:¹

- Nearly 60% are already saving for retirement
- About 34% carry student loan debt, with a median balance of about \$20,000
- Millennials are expected to benefit financially from intergenerational wealth transfer from their parents and grandparents



COACH TO WEALTH TRANSITION

Studies have shown that teaching financial literacy early is key. On average, structured financial education begins at age 27. Yet starting earlier leads to higher confidence, with 66% of those who began before age 18 rating themselves as confident.²

Trusts can be used as an educational tool to:

- Discuss distribution standards for health, education, maintenance, and support
- Review alternative trust structures, such as a minor's trust
- Create incentive trusts



OFFER SUPPORT AND CONTINUITY

A highly personalized trust with very specific provisions reflecting the settlor's intent and trust purpose can be drafted.

However, it's also critical trustees are prepared to support future wealth recipients by partnering with other financial professionals to continue the education and wealth transition process.



EXECUTE YOUR PLAN

Keeping beneficiaries well-informed about your estate plan at different life stages can be accomplished by leveraging the services of a corporate fiduciary. Key benefits include: Regulation and oversight; availability of specialty services; objectivity; continuity across multiple generations, and asset management expertise.

Investments and Insurance Products:

- **Are NOT insured by the FDIC or any other federal government agency**
- **Are NOT a deposit of or guaranteed by a bank or any bank affiliate**
- **May Lose Value**

1. Source: "Seeing Wealth Differently Across Generations" report, August 2017, Wells Fargo Investment Institute

2. Source: "Wealth Transfer Report 2017," Royal Bank of Canada and Scorpio Partnership 2017

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CAR-0818-00830