



John S.
Member-owner



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Karen H. & Jennifer L.
Member-owners

More Than Just Money

At BECU Trust Services, our full-service wealth management team is ready to work with you and assist with life's most important decisions.

Whether it is building an investment portfolio, overseeing a trust or administering a will, we will manage your hard-earned assets and work to protect your wealth—now and in the future.

We can help you make and execute personal financial decisions at any level, including when you are unable to make those decisions on your own.

You do not need to have a trust to work with us. Through an agency relationship, our team of experts can relieve you of tedious fiduciary duties ranging from tax planning to bill paying to financial record keeping.

After all, there is more to life than just money. That is why we make you our first priority.

We Are Ready to Earn Your Trust

When it comes to life-and-estate planning, it is important to have experienced professionals at your side who can manage your investments, administer trusts and settle estates.

Trusting Relationship. Trust is our company's cornerstone. We work hard to earn it by carefully weighing each and every financial decision and recommendation we make.

Our Promise. Our full-service wealth management team is here to protect and manage your assets. We also provide objective analysis and advice that furthers your financial goals for what's next on life's horizon.



Ryan C.
Member-owner

Build Your Investment Portfolio

Investing your wealth appropriately can assure a more secure future for you and your family. We build portfolios that feature exchange-traded funds (ETFs), no-load mutual funds, bonds, individual stocks and non-proprietary funds that enable you to make the most of your money.

Our experienced wealth management team will monitor your investments, providing objective analysis and advice about investment trends, while assessing risks and seeking out opportunities. Tax laws may change and markets may move up and down, but we will work with you to keep your investments on track—and growing.

Choose the Right Investments

Managing your investments can be complex and confusing. Which fund should I choose? Am I holding onto my investment too long? Emotions sometimes get in the way of making solid, strategic financial decisions. We provide a structured, proven approach that charts a strategy that's right for you.

We start by creating clear, objective investment goals. To do that, we assess your income and growth needs, financial resources, tax issues and understanding of financial markets. We also help you anticipate future changes, folding them into a strategy that preserves and enhances your wealth.

Once this is accomplished, we are able to create a customized portfolio that reflects your individual investment goals. We continuously monitor and fine-tune your investments, searching for opportunities that safeguard your asset growth.

Financial Security for the Next Generation

Your IRA assets, when handled properly, will benefit you and your family for generations to come. But you may need professional guidance to access key features, such as stretch-out provisions that let your heirs receive IRA distributions throughout their lifetimes.

When it comes to shielding your retirement assets from creditors, litigation or overspending by heirs, we can provide the assistance you and your beneficiaries need. We can work with you and your attorney to explain your options for protecting and preserving your IRA assets for years to come.

Maximize Your 401(k) or VIP with an IRA Rollover

It is more important than ever that you plan for your retirement. Corporate pensions are being cut and the future of Social Security is far from clear. By making informed decisions about your retirement assets, you can create a financial cushion for your golden years.

Let us roll your retirement plan into an IRA:

- Receive professional investment management
- Defer taxes on income or growth until funds are withdrawn
- Access a wider array of investment options tailored to your needs
- Establish an estate plan that maximizes benefits to your heirs
- Protect your IRA assets for future generations
- Provide additional incapacity planning

By assessing your income, your assets and your taxes, along with plans for your estate, we can recommend the best investment options for you and your heirs.

INVESTMENT MANAGEMENT SERVICES

Investment Strategies

Portfolio Building

Retirement Planning

IRA Rollover Strategies

Wealth Preservation

Tax Strategy Planning

Wealth Transfer

Establish a Life-and-Estate Plan

When facing the uncertainty of tomorrow, you need a plan that provides financial peace of mind for you and your heirs. We ensure that the terms of your will or trust are expertly handled, minimizing legal matters that could delay and reduce the distribution of your assets.

Whether you need to consolidate your financial affairs within a single institution or provide a family member with long-term care, we tend to every detail in accordance with your wishes.

Revocable Living Trust

With this trust, your non-retirement assets are consolidated into a single, manageable entity. Often this includes your primary residence, vacation or rental property, stocks, bonds, mutual funds, and bank accounts. You can maintain control; however, we can step in and manage your financial affairs when you decide the time is right.

Through this trust, we:

- Consolidate assets for more efficient investment management
- Centralize and simplify taxes and bill paying
- Maintain the privacy of your personal financial affairs
- Protect your assets should you become incapacitated

At your passing, we work to settle your trust assets quickly and efficiently, following your final wishes while relieving family members of this cumbersome process.

The trust can continue after your death to provide management continuity for your beneficiaries and avoid probate of the trust's assets. We also work with you on testamentary trusts (created upon death through your will), which allow for maximum tax savings and beneficiary protection.

Charitable Trust

During your lifetime or upon your death, a charitable trust can be established to fulfill your long-term charitable intent. We carry out the duties to manage and distribute funds, file tax forms and follow the directions provided in your document.

Estate Planning

We assist our clients with developing an estate plan that protects them, their families, and their assets. We can review your will and explain the potential consequences of estate and gift taxes, as well as plans to avoid unnecessary tax burdens.

We can also act as personal representative/executor. In this role, we provide for complete settlement of a decedent's estate. We facilitate the preparation of federal and state returns, pay final debts, pay final taxes, and handle all administrative duties. We develop a strategy for post-mortem tax planning and can also serve as agent for any person who has been named personal representative/executor of an estate, relieving them of the time, expenses and pressure associated with the settlement of an estate.

Important Considerations As You Start Thinking About Your Estate Needs

- Have you thought about how your children and/or grandchildren will be taken care of under the terms of your will and/or trust?
- Do you have someone who can manage your financial affairs should you become unable to handle them yourself?
- Do you understand that professional guidance in completing your life-and-estate plan and consolidating your investments can minimize the burden on your heirs?
- Do you know that our staff can help you navigate changing life-and-estate planning issues?
- Have you considered our additional concierge services, such as bill paying and tax-record keeping?

Protect Your Beneficiaries

BECU Trust Services follows a team approach when it comes to managing accounts. Each account is assigned a trust officer and portfolio manager, with the rest of the team available to step in at a moment's notice.

A variety of trusts exist to allow you to provide increased protection to your beneficiaries. The following irrevocable trusts can allow your loved one to continue to receive state assistance, protect them from creditors, or even control spend-thrift tendencies.

Special Needs Trust

We can serve as trustee of Special Needs Trusts. In this capacity, some of our significant duties include:

- Develop a suitable investment program designed to meet both current and anticipated needs of the beneficiary
- Keep accurate records of all transactions and to provide regular asset and transaction statements to all interested parties
- Assist in the preparation of required court accountings
- Assist with the preparation of income tax returns
- Preserve and safe-keep all trust assets

Understanding permissible distributions under Medicaid and SSI provisions adds another layer of complexity to the administration of these trusts. It is therefore not surprising that many banks and trust companies shy away from these situations. We follow the credit union philosophy of people helping people; thereby, we handle these types of accounts with knowledge and compassion.

FlexIRA™

A FlexIRA™ combines the tax benefits of an IRA account with the flexibility and control of a trust, providing maximum control over how the assets are passed on to future generations. With a FlexIRA™, you can provide protection for your beneficiaries, avoid guardianship and probate proceedings, incorporate your IRA into a comprehensive estate plan and ensure that your IRA assets are professionally managed.

- Provide spend-thrift protection for your beneficiaries
- Plan effectively for blended families
- Extend IRA tax advantages to your beneficiaries
- Protect your retirement assets if you become incapacitated

Settlement Trust

Our team can act as trustee of a court-ordered Settlement Trust. As trustee, we develop an Investment Policy Statement that serves as a blueprint for managing the trust assets and monitors investment return and risk. We also regularly meet with the beneficiary to evaluate needs and any changes in personal circumstances.

In the development of the Investment Policy Statement, our trust officer works with the plaintiff and other members of the settlement team to evaluate long-term liquidity and capital needs of the plaintiff, risk tolerance, time horizon, and total cash income and distributions from all sources.

We view our role as more than just managing money. Most settlement trusts are set up as a tool to protect the plaintiff from financial risks. To accomplish these goals requires a trustee to prudently manage assets and collaborate with the plaintiff on major financial decisions that may impact their financial security.

Irrevocable Trust

This trust provides for the professional, ongoing management of your assets for the benefit of your heirs. You can create an irrevocable trust through a living trust or will.

Through this trust, you can:

- Plan to reduce estate-tax burdens
- Ensure heirs receive professional investment management
- Protect assets for heirs in the event of divorce or creditor problems
- Determine the flexibility of the distributions to the beneficiaries



Ebony P.
Member-owner

DUTIES OF A TRUSTEE

EXERCISES POWERS WISELY AND PRUDENTLY

Powers that a trustee may exercise are given under state law. The grantor or decedent can limit these powers or grant additional powers in the trust agreement or will. Broad and liberal powers increase the trustee's duties and responsibilities, but they are also important to the successful administration of the trust.

- Power to retain property that is left in trust so that trustee will not be forced to sell it
- Power to vote stocks and management over any business interest or real estate in trust
- Power to hold stocks and securities in nominee's name in order to simplify sales and facilitate prompt transactions

- Broad investment powers giving the trustee flexibility in coping with changes in the investment climate
- Power to determine what is income and principal. Must be exercised with good judgement and fairness
- Power which may be given in some states, to allocate (or sprinkle) income between or among certain beneficiaries

- Broad power to sell or exchange trust assets, including real estate or business interests held in trust
- Power to allocate assets to various shares or trusts on a pro rata or non-pro rata basis
- Power to set up reserves for repairs, maintenance and replacement of certain trust assets

- Power, where possible under state law, to avoid having the trust administered under court jurisdiction
- Power to compromise or settle claims for or against the estate rather than be forced to litigate
- Power to borrow money—often essential to avoid unnecessary or forced sale of trust assets

HAS FINANCIAL DUTIES TO BENEFICIARIES

- Consults with beneficiaries and assists, where possible, with planning expenditures
- Distributes income to the beneficiary when appropriate
- Deposits funds in beneficiary's bank account (as a convenience)

- When provided for in the trust instrument, applies funds for the beneficiary's use when the beneficiary is incapacitated or in ill health or advanced years

- Maintains loyalty and impartiality to the beneficiary. Is strictly confidential in respect to trust affairs
- Provides regular statements of income and principal
- Provides funds for the support, education and health needs of minors

- When provided for in the trust instrument, exercises discretionary power in paying principal to a beneficiary whenever he or she needs additional funds

IS RESPONSIBLE FOR MATTERS OF TAXATION

- Files all tax returns for trust
- Protests improper tax assessments

- Times sales and purchases of investments to minimize taxes to trust and beneficiaries
- Supplies tax information to beneficiaries
- Maintains detailed tax records

DISTRIBUTES THE TRUST ASSETS WHEN THE TRUST TERMINATES

- Makes distribution (sometimes in stages) as required by the trust agreement or will

- Makes final distribution of all trust assets as required by trust agreement or will

- Receives releases from beneficiaries and, in some states, is released by Court, when trust terminates and all assets are distributed

Put Our Trustee Expertise to Work

We understand the complications you face when you move into the role of trustee. An improperly administered trust can cause unnecessary problems, including personal financial liability, tax burdens and escalating legal consequences. As your trustee or agent, we guide you through this complex process and help you avoid the pitfalls.

NAMING A TRUSTEE

Trustees can be named through a will or trust or even appointed by the courts. A trustee may be named as sole trustee, co-trustee or successor trustee with or without his or her knowledge. A trustee may choose not to act in this capacity due to time constraints, locale, family dynamics or other issues and concerns.

SOLE TRUSTEE: An individual or trust company acting as trustee is responsible for performing the required duties. The trustee has full liability to ensure that all aspects of trust duties are performed in accordance with trust law.

CO-TRUSTEE: Individual(s) and/or a trust company may be appointed to act as co-trustees. All parties have the responsibility to ensure that all fiduciary duties are performed in accordance with trust law.

SUCCESSOR TRUSTEE: An individual and/or a trust company acting as successor trustee is responsible for taking over the duties of trustee should the current trustee be unable or unwilling to perform the duties of trustee.

AGENT FOR TRUSTEE: A trust company performing specific duties as directed by the current trustee acts as the trustee's agent. The trustee is still fully liable but can reduce his or her liability by hiring a professional trustee who understands the complexity of trust administration.

Responsibilities of a Trustee

Proper funding of assets: Trustees must analyze and determine the appropriate division of assets to be placed in trust, helping to ensure the assets receive maximum tax benefits. Improper funding can reduce or even eliminate these benefits.

Proper distribution to beneficiaries: A trust's income and/or principal must be paid out in accordance with the trust document. Improper administration can result in increased taxes or lawsuits filed against the trustee by disgruntled beneficiaries.

Regular accounting: Accurate and timely reporting of trust assets and related transactions must be provided in accordance to trust law. When these requirements are mismanaged, beneficiaries may challenge the trustee and the handling of trust assets.

Investment management: Trustees must manage investments to meet the short and long-term needs of all trust beneficiaries, while keeping pace with changing investment climates.

Trust tax filing: A trust's tax issues are typically more complex than a standard tax return. A trustee must be familiar with tax laws to separate income from principal, track expenses appropriately and minimize the tax liabilities.

Fiduciary Duty: The Trustee is obligated to comply with their fiduciary duty. This includes being aware of and fully complying with State Trust laws.

Let Us Make It Easier

With BECU Trust Services acting as your trustee, all complex legal, financial and tax issues are handled by a team of professionals. If you are named as a trustee, we can act as your agent, allowing you to serve your role as trustee while we perform the required duties on your behalf.

Quick and Efficient Estate Settlement

When it's time to settle your estate, your heirs will need an experienced representative who works in your best interest. BECU Trust Services can accomplish this by acting as an executor or personal representative.

Estate Administration

Our experienced professionals avoid the time-consuming and costly mistakes individuals sometimes make when settling an estate. We can also act as an agent for a personal representative, performing these duties while they maintain control.

Estate Settlement

Here's what our team can do for you:

- Safe-keep and protect assets
- Consolidate estate assets
- Take inventory of personal items
- Secure valuations of all assets
- Review investments
- Determine debts and claims
- Prepare final tax returns
- Facilitate final distributions
- Manage real-estate issues
- Handle utilities and insurance payments
- Manage disposition of personal property

Not only are these duties time consuming, they often require professional guidance from legal and tax experts—a significant expense that can reduce an estate's value to heirs. We settle estates in a timely manner while avoiding unnecessary costs.

Peace of Mind

Settling an estate can be a difficult and emotional time. We make it easier by taking care of the tedious administrative details, giving your heirs the freedom to focus on family.

Alleviate disputes. We provide an objective voice in the distribution of property.

Rely on professionals. Our professionals offer expert advice and efficiently settle your estate.

Look to the future. Appointing BECU Trust Services as your executor will provide your heirs continuity as they transition through life changes and work toward securing their financial future.

ESTATE SETTLEMENT SERVICES
Probate Management
Asset Consolidation
Asset Valuation
Debt Assessment
Estate Management
Tax Strategies
Tax Return Filing
Property Management
Asset Distribution



Oscar O.
Member-owner

Simplify Your Life with Concierge Services

Our concierge services can free your time for what is important to you. We handle a wide array of daily financial responsibilities from paying bills to keeping tax records to collecting rental income.

With our concierge services, you are free to travel, pursue your hobbies, spend time with your family or volunteer in your community.

Let us help you with:

- Bill paying
- Consolidating assets
- Reviewing insurance needs
- Tax reviewing and planning
- Financial record keeping
- Purchasing and selling of real property
- Coordinating of donations and gifting
- Arranging elder care

Why We Are Different

BECU Trust Services follows the same credit union philosophy of “people helping people.” We have trust officers that support local charities and are involved in the communities we serve. What’s more, we realize that each client has individual needs and communication styles; therefore, our approach is to manage to each unique situation without relying on standardized solutions. This style of management is crucial because we realize that a client’s wealth, regardless of the size, is of utmost importance to them—and we view it with the same level of importance.

BECU Trust Services takes a team approach to management. We make sure that our clients get to know our entire team and not just their assigned trust officer. This philosophy of teamwork extends outside our organization through collaboration with our clients and their entire network of professionals—attorneys, accountants, medical teams, caregivers, elder care, and others our clients may rely on.

We also apply our holistic approach to our investment management by analyzing a client’s entire portfolio, including outside assets, making investment choices that complement the portfolio as a whole. We are continuously seeking ways to improve our services and welcome feedback from our clients and others who we work with. After all, it’s the overall experience that truly sets BECU Trust Services apart!

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