

GET THE HEIRS® PERSONAL TRUST HANDBOOK FREE WHEN YOU JOIN

HEIRS®, Inc. was formed in February of 1991 expressly to address the grievances of trust creators and beneficiaries. Still the first and only organization of its kind in the country, it works today to improve the administration of personal trusts and estates primarily through education. HEIRS® also assists trust creators in designing a trust that will be 'beneficiary friendly' and in choosing a fiduciary that will best provide financial management for the children. Over the longer term, the organization is pushing for legislative reforms that will improve trust/estate administration.

MEMBERSHIP BENEFITS

- **Heirs® Personal Trust Handbook** (342 pages; 494 footnotes; 22 appendices)
- **Literature Resources** - a guide to books and articles of special interest to beneficiaries and benefactors
- **Individual Counseling by Phone**
- **Lawyer Referrals** (drafting a will/trust; litigation.)

How To JOIN

Fill out the membership application below. Attach a check for \$95 for a post-paid *one year* membership and mail to HEIRS®, Box 292, Villanova, PA 19085. Or call (610) 525-4442 / (610) 527-6260 (voicemail) for further information. Website: www.heirs.net. E-mail: stancedar@comcast.net. *Membership fee includes a free copy of The Heirs® Personal Trust Handbook.* Foreign orders: payment must be made by check drawn on a U.S bank or money order redeemable at U.S. Post Offices. Members may order additional copies of the *Heirs® Personal Trust Handbook* at a special reduced rate of \$44.00 (\$39.00 + \$5.00 S&H).

The Founder Of Heirs Inc.

As the husband of a trust beneficiary for over thirty-five years, Standish Smith has had first hand experience with bank administration of personal trusts. In 1991, he co-founded the Heirs® organization which today serves as a resource to both benefactors and beneficiaries searching for better trust/estate administration. He is the author of *Onshore vs. Offshore; Where Should My Personal Trust Be Located*, which appeared in *Private Wealth* (Institutional Investor, Inc., 1999). Excerpts from *The Heirs Personal Trust Handbook* have been reprinted in *Managing Family Trusts*, (John Wiley &



Sons, 1999). A monograph entitled *Reforming the Corporate Administration of Personal Trusts - The Problem and A Plan* was published in the *Quinnipiac Probate Law Journal*. In 1998, he was named an Observer to the Drafting Committee for the *Revised Uniform Trust Code* at the behest of the Uniform State Commissioners. Mr. Smith has addressed the Fiduciary Examiners (auspices of the Comptroller of the Currency), the New York Society of Security Analysts, the Financial Analysts of Philadelphia, the Resourceful Women organization (San Francisco, CA), the New Jersey Bankers Association (Princeton, NJ), and the Retirement Industry Trust Association (Chicago, IL). He has lectured on behalf of the 'Learning in Retirement' program sponsored by Widener University. Most recently he addressed the Federal Deposit Insurance Corporation (FDIC). Mr. Smith has also appeared on national/local television and radio. The activities of Heirs® have been mentioned in over 150 newspaper/magazine articles to date. He holds a BA degree from Kenyon College and has pursued graduate studies in mathematics, statistics, and psychology.

HEIRS® MEMBERSHIP APPLICATION

1. My primary complaint is _____.
2. My objectives are Remove present trustee Early termination of trust Obtain compensation for past losses Better administration (specify) _____.
3. Have you pursued legal remedies? Never Yes, but matters have been settled Presently in litigation Seriously contemplating
4. Does a written fee agreement exist between the trust creator and the trustee? Yes No Don't know
5. Does your trust instrument (will, fee authorization agreement) contain a clause allowing you to remove the trustee *without having to prove cause*? Yes No ; Kind of trustee Bank Individual
6. Would you like to further trust reform by participating in a class action Yes No ; Want media participation? Yes No
7. Are you a beneficiary of a trust and/or estate? (Circle one or both.)
8. Do you plan on creating a trust? Yes No
9. My trust/estate is administered under the laws of _____ (State).
10. Personal information

Your Name _____ Address _____
Your Phone No(s). _____ (Office); _____ (Home); _____ e-mail
Corporate (e.g. Bank) Trustee Name _____ Address _____

PRIVACY CLAUSE/DISCLAIMER: HEIRS will respect your privacy at all times. HEIRS® is a support group primarily for beneficiaries and creators of irrevocable trusts. It offers practical suggestions to those who want to improve relationships with their trustees and to others who may be contemplating setting up a trust using a corporate entity such as a bank or individual (e.g. a lawyer) as the fiduciary. However, it cannot guarantee that its suggestions, in particular the material presented within this Handbook, will be effective in a particular situation. Further, it is not qualified to offer legal, tax or estate planning services and will not do so. (For legal assistance, see a lawyer that is a specialist in trust/estate matters.) CAUTION: some banks may assess trust corpus for their expenses not only when they must defend an action brought by a beneficiary/trust creator but also whenever they find it necessary to obtain advice (legal or otherwise) in order to answer a beneficiaries'/trust creator's questions/complaints.