

Trustworthy Advice: Look no Farther



As a corporate fiduciary, we are dedicated to providing our clients with trustworthy asset management. Of course, we also provide traditional trust services, such as administering estates and managing trust funds for young or inexperienced beneficiaries. Our primary function, however, is helping people turn financial success into financial security.

The most important services that we can offer our clients, according to research conducted by Mathew Greenwald & Associates are: creating a comprehensive financial plan; providing investment advice; and building a plan for receiving income from retirement savings. These are but a few of the services that we are pleased to offer.

Technically, we serve our asset-management clients as investment agent or as trustee under a revocable trust agreement. In practice, however, each of our clients is “special.” We fit our services to the needs of the client. For example, you might need little more than a reliable source of investment bookkeeping today, but you might wish a much broader array of asset-management services when you retire and have new money to invest.

Essentially, the varied tasks that we perform for clients fall into four categories:

- **Asset management.** Clients look to us for help in developing investment strategies that fit their current income needs,

their goals for the future and their tolerance for market risks. We’re also equipped to implement these strategies for them. Some ask us to submit specific investment recommendations for their approval. Others—including those who travel a lot or have especially demanding careers—authorize us to make investment decisions on their behalf.

Granting one’s investment advisor full discretion is not something one does lightly these days. Because we charge moderate annual fees for our work, rather than relying on sales commissions, our clients know that they can count on us to act in their best interests.

When we talk about “trustworthy asset management,” we mean that each and every member of our staff observes two rules: 1. The client’s interests always come first. 2. In case of exceptions, see Rule 1.

- **Good financial house-keeping.** We handle all details related to purchases and sales of securities. We provide safe-keeping. We disburse or reinvest investment income promptly. We keep accurate, comprehensive investment records and submit periodic statements to our clients. We watch for bond calls and handle redemptions promptly. We ... but you get the idea. Our

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tradition of trusteeship makes us near-fanatics when it comes to attending to the detail work of investing. Some clients who first came to us merely to receive these relatively routine services now draw upon our asset-management capabilities as well.

- **Special services.** Many of our clients look to us for a variety of special services when and as they need them: Payment of household bills. Payment of quarterly estimated taxes. Arranging for preparation of annual tax returns. Older clients often authorize us to step in and provide full personal financial management in the event that they should become mentally or physically incapacitated. Even when this alternative to a court-ordered conservatorship is not needed, it contributes to the client's financial peace of mind.

- **Traditional trust and estate services.** Finally, our

clients can draw upon our traditional trust and estate services. No other type of asset-management firm can offer this kind of continuity from generation to generation. Only a trust institution such as ours can help you preserve personal financial security for life, then administer your estate and look after funds that you leave in trust for others in the family, or for charitable purposes.

When billionaires become billionaires, often they create and staff their own family financial offices. That's fine, but only if you possess the megawealth to justify the high cost. Perhaps the best way to visualize our approach to personalized asset management is to picture us as a similar office—one that serves many individuals and families and so can provide its services at quite moderate cost.

May we provide you and your family with more information about how we can help you create and maintain a long-term strategy for financial security? We would be glad to schedule an appointment at your earliest convenience.

With TCK, you can see the future from here. Call today to schedule an appointment for yourself or share this article with a friend.

Wichita – 316-264-6010
1-800-530-5254
Lawrence – 785-749-0904
1-800-749-0904
Leavenworth – 913-758-1111
1-800-758-1155
Arkansas City – 620-741-3074
1-800-530-5254

Personal Briefs

On March 12, **Steve English** was elected to serve as treasurer of the Wichita Rotary Community Foundation.

Sheryl Hammond participated in the Big Brothers Big Sisters Bowl-a-thon on February 24th.

Janis Bunker has been elected secretary for Lawrence Women's Network and she was recently re-elected secretary for Douglas County Estate Planning Council.

Kim Ufford is a board member of Music Theatre for Young People, and is currently serving as Treasurer of that organization.

Paul Fowler was re-elected to the Board of Directors of the Arthritis Foundation, Kansas Chapter for a three year term.

Jon M. King was appointed as Chair to a 3-year term expiring 12/31/09 on the Douglas County Investment Advisory Committee.

TrustUpdate is a quarterly report of:

TCK Trust & Financial Advisors

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A Trust Arrangement to Protect Your Assets

As you plan for your offspring, what is the best approach for protecting the legacies that you will pass on to them? Outright inheritances may be inappropriate for those with poor financial judgment; or who might face a divorce at some time in the future; or who may have a history of addiction or inappropriate behavior. Then, too, professionals such as doctors and attorneys, who face the threat of financially crushing malpractice suits, may be looking for ways to protect themselves.

There are pros and cons to each of the various asset protection strategies available. Seek professional advice from a trust professional and other advisors before taking any irrevocable steps. Here is a summary of several approaches that may help you protect your assets.

- A spendthrift trust includes a provision that prevents a beneficiary from demanding distributions either of income or principal, or from transferring any interest that he or she may have in the trust. The trustee may be given wide latitude in refusing distributions that are reachable by creditors or when there is concern that the distributions might be used unwisely. (State laws recognize the rights of some creditors to reach trust assets.)

- A discretionary trust permits the trustee to make (or not make) distributions to a beneficiary. When there is more than one beneficiary, the trustee can be given authority to make unequal distributions from the trust. A discretionary trust often is established for disabled beneficiaries as a means to preserve benefits from government entitlement programs by limiting the trust's distributions to supplemental rather than support needs.

- A support trust is designed to provide a beneficiary with sufficient income from the trust in order to meet his or her basic needs and to live comfortably as well. The standards for making the distributions are predetermined in a written trust agreement. Commonly, distributions are permitted for living expenses, education, medical expenses and other similar requirements.

- A tax-qualified retirement plan or IRA is not, usually, thought of as an asset protection trust. However, to some extent, they operate in that



manner. Generally, assets that are held in a retirement plan account or in an IRA may not be attached by creditors while they remain in the plan or IRA.

Finally, it's worth mentioning that certain assets may be afforded protection by other mechanisms. For example, some states' homestead laws protect a family home from creditors. Spouses may be able to protect their home (or in some states, other assets) through joint tenancy. Limited partnerships and limited liability companies may protect the assets of the entity from the creditors of a partner or member.

If you have questions related to asset protection strategies, please call TCK for a no-obligation meeting with an experienced trust officer – 1-800-530-5254!

TCK

 TRUST & FINANCIAL
 ADVISORS

RETURN SERVICE REQUESTED

Providing trust services in these Kansas communities
Wichita Lawrence Leavenworth Arkansas City Atchison Emporia
Eureka Everest Haven Kansas City Olpe

T C K T R U S T & F I N A N C I A L A D V I S O R S

TCK Technology Support *Friendly computer help for all the ages*

What We Do!

Perhaps you, like many of TCK's best clients, at one time felt comfortable managing your own computer resources in the new millennium. However, today many of our clients tell us they find great comfort and value in the personalized approach we take to support their technology decisions in these volatile times.

Online Support

With TCK Online Support, we can securely connect to your computer through your internet connection and quickly troubleshoot and repair basic computer problems.

Secure: When you connect with TCK Online Support, your privacy is protected with a 256-bit SSL encrypted connection.

Simple: Let's get started, call today to receive your 6-digit PIN code so that we can get to work and solve your computer problems.

Services Provided Include:

- Initial Consultation - Always Free
- Operating System Diagnostic and Repair
- Virus and Spyware Removal
- Software Installation or Troubleshooting

- Computer Optimization (Tune-up)
- Network Troubleshooting
- ISP Troubleshooting
- Peripheral Setup (Printer, Digital Camera, Scanner, etc.)

Guarantee:

If there is ever a problem with the service we provide, we will work to remedy your problem quickly and at no additional cost.

To learn more about TCK Online Support, visit www.TCKansas.com or call 316-264-6010 or 1-800-530-5254 and ask to speak with Martha Linsner.

TCK Trust & Financial Advisors Announces Promotions

While every TCK employee plays an important part in the success of TCK Trust & Financial Advisors and the high quality service we provide our clients, our Board of Directors recently recognized the accomplishment of three employees with the following promotions effective 1/1/07:

Martha L. Linsner has been promoted to - Senior Vice President – Administration
Jeanne Hartley – to Assistant Vice President & Trust Officer
Michal Emory – Trust Investment Officer

Stephen A. English, TCK President, expressed his appreciation during the announcement to all employees which was made on Friday, January 26th, "I do appreciate all that each of you contribute to our success and look forward to an exciting 2007."