

The Delaware Bankers Association and The Delaware Financial Education Alliance
Present the 17th Annual Delaware Trust Conference

2022 Delaware Trust Conference



October 18 & 19

Chase Center on the Riverfront, Wilmington

Located at 815 Justison Street, Wilmington, DE 19801



2022 DELAWARE TRUST CONFERENCE

Planning Committee

Executive Committee

Chair: David A. Diamond, President of The Northern Trust Company of Delaware
Co-Chair: Elizabeth Luk, Director, Head of Delaware Trust, BNY Mellon Wealth Management
Cynthia D.M. Brown, Esq., President, Commonwealth Trust Company;
Todd A. Flubacher, Partner, Morris Nichols Arshat & Tunnell LLP
George W. Kern, Esq., Managing Director, Bessemer Trust Company of Delaware, N.A.

Committee At-Large

Gabrielle Bailey, Managing Director, CIBC Private Wealth Management
Ann Balback, Regional Trust Manager, RBC Trust Company (Delaware) Limited
Lisa Berry, VP & Senior Trust Advisor, BMO Delaware Trust Company
Jocelyn Borowsky, Partner, Duane Morris LLP
Bridget Boyd, VP & Trust Advisor, Comerica Bank & Trust, N.A.
Staci Collins, Vice President, Wells Fargo Bank, N. A.
Kim-Marie Cox, Vice President, Stifel Trust Company Of Delaware
Jennifer A. Cuva, Director of Trust Administration, Charles Schwab Trust Company of Delaware
S. Thomas Davidson, Head of Delaware Trust Company, Rockefeller Trust Company (Delaware)
Matthew P. D'Emilio, Esq., Director, McCollom D'Emilio Smith Uebler LLC
Robert W. Eaddy, President, The Bryn Mawr Trust Company of Delaware
Linda Elfenbein, Senior Vice President, HSBC Trust Company (Delaware), N.A.
Elizabeth Fallon, Trust Officer, Brandywine Trust Company
Thomas M. Forrest, CPA, President & CEO, U.S. Trust Company of Delaware
Catherine Franceschini, President & CEO, Deutsche Bank Trust Company Delaware
Trisha Hall, Partner, Connolly Gallagher LLP
Todd Hammond, CTFA, MBA, TEP, VP, National Business Development Officer, The Bryn Mawr Trust Co. of Delaware
Daniel F. Hayward, Esq., Director, Gordon, Fournaris & Mammarella, P.A.
Francis Hazeldine, President & CEO, Eleutherian Trust Company
Marie Holliday, Managing Director, Cover & Rossiter
Theresa Hughes, Individual Trustee, Pinion
Kim Kaess, Senior Trust Officer, SEI Private Trust Company
David Keister, Fiduciary Executive, Truist Delaware Trust Company
Danielle M. Kiss, Executive Director & Trust Team Leader, J.P.Morgan
Miranda Ko, President, ADP Trust Company, N.A.
Karly Laughlin, Principal, Belfint, Lyons & Shuman, P.A.
Alexander Lyden-Horn, Managing Director, Director of DE Trust Services and Trust Counsel, Evercore Trust Company, N.A.
Darlene Marchesani, Director, DE Trust Admin. & Trust Counsel, Fiduciary Trust International Of Delaware
Erin Markham, CTFA, AEP®, Vice President, Senior Trust Officer, Goldman Sachs Trust Co. Of Delaware
Dawn McGill, Senior Trust Officer, Greenleaf Trust Delaware
Jamie McGinley, Vice President, Trust Administration, Commonwealth Trust Company
Kathleen O'Brien, Senior Vice President, Arden Trust Company
Mark A. Oller, CTFA, President - Family Wealth Delaware, Wilmington Trust Company
Mark V. Purpura, Esq., Director, Richards, Layton & Finger, P.A.
Thomas Scott, Vice President, Brown Brothers Harriman Trust Company
Vincent C. Thomas, Esq., Partner, Young Conaway Stargatt & Taylor, LLP
Elizabeth Vannote, Strategic Advisor, Brown Advisory
Alison Westbrook, Regional Director, First Republic Trust Company Of Delaware LLC
Kalimah Z. White, Senior Consulting Director, Key National Trust Company Of Delaware



Sarah A. Long
President
Delaware Bankers
Association
Delaware Financial
Education Alliance



Dave Diamond
President
The Northern Trust Co. of Delaware
Chair
DBA Trust Committee



Elizabeth M. Luk
Director, Head of Delaware Trust
BNY Mellon Wealth Management
Co-Chair
DBA Trust Committee

Day 1 - Tuesday - October 18th

**Note: All Sessions Are Available for Live Streaming.
On-Demand Sessions will be available through November 30, 2022 for Full Credits!**

7:45 - 8:30 a.m. - Registration

8:30 - 10:00 a.m. - Plenary Session 1 (90 minutes) - Group Live



What The Cool Kids Are Doing, Current Trends In Estate Planning – In light of recent developments, some estate planning strategies have become especially popular. This presentation explains and evaluates several “hot” planning ideas, including spousal lifetime access trusts, charitable remainder trusts as beneficiaries of retirement accounts, ultra-long-term GRATs, and incomplete gift nongrantor trusts.

♦ Samuel A. Donaldson, Professor of Law, Georgia State University

10:00 - 10:20 a.m. - Welcome / Break - Governor’s Hall with Exhibitors

10:20 - 11:20 a.m. - Plenary Session 2 (60 minutes) - Group Live



Crypto and Digital Assets - *With almost 20% of Americans holding some crypto currencies and the federal government getting ready to issue more regulations and adopt legislation about them. This is a critical asset class for estate planners. This presentation will discuss what they are, how they work and the best ways to deal with them in estate planning and administration.*

♦ Jonathan Blattmachr, Principal, Pioneer Wealth Partners

11:20 - 11:30 - Break - Governor’s Hall with Exhibitors

11:30 a.m. - 12:30 p.m. - Plenary Session 3 (60 minutes) - Group Live - Ethics



Bending the Arc of History Toward Justice - *Terrence Franklin had been a trust and estate litigator, handling disputes including will contests for a quarter century, when he discovered a will contest from the 1840s that challenged the will done by his white fourth great-grandfather that emancipated Terrence’s fourth great-grandmother and her children and grandchildren from slavery. This discovery led Terrence to share the story of his ancestors and other stories like them. In this presentation, Terrence recounts the riveting story of his ancestor Lucy Sutton and the fight in the courts to uphold the last will and testament, and he also profiles several other black women, contemporaries of Lucy, who just may have helped Lucy and her family make it to freedom.*

♦ Terrence Franklin, Partner, Sacks, Glazier, Franklin & Lodise LLP

12:30 p.m. - 1:30 p.m. - Lunch - Riverfront Ballroom

1:30 - 3:00 p.m. - Plenary Session 4 (90 minutes) - Group Live



Counseling the Millennial Millionaire - *A discussion focusing on the many challenging estate planning and trust administration issues unique to young, wealthy clients.*

- ♦ Alexander Lyden-Horn, Managing Director, Director of Delaware Trust Services and Trust Counsel, Evercore Trust Company, N.A.
- ♦ Matthew D’Emilio, Managing Member, McCollom D’Emilio Smith Uebler LLC
- ♦ Beth Knight, Director, Richards, Layton & Finger
- ♦ Erin Markham, Vice President, Senior Trust Officer, The Goldman Sachs Trust Company

3:00 - 3:15 p.m. - Break - Governor’s Hall with Exhibitors

3:15 - 4:15 p.m. - Plenary Session 5 (60 minutes) - Group Live



The Modern Directed Trusts: Wait, You Are Directing Me to Do What? - Taking direction from third party advisors without fiduciary experience/knowledge can provide some added risk depending on what the trustee is directed to do. This session will address issues such as non-traditional investments, distribution to individuals who are not beneficiaries, distributions directly out of an LLC, as well as issues with the attainment of information needed to perform its duties as directed trustee such as valuations for closely held entities, tax information, and foreign asset information.

- ♦ Isabel R. Araújo, Sr. Manager, Trust Consulting Services, Charles Schwab Trust Company of Delaware
- ♦ Robert W. Eaddy, President, The Bryn Mawr Trust Company of Delaware
- ♦ Cynthia D.M. Brown, President, Commonwealth Trust Company
- ♦ Thomas M. Forrest, President & CEO, U.S. Trust Company of Delaware

4:15 - 4:30 p.m. - Break - Governor's Hall with Exhibitors

4:30 - 6:00 p.m. - Plenary Session 6 (90 minutes) - Group Live



Planning With Purpose in Mind - Trusts' material purposes have traditionally been expressed implicitly. Longer-lived trust documents such as dynasty trusts, and the dispersion of fiduciary responsibility among advisors and trustees, heighten the need to express material purposes explicitly. We will review the history of the material purpose/Claflin doctrine, and consider ways to express purpose in several areas: discretionary distribution standards, unique assets and concentrated holdings, and statements of intent.

- ♦ R. Hugh Magill, Vice Chairman, Retired, The Northern Trust Company

6:00 - 7:00 p.m. - Reception - Governor's Hall with Exhibitors

Day 2 - Wednesday - October 19th

7:15 - 8:00 a.m. - Registration

8:00 a.m. - 9:00 a.m. - Plenary Session 1 (60 minutes) - Group Live



Delaware Developments: Improved Statutes! New Cases! – Our panel will serve as your guides to scale the heights of improved Delaware statutes – and plumb the depths of the always-intriguing backstories giving rise to new case law addressing Delaware trusts.

- ♦ Jocelyn Margolin Borowsky, Partner, Duane Morris LLP
- ♦ Gregory J. Weinig, Partner, Connolly Gallagher LLP

9:00 - 9:15 a.m. - Break - Governor's Hall with Exhibitors

9:15 - 10:15 a.m. - Plenary Session 2 (60 minutes) - Group Live



Use of Delaware trusts in International/Cross Border Planning - Delaware trusts help solve some of the most complex international tax and non-tax planning challenges. This panel will explore applications of Delaware trust law to facilitate cross-border wealth transfers, inbound U.S. investments, pre-immigration planning and other problems confronting multi-national families.

- ♦ Scott A. Bowman, Partner, McDermott Will & Emery LLP
- ♦ Myriam Soto, Head of International Wealth Planning and Fiduciary Services, BNY Mellon Wealth Management
- ♦ Daniel Hayward, Partner, Gordon, Fournaris & Mammarella, P.A.

10:15 - 10:30 a.m. - Break - Governor's Hall with Exhibitors

10:30 - 11:30 a.m. - Plenary Session 3 (60 minutes) - Group Live - Ethics



Avoiding a Wealth of Trouble - Claims against trust and estate lawyers are on the rise. This program will address the top claims and ethics issues facing trust and estates lawyers, including conflicts, joint representations (including family representations), confidentiality, and managing the representation with good engagement and closing letters.

♦ Rawn Reinhard, Senior Loss Prevention Counsel, ALAS, Inc.

11:30 - 11:45 a.m. - Break - Governor's Hall with Exhibitors

11:45 a.m. - 12:30 p.m. - Lunch - Riverfront Ballroom

12:30 - 2:00 p.m. - Plenary Session 4 (90 minutes) - Group Live



Review of the Past Year's Significant, Curious, or Downright Fascinating Fiduciary Cases - This session will review selected reported fiduciary litigation decisions from 2021 that relate to multiple areas of estate planning, estate and trust administration, the fiduciary duties of agents, administrators, trustees, and other fiduciaries, and related trial practice, and identify and discuss navigating contemporary fiduciary challenges.

♦ Dana G. Fitzsimons, Jr., Principal, Senior Fiduciary Counsel, Bessemer Trust

2:00 - 2:15 p.m. - Break - Governor's Hall with Exhibitors

2:15 - 3:15 p.m. - Plenary Session 5 (60 minutes) - Group Live



Competing with Copy Cats - Why the First State is Still #1 for Personal Trusts - With favorable trust laws now in many states, why Delaware remains the leader. This session counters misleading state rankings to show why experience, innovation, and infrastructure put Delaware first.

♦ Jeffrey C. Wolken, Senior Vice President, Wilmington Trust, N.A.

3:15 - 3:30 p.m. - Break - Governor's Hall with Exhibitors

3:30 - 4:30 p.m. - Plenary Session 6 (60 minutes) - Group Live



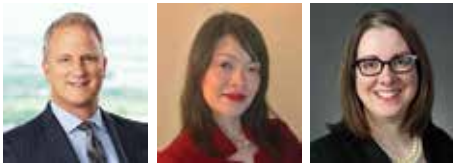
Social Media and Freedom of Expression: How Delaware's Special Purpose Trust Statute is Helping to Revolutionize Content Governance - In 2019, Facebook established a Delaware special purpose trust called the Oversight Board Trust to give users of their platforms an opportunity to appeal the company's decisions to remove content or keep content online. This session will include a discussion of the Oversight Board Trust, including 1) the purpose of the trust; 2)

the structure of the trust; 2) the roles and responsibilities of the Individual Trustees and Managers, Corporate Trustee and Managers, and the Director of Administration; 4) various aspects of Delaware law that the trust relies on to help accomplish the overall purpose; and 5) the independent relationship between the Oversight Board and Meta, including the appeals process.

- ♦ Vincent Thomas, Partner, Young Conaway Stargatt & Taylor LLP
- ♦ Beth King, President, Brown Brothers Harriman Trust Company of Delaware, N.A.
- ♦ Olivia Jackson, General Counsel, Meta Oversight Board

4:30 - 4:45 p.m. - Break - Governor's Hall with Exhibitors

4:45 - 5:45 p.m. - Plenary Session 7 - (60 minutes) - Group Live



Trusts in Motion - This panel will discuss issues around determining trust governing law for validity, construction and administration, including situs, choice of law and conflicts of law issues. This will include an update on the Uniform Law Commission drafting committee on conflicts of law in trusts and estates acts.

- ◆ Todd Flubacher, Partner, Morris Nichols Arsht & Tunnell LLP
- ◆ Elizabeth Luk, Head of Delaware Trust, BNY Mellon
- ◆ Susan D. Snyder, Trust Counsel and Deputy General Counsel, Northern Trust

On Demand Sessions

On Demand Session 1 - Corporate Transparency Act - 2021 was filled with a significant amount of



legislative activity that impacted the wealth planning and tax practice. The Corporate Transparency Act represents the most significant reformation of the Bank Secrecy Act and related anti-money laundering rules since the US PATRIOT Act. All wealth planning and tax practitioners will need to understand the compliance obligations under the CTA, which is mainly focused on requiring corporations, limited liability companies, partnerships, and indirectly trusts, to disclose information on their beneficial owners. The reporting requirements cast a broad net, can be onerous, and are riddled with exceptions. This panel will cover the history behind the enactment of the CTA, key provisions under the CTA and recently issued proposed regulations, and practical considerations on how practitioners can comply with the guidance available to date.

- ◆ Glenn G. Fox, Partner, Tax/Wealth Management, Baker & McKenzie LLP

On Demand Session 2 - Case Studies: Discretionary Distributions - Making discretionary



distributions is a fundamental responsibility of a trustee. Multiple case studies will illustrate how trustees balance between competing interests when exercising discretion.

- ◆ Cody Snyder, Vice President, Senior Fiduciary Officer, The Bryn Mawr Trust Company of Delaware
- ◆ Timothy S. Egan, Managing Director, Wealth Advisory, The Glenmede Trust Company, N.A.

On Demand Session 3 - Onboarding Trust Case Studies: Tips for Resolving Natural Tension Between Business Development and Trust Administration -



This Case Study will address the age-old dispute between Business Development and Trust Administration/Group Management. Topics will include: Acceptance of Non-Traditional Assets, High-Risk Clients, Non-US Clients, Time-Sensitive Matters and More!

- ◆ Todd Hammond, CTFA, TEP, Vice President, National Trust Business Development Officer, Bryn Mawr Trust Co. of DE, Bryn Mawr Trust
- ◆ Wendy Zimmer Cox, J.D., CTFA, Senior Vice-President Fiduciary Officer, Director of Personal Trust, Greenleaf Trust

Platinum Sponsor



A WSFS COMPANY

Diamond Sponsors

BROWN 
BROTHERS
HARRIMAN



GLENMEDE
THE GLENMEDE TRUST COMPANY
OF DELAWARE

GF&M
GORDON, FOURNARIS
& MAMMARELLA, P.A.

MCCOLLOM
D'EMILIO
SMITH
UEBLER LLC
ATTORNEYS AT LAW

RICHARDS
LAYTON &
FINGER



Gold Sponsors

BMO Delaware Trust Company ♦ Charles Schwab Trust Company
Morris, Nichols, Arsht & Tunnell LLP ♦ The Northern Trust Company of Delaware
Peak Trust Company ♦ Wilmington Trust

Silver Sponsors

BNY Mellon Wealth Management ♦ Brown Advisory ♦ Chilton Trust
Commonwealth Trust Company ♦ Cover & Rossiter ♦ Evercore Trust Company, N.A.
First State Trust Company ♦ Greenleaf Trust Delaware ♦ Morris James LLP
New York Private Trust Company ♦ PNC Delaware Trust Company ♦ Pinion ♦ Santora CPA Group
Truist Delaware Trust Company

Bronze Sponsors

Bank of America, Private Bank ♦ BankTalentHQ ♦ Belfint, Lyons, and Shuman, P.A.
CIBC ♦ Duane Morris LLP ♦ K&L Gates

Exhibitors

American Bankers Association ♦ Deutsche Bank Trust Company ♦ JTC
ODP Business Solutions ♦ Peak Trust Company ♦ Pinion ♦ National Care Advisors
Reich & Tang + Total Bank Solutions ♦ Santora CPA Group ♦ Weiner Benefits Group
Whisman Giordano & Associates



2022 Delaware Trust Conference

Platinum Sponsor



A WSFS COMPANY

The Bryn Mawr Trust Company of Delaware serves as a Delaware corporate fiduciary and administrative trustee under the full spectrum of tax advantaged Delaware solutions contemplated by attorneys and advisers throughout the United States. We support all of Delaware's laws and statutes addressing personal trusts and estate planning; business and institutional trusts, holding companies; captive domicile entities; and alternative business entities.

Robert W. Eaddy

President

The Bryn Mawr Trust Company of Delaware

20 Montchanin Road, Suite 100

Greenville, DE 19807

T: 302-798-1792

F: 302-798-1794

readdy@bmt.com

Website: www.bmt.com/wealth/delaware



2022 Delaware Trust Conference

Diamond Sponsor

BROWN 
BROTHERS
HARRIMAN

About BBH Private Banking

BBH Private Banking's singular focus is helping our clients achieve their vision of success for their families, wealth and businesses. We seek to build long-term relationships with each client on a foundation of trust, leveraging our perspective and experience as an investor, advisor and capital provider for over 200 years to help clients accomplish their goals. We serve individuals, families, businesses and institutions, offering Multi-Family Office, Corporate Advisory & Banking, Private Equity and Endowment & Foundation Management solutions. For more information, please visit www.bbh.com.

Contact:

Elizabeth King

(302) 552-4047

elizabeth.king@bbh.com



2022 Delaware Trust Conference

Diamond Sponsor



CONNOLLY
GALLAGHER LLP

CELEBRATING 10 YEARS

Connolly Gallagher works with its clients to achieve the best legal, strategic, compliance and tax results, in trusts, business ventures and real estate; advises lay and professional fiduciaries in the administration of trusts and estates; and litigates vigorously when necessary to defend its clients.

Charles J. Durante

(302) 888-6280

cdurante@connollygallagher.com

Gregory J. Weinig

(302) 888-6411

gweinig@connollygallagher.com

Scott E. Swenson

(302) 252-4233

sswenson@connollygallagher.com

Trisha W. Hall

(302) 888-6421

thall@connollygallagher.com

Gina Schoenberg

(302) 888-6206

rschoenberg@connollygallagher.com

Alexis Turner Garris

(302) 884-6591

agarris@connollygallagher.com

1201 N. Market Street 20th Floor Wilmington, DE 19801

www.connollygallagher.com



2022 Delaware Trust Conference

Diamond Sponsor



Glenmede was created as an independent trust company over 60 years ago to serve as investment manager and trustee of the Pew family's charitable interests. Today, we manage over \$40 billion for high-net-worth individuals and families, endowments, foundations, and institutional clients.

Contact:

Dominique DuMouchel

302-661-4573

dominique.dumouchel@glenmede.com

www.glenmede.com



2022 Delaware Trust Conference

Diamond Sponsor

GF&M GORDON, FOURNARIS
& MAMMARELLA, P.A.

Gordon, Fournaris & Mammarella, P.A. is a law firm located in Wilmington, Delaware focusing on Trusts and Estate Planning, Fiduciary Litigation, Business Planning and Transactions, Commercial Real Estate, Land Use, Zoning, Corporate and Commercial Litigation and Taxation.

If you require legal advice or legal representation, please contact us.

Michael M. Gordon, Esquire
Peter S. Gordon, Esquire
Kimberly G. McKinnon, Esquire
Daniel F. Hayward, Esquire
Norris P. Wright, Esquire
Robert V.A. Harra III, Esquire
Joseph Bosik IV, Esquire

1925 Lovering Avenue
Wilmington, DE 19806
(302) 652-2900

www.gfmlaw.com



2022 Delaware Trust Conference

Diamond Sponsor

MCCOLLOM
D'EMILIO
SMITH
UEBLER LLC
ATTORNEYS AT LAW

McCullom D'Emilio Smith Uebler LLC is a Delaware law firm focusing on trusts, estates, and tax; business transactions, and litigation. We represent corporate and individual clients in a range of transactional and litigation matters with a commitment to strategic thinking, responsiveness, and efficiency.

Matthew P. D'Emilio
(302) 468-5958
mdemilio@mdsulaw.com

Jennifer E. Smith
(302) 468-5968
jsmith@mdsulaw.com

Little Falls Centre Two
2751 Centerville Road, Suite 401
Wilmington, DE 19808

mdsulaw.com



2022 Delaware Trust Conference

Diamond Sponsor

RICHARDS LAYTON & FINGER

Richards, Layton & Finger, Delaware's largest law firm, provides clients with nuanced advice and innovative approaches to Delaware common law and statutory trusts. Our lawyers represent some of the world's most prominent financial institutions, high-net-worth individuals, and private foundations in estate planning and trust and fiduciary matters, providing customized solutions for their business or wealth management strategies. Backed by our practical experience and our participation in the evolution of Delaware trust law, we stand ready to create solutions to challenging problems as they arise, with the goal of enabling our clients to fully benefit from Delaware's sophisticated trust laws. Our award-winning lawyers have built a proven record of success by delivering exceptional legal advice to our clients.

CONTACTS:

W. Donald Sparks, II

sparks@rlf.com

302-651-7758

Mark V. Purpura

purpura@rlf.com

302-651-7588

Beth Gansen Knight

bknight@rlf.com

302-651-7779

F. Peter Conaty, Jr.

conaty@rlf.com

302-651-7855



2022 Delaware Trust Conference

Diamond Sponsor

**YOUNG
CONAWAY**

Young Conaway Stargatt & Taylor, LLP provides counseling to high net-worth individuals concerning their estate planning and assists with a myriad of sophisticated wealth planning transactions. The firm also advises individual and corporate fiduciaries concerning the proper administration of estates and trusts, and counsels them concerning the relocation of trusts to Delaware, mergers, decantings, and other modifications. Our firm's attorneys file estates and trust actions in the Delaware Court of Chancery, including, trust consent petitions, petitions for instructions, will contests, and other complex litigation matters, involving estates and trusts.

Vincent C. Thomas

Partner

P 302.576.3278

F 302.576.3551

VThomas@ycst.com

Richard W. Nenno

Senior Counsel

P 302.576.3579

F 302.576.3397

RNenno@ycst.com

Young Conaway Stargatt & Taylor, LLP

Rodney Square

1000 North King Street

Wilmington, DE 19801



2022 Delaware Trust Conference

Gold Sponsor



BMO Delaware Trust Company is a wholly-owned subsidiary of BMO Financial Group (“BMO”) and part of BMO Wealth Management, which includes a broad offering of wealth management products and services with an active presence in markets across Canada, the United States, Europe and Asia.

As part of this offering, BMO Delaware provides customized Delaware Trustee services for individuals choosing to integrate Delaware planning solutions into their overall wealth plan. Our expertise in Delaware affords us a deep knowledge of the nuances and complexities of Delaware trust law. BMO’s combined capabilities and expertise enables us to help manage the increasing complexity that comes as our clients plan, grow, protect, and transition their wealth.

Contact:

Anne Booth Brockett

President | Chief Trust Officer

BMO Delaware Trust Company A Part of BMO Financial Group

20 Montchanin Road, Suite 240 | Greenville, DE 19807

Direct| 302.652.4980 Mobile| 302.270.0765

Email: AnneBooth.Brockett@bmo.com



2022 Delaware Trust Conference

Gold Sponsor

charles
SCHWAB

Own your tomorrow™

Charles Schwab Trust Company of Delaware (CSTCD) provides administrative trustee services exclusively for Registered Investment Advisors, private family offices, and their clients. Acting solely as a directed trustee under Delaware law, CSTCD's structure allows independent advisors to develop and maintain long-term investment relationships for trust assets while leveraging industry-leading securities custody, technology, and administrative expertise for the families they serve.

Contact:

Chris Mamele, JD

Sr Manager Trust Services Consulting

4250 Lancaster Pike

Wilmington, DE 19805

302-622-8302

Christopher.mamele@schwab.com

Website: [Personal Trust Services](#) | [Charles Schwab](#)



2022 Delaware Trust Conference

Gold Sponsor

Morris Nichols

ARSHT & TUNNELL

Morris Nichols is nationally known for the strength of its Trusts & Estates/Private Client practice. We have a market leading practice advising banks and trust companies in the highly specialized area of Delaware trust law. Chambers High Net Worth (HNW) has ranked our practice in Band 1 among Delaware private wealth law firms, with sources touting the group's reputation as "one of the leading firms in Delaware," and the "first point of reference" on Delaware trust law.

Todd A. Flubacher

Partner

302-351-9374

tflubacher@morrisnichols.com

J. Zachary Haupt

Associate

302-351-9424

zhaupt@morrisnichols.com

1201 North Market Street, 16th Floor, P.O. Box 1347
Wilmington, DE 19899-1347



2022 Delaware Trust Conference

Gold Sponsor



NORTHERN TRUST

For more than 130 years, Northern Trust has provided the highest level of wealth management services to clients through 56 locations nationally and around the world. In fact, we've been named Best Private Bank by the Financial Times Group eleven times in the last thirteen years.

The Northern Trust Company of Delaware, a subsidiary of Northern Trust Corporation, has established a team of experts in Wilmington with the goal of leveraging one of the most tax-advantaged jurisdictions in the United States for the benefit of our clients. We specialize in delivering insightful perspectives and creative thinking to grow, manage and preserve multi-generational wealth for individuals and their families.

David A. Diamond

1313 North Market St., Suite 5300

Wilmington, Delaware 19801

dad10@ntrs.com

302 428-8711



2022 Delaware Trust Conference

Gold Sponsor



PEAK TRUST COMPANY

Peak Trust Company serves estate planners looking for a professional trustee, who want accessible expertise. We offer the experience and sophistication to help you establish trusts, backed by easy-to-use trust administration. Unlike traditional banks and trust companies, at Peak Trust Company, your trust is our core business. This enables us to provide a customized delivery process tailored to your specific needs, providing everything you need but only what you want.

Business Development Contact Person

Andre Sears

Peak Trust Company, N.A.

3000 A Street, Suite 200

Anchorage, AK 99503

expert@peaktrust.com

(888) 544-6775

www.PeakTrust.com



2022 Delaware Trust Conference

Gold Sponsor



WILMINGTON TRUST

MEMBER OF THE M&T FAMILY

Wilmington Trust is a premier provider of wealth and institutional services for M&T Bank, one of the most financially sound and successful companies in the U.S. financial services industry. Founded by a family business leader more than a century ago, our guidance has helped generations of families and businesses thrive through times of growth and succession, backed by the sound experience of our professionals and a forward-looking mindset.

Contact:

Mark A. Oller, CTFA

President, Family Wealth, Delaware

Rodney Square North

1100 North Market Street

Wilmington, DE 19890

Phone | 302.651.8637

markoller@wilmingtontrust.com



2022 Delaware Trust Conference

Silver Sponsor



BNY MELLON

WEALTH MANAGEMENT

For more than two centuries, BNY Mellon Wealth Management has provided services to financially successful individuals and families, their family offices and business enterprises, planned giving programs, and endowments and foundations. It has \$321 billion in total client assets, as of December 31, 2021, and an extensive network of offices in the U.S. and internationally. We deliver leading wealth advice across investments, banking, custody, and wealth and estate planning. With a dedicated team of wealth managers and fiduciary specialists in Greenville, BNY Mellon Trust of Delaware provides full corporate trustee and trust administration services that complement the wealth planning needs of individuals and families. For more information, visit bnymellonwealth.com.

BNY Mellon Wealth Management

4005 Kennett Pike
Greenville, DE 19807

Elizabeth Luk

Head of Delaware Trust
T 302-421-3535

Elizabeth.Luk@bnymellon.com

Gregg Landis

Senior Director, Team Leader
T 302-421-2207

Gregg.Landis@bnymellon.com

Kevin A. Worsh

Senior Client Strategist
T 302-421-2202 | C 302-660-1646

Kevin.Worsh@bnymellon.com



2022 Delaware Trust Conference

Silver Sponsor



Brown Advisory is an independent investment firm committed to delivering a combination of first-class performance, strategic advice, and the highest level of client service through our offices across the nation and overseas. We advise a variety of inspiring families and individuals, including CEOs, philanthropists, entrepreneurs, civic leaders, scholars, athletes, and artists.

Our private client services are centered on building, protecting, and nurturing legacies. We provide thoughtful, timely, and comprehensive advice on investments, philanthropy, financial planning, taxes, and estate planning – often in collaboration with clients' outside professionals. The Brown Advisory Trust Company of Delaware – a cornerstone of our fiduciary services offering – features a multidisciplinary team of local experts to advise clients on accessing and navigating the First State's innovative tax and trust laws.

Lizzie Vannote

Strategic Advisor

302-351-7600

evannote@brownadvisory.com

Alex Tanouye

Head of Fiduciary Services

240-200-3028

atanouye@brownadvisory.com

brownadvisory.com



2022 Delaware Trust Conference

Silver Sponsor

CHILTON --- TRUST

Chilton Trust, a private, independent Trust Company, provides wealth management services including fiduciary services and investment solutions to high net worth individuals, families, and foundations. Chilton Trust operates under a national charter, and in addition to its principal office in Palm Beach, FL, includes Chilton Trust Company of Delaware, based in Wilmington, and trust representative offices in Charlotte, NC, Naples, FL, New York, NY and Stamford, CT.

Garrison duP. Lickle, Vice Chairman

glickle@ChiltonTrust.com

561-598-6330

Gina M. Nelson, Senior Vice President – Head of Fiduciary Services

gnelson@ChiltonTrust.com

561-598-6330

Daniel Cihanowyz, CTFA, Senior Trust Officer

dcihanowyz@chiltontrust.com

302-466-3501



2022 Delaware Trust Conference

Silver Sponsor



Commonwealth Trust Company is in the business of building relationships - with our clients and their advisers. Commonwealth is completely independent, we complement our client's advisers, not compete with them. Our team of experienced, dedicated professionals deliver a high-level of personal service, flexible decision making, timely and effective reporting, and competitive pricing. Commonwealth has the experience to uniquely serve your trust administration needs. Trust us with your family legacy.

Amy Brown

abrown@comtrst.com

302-658-7214

Jose Mercado

jmercado@comtrst.com

302-287-2299

Commonwealth Trust Company

29 Bancroft Mills Road

Wilmington, DE 19806

<https://commonwealth-trust.com/>



2022 Delaware Trust Conference

Silver Sponsor



Cover & Rossiter

Certified Public Accountants

Cover & Rossiter is an award-winning CPA advisory firm providing tax, audit, estate, trust, and accounting services to businesses, nonprofits, families, individuals, and captive insurance groups. Our team helps clients navigate through complex tax laws, strict audit standards and elaborate estate and trust documents in order to maximize financial results and minimize risk. We serve our clients as trusted advisors through a unique combination of expert advice, personalized service, and the use of the latest technology.

Contact Info:

Marie Holliday, CPA, MBA

Kim Zarett, CPA, MS

Peter Hopkins, CPA, MS

2711 Centerville Rd., Suite 100
Wilmington, DE 19808

Phone: 302-656-6632

Email: CoverRossiter@CoverRossiter.com

Website: <https://www.coverrossiter.com/>



2022 Delaware Trust Conference

Silver Sponsor

EVERCORE

Wealth Management

Trust Company

THE NEW STANDARD IN WEALTH MANAGEMENT

Evercore Wealth Management and Evercore Trust Company, N.A. together offer top-tier investment management, strategic wealth planning – and a modern alternative to traditional trust companies, along with access to the tax and regulatory advantages associated with Delaware trusts.

Contact:

Alexander J. Lyden-Horn, J.D., LL.M., TEP

Managing Director, Director of Delaware Trust Services and Trust Counsel

Evercore Trust Company, N.A.

300 Delaware Avenue, Suite 1225, Wilmington, DE 19801

T: 302.304.7369 | C: 302.332.3078

Alexander.LydenHorn@evercore.com | evercorewealthandtrust.com



2022 Delaware Trust Conference

Silver Sponsor

First State

TRUST COMPANY

First State Trust Company (FSTC), with locations in Wilmington, Delaware and West Palm Beach, Florida, has been providing trust, custody, reporting and administrative services for more than 40 years.

Our core business model is building strategic partnerships with Financial Advisors across the country, where we provide five-star service supported by industry leading software – so that the advisor can concentrate on providing investment advice. Our solution is a partnership between the client, the client's financial advisors, and our trust administration services team. It's that simple.

Contact:

Jacqui Jenkins, ATFA, CTFA

Senior Managing Director, Chief Fiduciary Officer and Director of Trust Services

EMAIL: Jjenkins@FS-TRUST.COM

PHONE: (561)253-4437



2022 Delaware Trust Conference

Silver Sponsor



GREENLEAF TRUST®

— DELAWARE —

Greenleaf Trust is a comprehensive wealth management firm with specialized disciplines in goals-based wealth management, trust administration and retirement plan services. As a privately held and managed trust-only bank, our independence frees us from conflicts of interest and ensures that our clients' best interests are at the center of everything we do. Client-aligned and talent-driven, we adhere to the highest standards of fiduciary excellence. Client relationships begin at \$2 million.

Contact:

Dawn Moore

Address: 4001 Kennett Pike, Suite 226, Greenville, DE 19807

Phone number: 302-236-0766

Email: dmoore@greenleaftrust-de.com

Website: greenleaftrust.com



2022 Delaware Trust Conference

Silver Sponsor

Morris James LLP

At Morris James, we are deeply committed to anticipating the needs of our clients through innovation and superior client service. We are a full-service law firm helping businesses and private clients address complex legal issues. The firm's innovative legal work, creative use of technology, and responsiveness to client needs have led to many significant client representations and high regard from clients, peers, and the Delaware community. With Morris James, Expect More.

Bruce W. Tigani, Esq.

Partner

500 Delaware Avenue, Suite 1500

Wilmington, DE 19801

302.888.6962

btigani@morrisjames.com

www.morrisjames.com/



2022 Delaware Trust Conference

Silver Sponsor



**NEW YORK
PRIVATE TRUST**
A DELAWARE TRUST COMPANY

New York Private Trust Company (NYPTC) is an advisor-friendly trust company in Wilmington, DE. NYPTC provides a broad range of fiduciary services to individuals and other institutions lacking trust powers throughout the U.S. and abroad. Its Delaware situs allows individuals to create trusts having perpetual duration, asset protection, investment management flexibility and favorable tax treatment. With a wealth of experience dealing with cross-border planning we also work with non-U.S. clients.

Shawn P. Wilson | President and Chief Trust Officer
New York Private Trust Company
200 Bellevue Parkway, Suite 500 | Wilmington, DE 19809
P (302) 792-4728 | F (917) 262-5503
wilsons@nyptrust.com | www.nyptrust.com



2022 Delaware Trust Conference

Silver Sponsor



Pinion

Pinion Individual Trustee Services provides an alternative to family member or corporate trustees, bringing a unique combination of expertise, dedication, empathy and openness to serve clients in ways that best fit their specific needs. As an individual trustee, Pinion has the flexibility to accept assets that more traditional trust providers may not be able to accept. Pinion is proudly affiliated with Santora CPA Group.

Theresa L. Hughes
Professional Individual Trustee
220 Continental Drive, Suite 112
Newark, DE 19713
302-224-5168 (W)
302-354-3244 (M)
Thughes@santoracpagroup.com



2022 Delaware Trust Conference

Silver Sponsor



PNC Delaware Trust Company has long served the needs of high-net-worth individuals and families with a wide range of Delaware trust solutions. We provide customized fiduciary and custody services for trusts administered under particular provisions of Delaware law.

The PNC Delaware Trust Company team provides the experience and resources to deliver solutions that enable individuals and their advisors to navigate the complexity of personal trusts—and to help ensure an exceptional client experience.

Virginia Miles Hurst, J.D.

Vice President and Fiduciary Market Director

PNC Delaware Trust Company

PNC Bank, N.A.

222 Delaware Avenue, 15th floor

Wilmington, DE 19801

P: 302.429.2757

Virginia.Hurst@pnc.com

Kirsten Cataldi, CTFA

Senior Vice President and Fiduciary Team Lead

PNC Delaware Trust Company

PNC Bank, N.A.

222 Delaware Avenue, 15th floor

Wilmington, DE 19801

P: 302.429.7109

Kirsten.Cataldi@pnc.com

Darcy Roennfeldt, J.D., LL.M. (Tax)

Senior Vice President and Head of PNC Delaware Trust Company

PNC Bank, N.A.

10500 NE 8th Street, 20th Floor

Bellevue, WA 98004

P: 206.274.3050

Darcy.Roennfeldt@pnc.com



2022 Delaware Trust Conference

Silver Sponsor



Santora CPA Group

Right, By Your Side

For almost 40 years, Santora CPA Group has been providing clients with interdependent and outside-the-box thinking while offering quality tax, accounting, and auditing services. In addition to those traditional services, we also offer fiduciary, trust, wealth enhancement, estate planning, profit improvement, HR consulting, payroll, bookkeeping, business valuation, and litigation support. When working with us, you will always have a highly skilled, well-trained professional who is “Right, By Your Side.”

Contact Information:

Robert S. Smith, CPA, Managing Director of Tax Services

Santora CPA Group

220 Continental Drive, Suite 112

Newark, DE 19713

302-737-6200

rsmith@santoracpagroup.com

www.santoracpagroup.com



2022 Delaware Trust Conference

Silver Sponsor



Truist Delaware Trust Company

Truist Delaware Trust Company, a wholly owned subsidiary of Truist Financial Corporation, is a corporate fiduciary serving the needs of families seeking Delaware trust solutions by offering a full range of trust strategies to provide flexibility and innovative trust design for our clients. We welcome the opportunity to meet with clients and their advisors to explore Delaware trust solutions that can be tailored to their needs.

For more information, please contact:

David W. Keister

Senior Vice President & Fiduciary Executive

302-892-9943

david.keister@truist.com

Carol A. Tino

Senior Vice President & Senior Delaware Trust Company Advisor

302-892-3306

carol.a.tino@truist.com

Monifa Williams

Vice President & Delaware Trust Company Advisor

302-442-9042

monifa.williams@truist.com



2022 Delaware Trust Conference

Bronze Sponsor



BANK OF AMERICA

PRIVATE BANK

Bank of America Private Bank offers innovative and customized financial solutions to help meet unique lifestyle, family, business and philanthropic goals for wealthy individuals, families and institutions with complex wealth management needs. A coordinated team backed by more than 200 years of experience and the resources of one of the world's largest financial institutions works with each client to understand and address their needs. We apply deep wealth management expertise and financial acumen to deliver across a comprehensive range of capabilities, including wealth structuring, investment management, customized credit and banking, legacy and philanthropy, and family office services. To learn more about Bank of America Private Bank, please visit bankofamerica.com/PrivateBank

Contact:

Brandon Biery

Vice President

Private Client Advisor

302.434.6438

brandon.biery@bofa.com

2951 CENTERVILLE RD WILMINGTON, DE 19808



2022 Delaware Trust Conference

Bronze Sponsor



BankTalentHQ is the premier talent management site for financial industry careers, brought to you by an alliance of banking associations and the American Bankers Association. Finding and keeping top talent is high on the list of challenges banks face, and the solution is BankTalentHQ! Whether you are looking for a job with a financial institution, or you are an employer with a position to fill, BankTalentHQ is here to help. Visit BankTalentHQ.com to learn more. Talent Gathers Here!

Contact e-mail: info@banktalenthq.com



2022 Delaware Trust Conference

Bronze Sponsor



Since 1923, BLS has provided services to a diverse client base while never losing sight of our founding commitment of building long-standing, mutually beneficial relationships. BLS supports individuals, estates, and trusts with key services that help clients successfully manage their current estates and facilitate the transfer of wealth.

Our Estate & Trust Services:

- Federal estate and state inheritance tax planning
- Beneficiary designation review to maximize benefits
- Charitable giving technique recommendations
- Life insurance needs review
- Use of trusts and family limited partnerships consulting
- Federal and state tax return preparation for the estate/trust and beneficiaries
- Lifetime gifting planning
- Federal inheritance tax return preparation for inheritances from a non-U.S. citizen
- Tax and estate planning for fine arts and collections

Karly Laughlin, CPA

klaughlin@belfint.com

Kathy Dean-Bradley, CPA

kdean-bradley@belfint.com

Michael Kelly, CPA

mkelly@belfint.com

\Kathy Schultz, CPA, AEP®

kschultz@belfint.com

Belfint, Lyons & Shuman, CPAs

1011 Centre Road, Suite 310 | Wilmington, DE 19805

www.belfint.com



2022 Delaware Trust Conference

Bronze Sponsor



CIBC Delaware Trust Company recognizes the value that an experienced and knowledgeable trustee – serving with fiduciary care and responsibility – brings to the goals of wealth planning. We provide an expansive offering of tailored solutions including integrated wealth strategies, customized investment management, and both fully managed and directed trustee services.

For more information, please contact:

Halsey Schreier

(212) 655-7077

email: halsey.schreier@cibc.com



2022 Delaware Trust Conference

Bronze Sponsor

Duane Morris[®]

Duane Morris LLP, a law firm with more than 800 attorneys in offices across the United States and internationally, is asked by a broad array of clients to provide innovative solutions to today's legal and business challenges. Evolving from a partnership of prominent lawyers in Philadelphia a century ago, Duane Morris' modern organization stretches from the U.S. to Europe and the Middle East, and now across Asia. Throughout this global expansion, Duane Morris has remained committed to preserving its collegial, collaborative culture that has attracted many talented attorneys. The firm's leadership, and outside observers like the Harvard Business School, believe this culture is truly unique among large law firms, and helps account for the firm continuing to prosper throughout changing economic and industry conditions.

Contact:

Jocelyn M. Borowsky, Esq.

Duane Morris LLP

1201 N. Market Street, Suite 501

Wilmington, DE 19801

Tel: (302) 657-4900

Email: JMBorowsky@duanemorris.com



2022 Delaware Trust Conference

Bronze Sponsor

K&L GATES

At K&L Gates, our fully integrated global platform enables us to provide exceptional client solutions. The Wilmington office transactional team focuses on financial institutions and Delaware business entities and their involvement in a wide range of domestic and cross-border transactions. Our lawyers play a leading role in Delaware law matters, including through service on the small and prestigious committees responsible for some of Delaware's most important legislation.

Scott E. Waxman

Managing Partner

K&L Gates LLP

600 North King Street, Suite 901

Wilmington, DE 19801

P: 302.416.7070

F: 302.416.7020

scott.waxman@klgates.com

www.klgates.com



2022 Delaware Trust Conference

Exhibitor



American
Bankers
Association®

Wealth management looks dramatically different today—and expected and unexpected influences alike continue to shape a new operating environment. Serve your clients during these shifts in business—from the massive generational transfer of wealth, to new client concerns, and the changing economy with training from ABA.

Contact:

Mark DeBaugh

mdebaugh@aba.com

Mike Clancy

mclancy@aba.com

American Bankers Association

1333 New Hampshire Ave, NW

Washington, DC, 20036

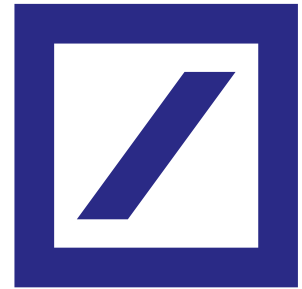
<https://www.aba.com/training-events/training-guides/wealth-management-and-trust>



2022 Delaware Trust Conference

Exhibitor

Deutsche Bank Wealth Management



Deutsche Bank Wealth Management can help ensure that a client's wealth will benefit both current and future generations. Trust and estate administration, and all its related fiduciary services, are at the heart of our capabilities. Our fiduciary capabilities were originally part of Bankers Trust Company, founded in 1903. Our overall mission is to deliver a highly personalized boutique planning experience, while leveraging the extensive resources of Deutsche Bank.

[deutschewealth.com](https://www.deutschewealth.com)

Gary Marzolla

Deutsche Bank Center
One Columbus Circle
New York, NY, 10019
212-453325

gary.a.marzolla@db.com
[deutschewealth.com](https://www.deutschewealth.com)



2022 Delaware Trust Conference

Exhibitor



JTC is a publicly listed, global professional services business with deep expertise in trust/private client, corporate and fund services.

We have been helping private clients from all over the world for over 35 years, and we have developed particular expertise in working with clients from Latin America, the US, Europe, the Middle East and Asia. Within the US we have offices in Austin, Boston, Miami, New York, San Jose and South Dakota. From 1 November 2022 we will also have an office in Delaware through the acquisition of a trust company.

Contact:

Tim Carroll: timothy.carroll@jtcgroup.com

and

Gregg Homan: Gregg.Homan@jtcgroup.com



2022 Delaware Trust Conference

Exhibitor



Planning for care. For life.

National Care Advisors is a national nurse consulting firm providing life care planning, quality of life assessment, third party benefit analysis as well as case management services to attorneys, financial planners, trustees and their client families in all 50 states. We are focused primarily on improving the quality of life for our clients and their families, within the scope of all available funding resources and third-party benefits.

Contact Information:

Laura Alexander, Vice President of Business Development

lalexander@nationalcareadvisors.com

3982 Powell Road, Suite 231

Powell, Ohio 43065

800-652-7404 ext. 701 Toll Free

www.nationalcareadvisors.com

info@nationalcareadvisors.com



2022 Delaware Trust Conference

Exhibitor



The Delaware Bankers Association has partnered with ODP Business Solutions, formerly Office Depot, to provide association members significant discounts on a wide range of office and banking supplies, cleaning and breakroom supplies, print and copy, furniture, print solutions and promotional products.

DBA's partnership with ODP is part of a national state bankers association discount program accessed by hundreds of banks across the country. For more information, please e-mail bank.opportunities@odpbusiness.com

Contact:

Mike DeNeane, Major Account Executive

Tel: 301-706-3055 | michael.deneane@officedepot.com

Talitha Searcy

Tel: 512-651-2579 | bank.opportunities@odpbusiness.com

Website to sign up: <https://community.officedepot.com/GPOHome?id=921>



2022 Delaware Trust Conference

Exhibitor



PEAK TRUST COMPANY

Peak Trust Company serves estate planners looking for a professional trustee, who want accessible expertise. We offer the experience and sophistication to help you establish trusts, backed by easy-to-use trust administration. Unlike traditional banks and trust companies, at Peak Trust Company, your trust is our core business. This enables us to provide a customized delivery process tailored to your specific needs, providing everything you need but only what you want.

Business Development Contact Person

Andre Sears

Peak Trust Company, N.A.

3000 A Street, Suite 200

Anchorage, AK 99503

expert@peaktrust.com

(888) 544-6775

www.PeakTrust.com



2022 Delaware Trust Conference

Exhibitor



Pinion

Pinion Individual Trustee Services provides an alternative to family member or corporate trustees, bringing a unique combination of expertise, dedication, empathy and openness to serve clients in ways that best fit their specific needs. As an individual trustee, Pinion has the flexibility to accept assets that more traditional trust providers may not be able to accept. Pinion is proudly affiliated with Santora CPA Group.

Theresa L. Hughes

Professional Individual Trustee
220 Continental Drive, Suite 112
Newark, DE 19713
302-224-5168 (W)
302-354-3244 (M)
Thughes@santoracpagroup.com



2022 Delaware Trust Conference

Exhibitor



DEPOSIT
SOLUTIONS

+



R&T and TBS successfully completed their planned business combination in 2022. The combined firm will provide banks, credit unions, wealth managers and trust institutions with a larger selection of products and services, designed to meet their unique cash sweep, deposit funding and securities-based lending needs. R&T has been providing deposit and liquidity services since 1974. TBS has been providing financial technology services since 2004.

Contact:

Emily Fox, Efox@rnt.com

John Duffy, jduffy@totalbanksolutions.com

Reich & Tang

866-237-2752

info@rnt.com

1411 Broadway, 28th floor
New York, NY 10018

Reich&tang.com

<https://www.linkedin.com/company/reich-&-tang-funds/mycompany/>



2022 Delaware Trust Conference

Exhibitor



Santora CPA Group

Right, By Your Side

For almost 40 years, Santora CPA Group has been providing clients with interdependent and outside-the-box thinking while offering quality tax, accounting, and auditing services. In addition to those traditional services, we also offer fiduciary, trust, wealth enhancement, estate planning, profit improvement, HR consulting, payroll, bookkeeping, business valuation, and litigation support. When working with us, you will always have a highly skilled, well-trained professional who is “Right, By Your Side.”

Contact Information:

Robert S. Smith, CPA, Managing Director of Tax Services

Santora CPA Group

220 Continental Drive, Suite 112

Newark, DE 19713

302-737-6200

rsmith@santoracpagroup.com

www.santoracpagroup.com



2022 Delaware Trust Conference

Exhibitor



A full-service employee benefit and financial services firm, Weiner Benefits Group provides Medical Insurance, Dental, Vision, Life Insurance, Disability Insurance, Medigap, and retirement plan services, to name a few. Since 1938, we have continued a tradition of putting our clients first and serving the needs of companies and their employees.

Louis D. Memmolo, AIF
Weiner Benefits Group LLC,
2961 Centerville Road, Suite 300
Wilmington, DE 19808
302-658-0218

Lou@weinerbenefitsgroup.com
www.WeinerBenefitsGroup.com



2022 Delaware Trust Conference

Exhibitor



WHISMAN GIORDANO

CERTIFIED PUBLIC ACCOUNTANTS

Building Extraordinary Relationships

Whisman Giordano & Associates, LLC is a certified public accounting and business advisory firm serving clients throughout the state of Delaware, Chester County, PA, northern Maryland, and beyond.

Since 1973, we have been committed to developing extraordinary relationships and delivering superior accounting, auditing, tax, and advisory services. We work with clients as part of their team, helping them obtain the results they seek, with a warm, friendly approach.

Whisman Giordano & Associates, LLC

111 Continental Drive, Suite 210

Newark, DE 19713

302-26-0202, info@whismangiordano.com

www.whismangiordano.com



2022 DELAWARE TRUST CONFERENCE

Program Details

LEARNING OBJECTIVES: To further the understanding of the unique aspects of Delaware Trusts for the benefit of trust professionals to assure that their trust clients receive the most timely, knowledgeable and beneficial advice to maximize their trust needs.

AT COMPLETION OF THIS CONFERENCE, YOU WILL BE ABLE TO: Define the steps an international client uses when considering establishment of a Delaware trust and apply the same to the development of their business; Apply best practices methods on satisfying client needs and trust administration; Identify and apply current trends in Delaware trust planning to better serve existing clients and broaden your trust knowledge, including consideration of both state and national trends; Identify and avoid potential risks to trust clients and trust companies with regard to potential litigation, particularly in the fields of document drafting and review, fiduciary oversight, trust transfer and ethics; analyze and identify potential issues with special assets, asset protection trusts, and international filing requirements for trusts.

PROGRAM CONTENT: Delaware trusts are solid, dependable, and best of all thanks to Delaware's rule of perpetuity, they're built to last! The seventeenth annual Delaware Trust Conference will highlight all the unique advantages of the First State's trust environment. Attendees will enjoy a stellar line-up of the nation's top trust, legal and wealth management experts, all of whom will provide them with the latest information on using Delaware trusts to the maximum benefits for themselves and their clients.

PROGRAM LEVEL: Intermediate

PROGRAM PREREQUISITES & ADVANCE PREPARATION: Those attending the conference will be from varied backgrounds; however all should have a minimum of a bachelor's degree from an accredited college or university. In addition, the attendees will also have a variety of higher educational degrees and designations including, but not limited to J.D., CPA, CTFA, and CFP.

DELIVERY METHOD: Group Live discussions with PowerPoint supplements. All materials presented are provided to attendees in digital electronic format.

REGISTRATION INSTRUCTIONS: Both days for \$1,195 for DBA/FEA members; \$1,695 for non-members. Daily prices are also available and are listed on the enclosed application. To register, please complete the registration form on-line: <https://portal.debankers.com/events/>

Questions? Call 302-678-8600 or email Renee Rau: renee.rau@debankers.com

REFUND POLICY: If an attendee drops a seminar after the registration deadline, but at least ten (10) business days before the conference starts, the drop fee is \$100.00. After October 7, 2022, the attendee will be charged the full cost of the conference. If the attendee does not drop the conference and does not attend, s/he will be considered a “no-show” and will be charged the full cost. Qualified substitutions are permitted at any time. Continuing education credits will be given to the individual who attends the conference.

PROGRAM CANCELLATION POLICY: The DBA/FEA reserves the right to cancel a session for insufficient enrollment. If a class is cancelled, the DBA/FEA will notify the registrants at least five (5) business days before the scheduled date and refund the course fee.

COMPLAINT RESOLUTION POLICY: Every program’s relevance is guaranteed. If an attendee becomes dissatisfied with the program, she/he will receive a full refund of the enrollment fee or be permitted to attend an equivalent program at no charge. For more information regarding administrative policies such as complaints and refunds, please contact our offices at 302-674-0202.

The Delaware Bankers Association Financial Education Alliance is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have final authority of acceptance of individual courses for CPE credits. Complaints regarding registered sponsors may be addressed to National Registry of CPE Sponsors, 150 Fourth Avenue North 700, Nashville, TN 37219-2417, website www.learningmarket.org.

**Total Credits for
2022 Delaware Trust Conference = 18.0 CLE
applied for (DE & PA) (including 2.0 Ethics Credits),
CPE & ICB Credits Applied for.
Participants can earn up to 18.0 CPE credits in
Specialized Knowledge and Applications
field of study.**