

## **Your Comerica Team**



#### Your Comerica Team

This section provides the contact information for the Comerica colleagues responsible for managing your relationship. Comerica's comprehensive, team-based approach to wealth management is designed to bring your full financial picture together, allowing us to provide first-class expertise, tailored solutions and personalized service to help you achieve your goals.

#### Other Contact Information

For your convenience, we provide additional contact points to assist you with online support. Recognizing that security for your relationship with Comerica is very important, we have included our Fraud Hotline in the event that you have concerns.

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For ease of navigation, your statement includes a Table of Contents.



SM ITH, JANE A IRREV TRUST

Statement Period Account number April 1, 2020 - June 30, 2020 4015012345

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## Your Comerica Team

	Area of Expertise	Telephone	Email Address
LINDA BROWN	Trust Advisor	555-222-XXXX	email1@comerica.com
JOHN MILLER	Trust Client Assistant	555-647-XXXX	email2@comerica.com

### Other Contact Information

Alliance Partner	FINANCIAL ADVISOR FIRM				
Comerica Trust Online	www/cwc.comerica/Comerica WealthConnect/login.html				
Comerica Trust Online Help Desk	888-417-1953				
Fraud Hotline	888-444-9876				

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## TRUST STATEMENT GUIDE **Your Relationship**



#### Your Relationship

Your account information will be summarized here. If you have a consolidated statement for more than one account, the accounts will be organized by Account Types and the Investment Objective will be defined for each account.

### Change In Account Value

This section summarizes the account activity for the period. Year to Date values accumulate over a calendar/ fiscal 12-month period.



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Your Relationship

Tour Remarkable				
	Account Number	Your Investment Objective	Beginning Market Value This Period	Ending Market Value this Period
Revocable Trust				
SMITH, JANE A IRREV TRUST	4015012345	Moderate		
Net Portfolio Value			\$9,219,832.99	\$9,272,671.21

Net Portiono Value			89,219,832.99
Change in Account Va	lue		
	Current Period	Year To Date	
Opening Market Value	\$9,219,832.99	\$9,018,559.86	
Net Cash Receipts/Disbursements	-208,707.99	-211,423.97	
Transfer of Securities (In/Out)	0.00	0.00	
Income Received	52,240.34	73,230.13	
Change in Market Value	209,310.87	392,310.19	
Closing Market Value	\$9,272,676.21	\$9,272,676.21	

# TRUST STATEMENT GUIDE Portfolio Overview



#### **Asset Allocation**

This graph depicts the current dollar value and percentage allocation of holdings in cash, equities, fixed income etc.

#### Your Investment Objective

The Investment Objective assigned to this portfolio is defined here. For consolidated statements, "Your Investment Objective" refers back to the "Your Relationship Page" where you will find the individual account investment objectives.

#### Top Five Portfolio Holdings

The five largest holdings in your portfolio are listed here, along with each asset's percentage of the total portfolio market value. Cash and Equivalents will not be listed.

#### **Bond Maturity**

This chart reflects individual bond holdings categorized by year of maturity, as well as par and market value here. As noted on the statement, this section does not include Fixed Income Mutual Funds.



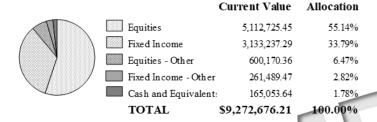
SM ITH, JANE A IRREV TRUST Statement Period Account number

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#### Portfolio Overview

#### Asset Allocation

Estimated Accrued Interest not included.



#### Top Five Portfolio Holdings

Based on Ending Market Value

	Current Value % of	Portfolio
ISHARES TR-S&P 500 INDEX	600,170.36	6.47%
GENERAL ELE CAP CORP 6.15% 08/07/2029	111,496.00	1.20%
UNIVERSITY MICH UNIV REVS 5% 04/01/2021	79,830.75	0.86%
CONOCOPHILLIPS	14,274.00	0.15%
NEXTERA ENERGY	12,903.00	0.14%

#### Your Investment Objective

#### Moderate

Portfolio scoring to this risk region generally include an allocation to both equity and fixed-income securities with a greater weighting to equities and may contain alternative strategies as well. This risk region is designed for investors with a need for both portfolio appreciation and current income. Investors should be willing to take on some market volatility in pursuit of better returns.

#### **Bond Maturities**

Does not include Fixed Income Mutual Funds

Maturity Years	% of Total Bond Assets	Par Value	Market Value
Less than 1 year	18.02%	550,000.00	564,609.36
1-2	25.96%	800,000.00	813,388.40
2-5	50.39%	1,575,000.00	1,578,838.27
5-10	5.63%	175,000.00	176,401.26
Total	100.00%	3,100,000.00	\$3,133,237.29

## **Cash Flow Summary**

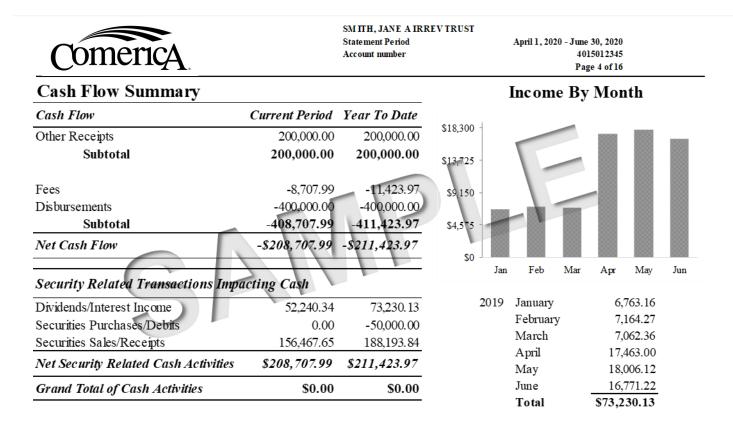


#### **Cash Flow Summary**

This section summarizes cash transactions for the current and year to date reporting periods and categorizes them as either cash or security related transactions impacting cash.

## Income by Month

Dividends and interest income for both foreign and domestic holdings of the portfolio by month are summarized and displayed numerically and in a bar graph.



# **Important Summaries Regarding Your Relationship**



## Important Summaries Regarding Your Relationship

This section provides an overview of income, fees, and realized and unrealized gain or loss for both the current and year to date periods.



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## **Important Summaries Regarding Your Relationship**

Income Summary	Current Period	Year To Date
Domestic Dividends and Distributions	35,240.34	45,355.13
Foreign Dividends and Distributions	0.00	0.00
Interest Income	17,000.00	27,875.00
Total Income	\$52,240.34	\$73,230.13
F C		

Realized Gain or (Loss)	Current Period	Year To Date
Short-term Gain or (Loss)	0.00	0.00
Long-term Gain or (Loss)	0.00	0.00
Total	\$0.00	\$0.00
Unrealized Gain or (Loss	,1	\$501,933,18
Unrealized Gain or (Loss	9	3301,933.10

# TRUST STATEMENT GUIDE **Holdings Detail**



## **Holdings Detail**

This detail is a listing of each asset held in the portfolio by category. Cash, short-term investments, and totals will be categorized by principal and/or income.



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Hol	dings	Detail
LIU	wmz,	Detail

Holding	s Detail							
				Market	Estimated	Unrealized	Current	%of
Units	Asset Description	Market Price	Tax Cost	Value	Annual Income	Gain/Loss	Yield	Portfolio
Cash and H	Equiv alents							
Cash								
	Cash							0.00%
	Total Cash							0.00%
Short Tern	n Investments							
	BLACKROCK LIQUIDITY FUNDS FEDFU	AD						
165,053.64	PORTFOLIO-INST	1.000	165,053.64	165,053.64	4,076.82		2.470%	
	Total Short Term Investments		165,053.64	165,053.64	4,076.82	0.00		1.78%
Total Cash	and Equivalents		165,053.64	165,053.64	4,076.82	0.00		1.78%
Equities - Ot	her							
Mutual Fur	ıds							
2,028	ISHARES TR-S&P 500 INDEX	295.940	485,402.32	600,170.36	11,058.68	114,768.04	1.843%	6.47%
	Total Mutual Funds	·	485,402.32	600,170.36	11,058.68	114,768.04		6.47%
Total Equitie	s - Other		485,402.32	600,170.36	11,058.68	114,768.04		6.47%

# **Transaction Summary**



## **Transaction Summary**

The transaction summary provides a high-level overview of current and year-to-date transactions separated by principal cash, income cash and cost.

#### Transaction Detail

The report will provide subtotals for each transaction category, and the last page of the Transaction Detail will total the ending balances for principal cash, income cash, cost, and realized gain/loss.



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## **Transaction Summary**

		Current Period			Year To Date	
	Principal	Income	Cost	Principal	Income	Cost
	Cash	Cash	Cost	Cash	Cash	Cost
Beginning Balance	-\$203,937.77	\$203,937.77	\$8,937,767.15	-\$185,663.96	\$185,663.96	\$8,926,087.30
Net Income Received	0.00	52,240.34	0.00	0.00	73,230.13	0.00
Cash Receipts	0.00	200,000.00	0.00	0.00	200,000.00	0.00
Cash Disbursements	0.00	-408,707.90	0.00	0.00	-411,423.97	0.00
Purchases	0.00	0.00	0.00	-50,000.00	0.00	50,000.00
Sales	156,467.65	0.00	-156,467.65	188,193.84	0.00	-188,193.84
Noncash Transaction	0.00	0.00	-10,556.47	0.00	0.00	-17,150.43
Ending Balance	-\$47,470.12	\$47,470.21	\$8,770,743.03	-\$47,470.12	\$47,470.12	\$8,770,743.03

Enoing Daran	-34/, <del>1</del>	/0.12	347,470.21	30,770,743.03	-34/,4/0.12	347,470.12	30,770,743.03	
Transacti	ion Detail	L		ALL				
Date	Description			Principal Cash	Income Cash	Cost	Gain/Loss	
Beginning Balance			-\$203,937.77	\$203,937.77	\$8,937,767.15			
Net Income	Received							
4/1/2020	DIVIDEND ON BLACKROCK LIQUIDITY			8,664.27				
	FUNDS FEDFUND PORTFOLIO-INST PAYABLE 04/01/2020 FOR							
	04/01/20 THROUGH 04/31/20							
5/10/2020	DIVIDEND ON 108 SHS CHEVRON				128.52			
	CORPORATION AT 1.19 PER SHARE PAYABLE 05/10/2020 EX DATE							
	4/14/2020							
6/1/2020	INTEREST ON 75,00	00 UNIT	S		1,875.00			
	UNIVERSITY MICH	UNIV RI	EVS 5% 06/01/2	021				
Total Net Income Received			0.00	52,240.34	0.00	0.00		

# TRUST STATEMENT GUIDE Disclosures



#### **Disclosures**

For your reference, important disclosures are included on your statement(s).

#### Disclosures

Should you have questions concerning the following notices, please contact the relationship manager whose name appears on this account and /or your attorney.

#### NOTICE FOR BENEFICIARIES OF TRUSTS GOVERNED BY CALIFORNIA LAW NOTICE TO BENEFICIARIES

YOU HAVE 180 DAYS OR THE PERIOD SPECIFIED IN THE TRUST INSTRUMENT, WHICHEVER IS LONGER, FROM YOUR RECEIPT OF THIS ACCOUNT OR REPORT TO MAKE AN OBJECTION TO ANY ITEM SET FORTH IN THIS ACCOUNT OR REPORT. ANY OBJECTION YOU MAKE MUST BE IN WRITING; IT MUST BE DELIVERED TO THE TRUSTEE WITHIN THE PERIOD STATED ABOVE; AND IT MUST STATE YOUR OBJECTION. YOUR FAILURE TO DELIVER A WRITTEN OBJECTION TO THE TRUSTEE WITHIN THE PERIOD STATED ABOVE WILL PERMANENTLY PREVENT YOU FROM LATER ASSERTING THIS OBJECTION AGAINST THE TRUSTEE. IF YOU DO MAKE AN OBJECTION TO THE TRUSTEE, THE THREE-YEAR PERIOD PROVIDED IN SECTION 16460 OF THE PROBATE CODE FOR COMMENCEMENT OF LITIGATION WILL APPLY TO CLAIMS BASED ON YOUR OBJECTION AND WILL BEGIN TO RUN ON THE DATE THAT YOU RECEIVE THIS ACCOUNT OR REPORT RECIPIENTS OF THIS ACCOUNT OR REPORT MAY FILE A PETITION WITH A PROBATE COURT UNDER SECTION 17200 OF THE CALIFORNIA PROBATE CODE TO OBTAIN A COURT REVIEW OF THE ACCOUNT AND OF THE ACCTS OF THE TRUSTEE.

# NOTICE FOR BENEFICIARIES OF TRUST GOVERNED BY FLORIDA LAW NOTICE OF CHANGE IN FLORIDA STATUTE 736.1008

Pursuant to the Florida statutes governing estates and trusts, we are providing you with the following notice concerning limitations on proceedings which may be brought against a trustee after the beneficiary receives a trust accounting.

An action for breach of trust based on matters disclosed in a trust accounting or other written report of trustee(s) may be subject to a six month statute of limitations from the receipt of the trust accounting or other written report. If you have questions concerning this notice, please consult your attorney.

This notice applies to trust accountings provided to you for accounting periods beginning on or after January 1, 2006 and to written reports, other than trust accountings, received by you on or after January 1, 2003.

#### NOTICE FOR ALL OTHER BENEFICIARIES

You have one year from the date this account or report is mailed to you to commence proceedings or bring an action for breach of trust on matters disclosed in the account or report. Failure to commence proceedings within the time limit may permanently bar you from asserting such a claim.

## Disclosures, continued

#### Market Prices

Market prices shown for publicly traded securities have been obtained from pricing services which we believe are reliable; however, we cannot guarantee their accuracy or that securities can be bought or sold for these prices. Fair market value may not be available for illiquid or non-publicly traded assets, in which case fair value may be applied on a best efforts basis. Put and call options are priced at cost.

#### Non-Deposit Investment Products Disclosure

Comerica does not guarantee investment results in its fiduciary accounts. Where non-deposit investment products are used, such investment products are not insured by the FDIC; are not deposits or other obligations of Comerica and are not guaranteed by Comerica; and are subject to investment risks, including possible loss of the principal invested.



# TRUST STATEMENT GUIDE Change in Market Value



## Change In Market Value

This figure reflects the change in market value from the beginning to the end of the reporting period and is adjusted to account for receipts, disbursements, security transfers, and income received. See illustration below.

	Current Period	
Opening Market Value	\$9,219,832.99	
Net Income Received	52,240.34	
Net Cash Receipts/Disbursements	-208,707.99	
Non-Cash Transactions	0.00	
Realized Gain/loss	0.00	
Change in Market Value	209,310.87	
Closing Market Value*	\$9,272,676.21	

\$9,272,676.21 Ending Market Value

\$9,219,832.99 Beginning Market Value

\$52,843.22 Difference in Value BEFORE adjusting for Receipts, Disbursements, Transfers of Securities, and Income Received

0.00 Back out Realized Gain/Loss

-52,240.34 Back out Net Income Received

208,707.99 Back out Receipts / Disbursement Receipts/Disbursements

\$209,310.87 Different in Market value of the assets, plus any non-cash transactions

\* Closing Market Value matches the Current Market Value on the Portfolio Overview.



# TRUST STATEMENT GUIDE Glossary



% of Portfolio	Percentage by investment category or individual holding based on market value of the total portfolio
% of Total Bond Assets	Percentage by bond maturity category, based on Par Value
Allocation	Percentage of total market value by investment category as of the end of the reporting period
Beginning Market Value	Market value of the portfolio as of the beginning of the statement period
Cash	Includes domestic or foreign purchases and sales, foreign tax withholdings, dividends, net cash sweep, and interest income
Cash Disbursements	Disbursements (e.g., checks, wires, ACH, fees, bill payments), outgoing transfers between accounts or between income and principal portfolios
Cash Flow	Includes any receipts into the account (e.g. cash receipts, transfers in, other receipts) or disbursements out of the account (e.g. fees, bill payments, transfers out)
Cash Receipts	Deposits, incoming transfers between accounts or between income and principal portfolios
Change In Market Value	See Appendix
Current Value	Market value by investment category as of the end of the statement period
Current Yields	Estimated annual income divided by total market value
Ending Market Value	Market value of the portfolio as of the end of the statement period
Estimated Annual Income	Annualized income estimate based on the current holding and the current known dividend or interest rate
Fee Summary	Includes total fees paid to Comerica (does not include fees paid to any outside entity)
Income Received	Dividends and interest, less accrued interest payments and foreign tax withheld
Income Summary	Categorized view of domestic and/or foreign dividends, and interest income

# TRUST STATEMENT GUIDE Glossary



Market Price	Unit or share price of the assets at the end of the statement period
Market Value	Value of the holdings/portfolio at the end of the statement period
Maturity Years	Number of years remaining until bond maturity
Net Cash Receipts / Disbursements	Receipts (deposits, transfers between accounts or between income and principal portfolios) less Disbursements (checks, wires, ACH, fees, transfers between accounts or between income and principal portfolios)
Net Income Received	Dividends and interest, less accrued interest payments and foreign tax withheld
Noncash Transactions	Receipt and delivery of assets; tax cost adjustments; amortization and accretion
Par Value	Face value by bond maturity category as of the end of the reporting period
Purchases	Acquisition of new or additional securities to be held in the portfolio
Realized Gain or (Loss)	Net gains or losses categorized into short-term and long-term
Sales	Exchange of ownership or interest in a security for cash
Tax Cost	Acquisition value as adjusted for capital actions, dividend reinvestment, amortization/accretion
Transfers of Securities (In/Out)	Receipt and delivery of assets; tax cost adjustments; amortization and accretion
Units	Quantity held of each asset at the end of the reporting period
Unrealized Gain/Loss	Total market value minus total cost for current holdings
Your Investment Objective	The investment guidelines you have chosen based on your goals/objectives, given your risk tolerance, time horizon, income needs, liquidity, etc.



## **Account Disclosures**



Some or all of the following disclosures may pertain to your account(s) at Comerica. If you are an existing client, these dis- closures replace the disclosures previously included at the end of your periodic account statements.

#### Receipt of Mutual Fund Fees

In addition to the fees that Comerica charges based on the fee schedule in effect at the time services are provided, Comerica or its affiliates ("Comerica") may receive, from certain mutual funds, up to 33 basis points (0.33%) of the amount invested as compensation for providing administrative, share- holder servicing or similar services.

12b-I fees that Comerica may receive are rebated and/or cred-ited to the account for which they are received in an amount approximately equivalent to the amount received by Comerica.

All mutual fund fees for ERISA accounts for which Comerica has investment discretion are rebated and/or credited to the account for which they are received in an amount approximately equivalent to the amount received by Comerica.

The fees and related expenses charged by each mutual fund are described in the fund's prospectus.

#### Cash Management Vehicle

For accounts where Comerica has investment discretion the Comerica Short Term Investment Common Trust Fund (STIF) is used as a competitive alternative to money market mutual funds. STIF is a common trust fund and is only available to accounts where Comerica is acting as trustee, co-trustee, guardian or conservator.

STIF seeks a competitive level of current income that is con-sistent with maintaining capital and liquidity and the maintenance of stable \$1.00 per share net asset value. STIF is regulated by the Office of the Comptroller of the Currency, is not a "money market fund" registered with the Securities and Ex- change Commission and is subject to different rules and limita-tions that apply to such funds. There can be no assurance that STIF will maintain a stable net asset value. Comerica Bank & Trust N.A., an affiliate of Comerica Bank, will receive compen-sation of up to .25% of the net assets annually as the trustee of STIF.

#### Common Trust Fund Disclosure

For investments in the Total Return Investment Portfolio Common Trust Fund, in addition to the account level fees charged to respective accounts, an annualized fee of 1.5% is charged to the fund monthly, a portion of which may be paid to other third- party service providers.

For investments in the Charitable Total Return Investment Port- folio Common Trust Fund, in addition to the account level fees charged to respective accounts, an annualized fee of .85% is charged to the fund monthly, a portion of which may be paid to other third-party service providers.

For investment in the Comerica Short Term Investment Common Trust Fund, in addition to account level fees charged to respective accounts, an annualized fee of .25% of the net assets of the fund is charged to the fund monthly, a portion of which may be paid to third-party service providers.

Reasonable expenses incurred in administering any common trust fund maintained by Comerica Bank & Trust, N.A. will be charged to the respective common trust funds and will be disclosed in reports prepared for each fund annually which are available upon request.

#### Class Action Settlement Proceeds

From time to time, shareholders may be entitled to settlement proceeds associated with class action lawsuit awards. To par-ticipate in such settlements. generally must make appropriate shareholders elections, and file formal claims for their propor-tionate share of available proceeds. Please be advised that Comerica, in acting on behalf of shareholders in pursuit of the collection of class action proceeds awards for assets held or formerly held in a Comerica trust account, may assess a sup-plemental fee associated with such collection activities. A sepa-rate fee of ten dollars (\$10) will be charged to each open ac- count when settlement proceeds are received and posted to that account. In the case of closed accounts, a fee of fifty dol- lars (\$50) will be assessed against the proceeds, prior to remit-tance.

#### Investment Risk Region

The investment risk region assigned to your account(s) is pro- vided on your periodic account statement. The selection and maintenance of asset positions may be based on this risk region. Please inform your trust advisor if you feel this risk region may not be appropriate for your account.

## **Account Disclosures**



#### Soft Dollar Arrangements

For accounts where Comerica exercises investment discretion: in selecting brokers to execute securities transactions, Comeri-ca may select a broker that, in addition to trade execution ser- vices, provides research and other services ("soft dollar prod-ucts and services") to Comerica. The commissions charged may be higher or lower than commissions charged by another broker. However, we will use brokers providing soft dollar products and services only when we determine that commissions charged are reasonable in relation to the value of the broker- age and other services provided.

In general, expenses for soft dollar products and services are allocated against all commissions generated from transactions across all client accounts, even if all products or services are not used in the management of each client account, including yours.

In addition, we may allocate expenses between soft dollar products and services and non-research functions in our discretion which is a good faith determination based upon actual use and other appropriate factors.

#### **Market Prices**

Market prices shown for publicly traded securities have been obtained from pricing services which we believe are reliable; however, we cannot guarantee their accuracy or that securities can be bought or sold for these prices. Fair market value may not be available for illiquid or non-publicly traded assets, in which case fair market value may be applied on a best effort's basis. Put and call options are priced at cost.

#### Non-Deposit Investment Products Disclosure

Comerica does not guarantee investment results in fiduciary ac- counts. Where non-deposit investment products are used, such investment products are not insured by the FDIC; are not depos- its or other obligations of Comerica and are not guaranteed by Comerica; and are subject to investment risks, including possible loss of the principal invested.

#### Commodity Pool Operator Exclusion

Comerica Bank & Trust, N.A., the trustee of the following com- mon trust funds, has claimed an exclusion from the definition of the term "commodity pool operator" under the Commodity Ex- change Act, and therefore is not subject to registration or regula-tion under the act with respect to these funds:

- Total Return Investment Portfolio Common Trust Fund
- Charitable Total Return Investment Portfolio Common Trust Fund
- Comerica Short Term Investment Common Trust Fund

#### Personal Trust Cost Basis

Where Comerica is serving as the investment manager, custodi-an, guardian or conservator on a taxable account, IRS regulations require Comerica to report to the U.S. Treasury and to the ac- count owner the adjusted cost basis information with respect to the sale, exchange or redemption of most fixed income securities and options acquired after January 1, 2014. The Treasury refers to such newly acquired fixed income securities and options as "covered securities." The required reporting for such covered securities will be via IRS Form 1099-B. The adjusted cost basis for most fixed income securities will generally be the original cost basis of the security adjusted for any required or elected amorti-zation or accretion.

Additionally, as prescribed by these regulations and unless the account owner directs Comerica in writing to the contrary, Co-merica will:

- 1. Amortize bond premiums using the constant yield method:
- 2. Not include accrued market discount as income on IRS Form 1099:
- 3. Accrue market discount using the ratable, or straight line, method; and
- 4. Not treat all interest as Original Issue Discount (OID).

To create consistency with respect to the reporting for all fixed income positions, regardless of date of acquisition, Comerica will apply these same four methodologies to existing fixed income securities as of January 1, 2014. Where applicable, amortization and accretion will be posted monthly and will be reflected on periodic account statements.

#### Tax or Legal Advice

Comerica does not provide tax or legal advice. Please consult your tax or legal advisor as necessary.

## **Account Disclosures**



#### **Account Closing Fees**

There will be account closing fees, tax preparation fees, and other fees assessed for asset delivery depending on the type of as- sets in the account(s) and the account size.

#### **Automated Clearing House Disclosure**

The National Automated Clearing House Association (NACHA) has issued regulations for ACH transactions (the method by which direct deposit payments are sent and received). NACHA operating rules affect U.S. ACH payments, both sent and received, and require all payments funded internationally or sent to another country through the ACH network to be identified as international ACH transactions (IAT) using the IAT standard entry class (SEC) code. IAT payments must include the following infor-mation:

- Name and Physical Address of the Originator
- Name and Physical Address of the Receiver (Beneficiary)
- Account Number of the Receiver
- Identity of the Receiver's Bank
- Correspondent Bank's Name, Bank ID Number and Bank Branch Country Code
- Reason for the Payment

Anyone that sends or receives ACH transactions must comply with the regulation, including financial institutions. Additionally, ACH originators will be responsible for determining which ACH transactions should be classified as IAT. You may have to pre- pare for this requirement depending on your situation and transaction needs. It is important to understand your responsi-bilities, as OFAC (Office of Foreign Asset Control) penalties for noncompliance can be severe. You can find detailed information and helpful resources at the following websites:

- Comerica Bank: www.comerica.com
- NACHA: www.nacha.org
- Federal Reserve: www.frbservices.org
- OFAC: www.ustreas.gov

#### Notice to Beneficiaries Concerning the Trust Agreement

If you are a beneficiary of a trust, your interests in the trust and Comerica's duties as Trustee of the trust are governed by the terms of the trust agreement and applicable law. Your interests depend on whether the trust is revocable or irrevocable. A revo-cable trust means the person who created the trust (called a "settlor" or a "grantor") can change or revoke the trust at any time, as provided in the trust agreement. An irrevocable trust means that the settlor or grantor cannot change or revoke the trust, although the trust agreement may provide that another person may change or revoke the trust. Generally, Comerica's duties with respect to a revocable trust are only owed to the settlor or grantor. You may be entitled to a copy of the trust agreement if the trust agreement is irrevocable. Please ask your relationship manager for details.

This notice provides general information. However, the terms of the applicable trust agreement and state law will control if either conflict with this notice.

#### General Terms Applicable to All Trusts

Resignation: Comerica has the right to resign as Trustee at any time. If the trust is revocable, then Comerica will give notice of its intent to resign to the settlor or grantor. If the trust is irrevocable, then Comerica will give notice of its in- tent to resign to the beneficiaries who are currently entitled or permitted to receive distributions from the trust.

Trustee Fees and Expenses: Comerica as Trustee is entitled to reasonable compensation and to reimbursement of its expenses reasonably incurred in the management, cus-tody, or preservation of the trust assets. Unless the trust agreement provides otherwise, Comerica's compensation as Trustee is based upon the fee schedule in effect at the time services are provided; and any unpaid compensation and expenses shall constitute a lien on the trust property. Comerica, as Trustee, may invest and manage the assets of the trust to maintain minimum levels of cash or liquid balances in appropriate money market funds or such other assets as may be required to provide for anticipated fees and expenses.

## **Account Disclosures**



**Trust Termination:** The trust agreement may provide that Comerica, as Trustee, may terminate any trust under the trust agreement and make an outright distribution of the trust assets.

Agents and Compensation of Agents. Comerica as Trustee is authorized to employ agents, custodians, investment managers, and sub-investment managers, as well as ac-countants, attorneys, and other professionals, to assist it in the administration of the trust, and to compensate for such services from either the income or principal of the trust, as Comerica, in its discretion determines. No such employ-ment shall cause any decrease in the compensation to which Comerica, as Trustee, is entitled under the trust.

Contributions to the Trust. Comerica, as Trustee, under the trust agreement may have the power to accept or reject addi-tional gifts, additions, contributions, bequests, and devises to the trust from any person who desires to contribute to the principal of the trust, including, without limitation, proceeds of insurance and proceeds of an employee benefit plan.

Unless the trust agreement provides otherwise, acceptance of, or refusal to accept, additional gifts, additions, contributions, bequests and devises shall be in the sole discretion of Comer-ica as Trustee. If shares of a demutualized insurer are re-ceived, Comerica, as Trustee, may, in its sole discretion, retain such stock, distribute such stock in kind, or sell such stock and distribute the proceeds to the beneficiar-ies of the trust on the terms and conditions provided in the trust agreement.

# Terms Applicable Only to Irrevocable Trusts That Hold Life Insurance Policies.

Irrevocable life insurance trusts (ILITs) are a valuable resource for wealth management and estate planning. Typically, an ILIT holds life insurance on the life of one or more persons (the in-sured or insureds). If the insurance insures the life of two or more persons, the insurance could either pay at the death of the first insured to die or, more commonly, at the death of the last insured to die. The trust agreement and applicable law will con-trol the interests of the beneficiaries and the duties of the Trustee. Typically, Comerica will not agree to act as Trustee for an ILIT or administer any ILIT which does not apply the following terms and conditions while any insured is living.

- a. Insurance Advisor and Limited Liability: Typically, a Trus-tee has the authority to hire agents. If the trust agreement does not provide for a designated insurance advisor or if the trust agreement provides that the settlor shall name an in-surance advisor and fails to do so, then Comerica, as Trus-tee, may, but is not obligated to, select an insurance advi-sor. The designated insurance advisor may, but need not, be an affiliate of Comerica, such as Comerica Insurance Services. Comerica, as Trustee, is authorized, but not re- quired, to follow any insurance policy related direction pro-vided by the insurance advisor, and shall not be liable to the settlor, the trust, any beneficiary, or any person claiming through any such party for any consequence, including but not limited to any loss, charge, expense, decrease in value, tax, interest, and/or penalty associated with taking any such action, or inaction as so directed. Comerica, as Trustee, may release information to the designated insurance advi-sor. When an insurance advisor is serving, Comerica, as Trustee, may change the agent of record on file with any issuer of insurance policies held by the ILIT.
- b. Product Purchases From, and Disclosures to, Comerica Affiliate: Comerica, as Trustee, is specifically authorized in its sole discretion to release information to, and purchase products from, any affiliated company of Comerica, includ-ing but not limited to Comerica Insurance Services, on behalf of the ILIT if the affiliated company (or its representa-tive) is designated as the insurance advisor; or if Comerica, as Trustee, believes such a release of information and/or purchase of any product is in the best interest of the ILIT. Comerica affiliates are entitled to fair and reasonable compensation for services and/or products provided to the ILIT.
- c. Independent Insurance: Consultant/Analyst. Comerica, as Trustee, may at any time retain the services of an independent insurance consultant, including, but not limited to, research insurance consultants, to conduct policy reviews and to recommend changes when appropriate, which may include, but are not limited to, changing planned premium amounts, electing certain policy options, or changing poli-cies altogether, and to assess expenses of such reviews against the income or principal of the ILIT.

## **Account Disclosures**



- d. Insurance: Policy Performance. Comerica, as Trustee, may refuse to accept or refuse to continue to administer any specific policy or category of life insurance policy including split dollar arrangements or policies with loan features at any time. Comerica, as Trustee, is not a guarantor of any life insurance policy held in any ILIT, whether purchased by, or transferred to, the Trustee of the ILIT. Comerica, as Trustee, shall not be liable to the settlor nor to any beneficiary of the ILIT for any loss or damage suffered in connection with the performance, or failure to perform, of any life insurance policy held in the ILIT, or the insolvency of any life insur-ance company. The fact that Comerica, as Trustee, may inquire regarding any matter prior to, or after, the acquisition of a policy creates no duty upon Comerica, as Trustee, to make any further inquiry. Comerica will generally not agree to serve as Trustee of an ILIT unless the settlor, on behalf of the settlor and the Settlor's beneficiaries, heirs, successors, and assigns, releases, indemnifies, and holds Comerica, as Trustee, harmless from and against any and all claims, liabilities, penalties, and costs (including attor-ney's fees), arising from any claim, demand, order or other action relating in any way to investing in and/or retaining any life insurance policies in the ILIT and exercising or fail-ing to exercise any incident of ownership of any of such policies, including any life insurance policies that were se-lected or approved by the settlor or a designated insurance advisor.
  - Specifically (but not by way of limitation), Comerica will generally not agree to serve as Trustee of an ILIT unless Comerica, as Trustee, has no duty: (i) to verify that any particular life insurance policy satisfies the requirements for a life insurance contract under the Internal Revenue Code of 1986, as amended, (or any successor internal revenue law) or other applicable law; (ii) to compare the performance or pricing or the projected performance or pricing of a particular life insurance policy with the performance or pricing or the projected performance or pricing of any other life insurance policy that then may be available from any source; (iii) to assess the appropriateness of pur-chasing or retaining any life insurance policy as an invest-ment for the ILIT as compared to any other then available investment vehicles that are not life insurance policies; (iv) to purchase any life insurance from one or more insurers;

- (v) to diversify the types of policies or to purchase the poli-cies from more than one insurer, or (vi) to investigate the strength or solvency of the company that issued or is offering a given life insurance policy.
- e. Insurance Policy Options: Comerica, as Trustee, has the authority, but is not obligated, to sell a policy by way of a life or viatical settlement or to convert any life insurance policy held as an asset into other types of insurance, particularly (but not limited to) paid-up insurance. Comerica, as Trus-tee, is authorized, but is not obligated, to distribute an undi-vided interest in an insurance policy to a beneficiary who exercises a withdrawal right.
- Funds to Pay Premiums, Fees, and Expenses: If suffi -cient funds are not available to cover premiums on any insurance policies held by the ILIT, or any other fees and expenses payable from the ILIT, Comerica, as Trustee, may initiate any action, including but not limited to the loan or withdrawal of any cash value with respect to any insurance policy owned by the ILIT, to generate a source of funding. Comerica, as Trustee, has no obligation to pay from its own funds the premiums, dues, interest, assessments and other charges which may become due and payable on any asset held in the ILIT even if the ILIT has insufficient funds. Comerica, as Trustee, has no obligation to see that such payments (or contributions to the ILIT to pay for such pay-ments) are made by the settlor or by any other person. Comerica, as Trustee, has no liability to anyone in case such premiums, dues, interest, assessments or other charges are not paid, nor for any result of the failure to make such payments.

Comerica, as Trustee, has no duty to notify anyone if annual gifts or additions are not made to the ILIT to satisfy insurance premiums. If the settler or any third party does not remit any premium for any reason, including incapacity, Comerica, as Trustee, is authorized, but not obligated, to take any action or inaction if permitted under the trust agreement, including allowing the application of any insurance company pre- scribed procedure for situations where any insurance policy premiums remain unpaid, that Comerica, as Trustee, deems appropriate.

## **Account Disclosures**



Comerica typically requires that if the settlor pays a premium directly to the insurance company, the settlor must provide Comerica, as Trustee, with written instructions ad- vising whether such payment is deemed to be a contribu-tion or addition to the ILIT for which withdrawal right notices need to be sent to the beneficiaries. Comerica, as Trustee, has no duty to inquire about premiums made directly to an insurance company or to seek instructions from the settlor. Subject to the trust agreement, Comerica, as Trustee, may use principal or income of the ILIT to pay insurance policy premiums.

Withdrawal Notices: The ILIT may provide that when contributions are made to the ILIT, certain persons may have a right for a limited period of time to withdraw all or part of the contribution (rights of withdrawal or "Crummey rights"). If the trust agreement requires Comerica, as Trustee, to notify beneficiaries or other persons of their rights of with-drawal, Comerica, as Trustee, may use its own forms and procedures with respect to providing notice of such rights of withdrawal and administering the ILIT with respect to such rights of withdrawal. Sometimes a trust agreement provides that only a portion of the right of withdrawal laps- es within the stated period of time (often an amount equal to the annual gift tax exclusion) and that the balance will not lapse, if at all, until a later date (often called the excess addition or hanging power). Comerica, as Trustee, is not responsible to account for any portion of a right of withdrawal that is treated as an excess addition or a hanging power. The beneficiary or other person who holds the right to withdraw an excess addition or hanging power should maintain his or her own records about the status of any right of withdrawal over an excess addition or hanging power.

#### **TRUST**

## **Comerica Trust Online**



Comerica Trust Online is a web-based portal that provides our clients with access to their account information and electronic statements. With a focus on information security, Comerica Trust Online is a convenient way to access information on your trust account with the following features:

- Historical pricing
- Consolidated account reporting
- Customized screen views
- Cash projections
- Tax Lot Reporting
- Online statements and transaction history

## Easy, Convenient and Current

After receiving a user ID and setting up a password, it is easy to get started. Screens are intuitive and easy to use. You can select how you want to view your information right from the page. Adding or removing columns and changing the order and sort preference to fit your requirements is straightforward. Also, you can search for accounts by either name or number, and the most recent account viewed will remain at the top of your account list. The site is available 24/7¹ with a Help Desk representative available to assist you from 7:30 a.m. to 6:00 pm. ET.

#### Online Features

Asset Detail, Posted Transaction Activity, Pending Transaction Activity and Cash Projection Detail reports can all be customized to your specific needs by a click of your mouse. These customized pages and reports will remain in this format until you decide to change them. Here are a few additional features to consider:

- By clicking on "Ticker Symbol" from the Asset Detail report, you can obtain current pricing information, security analytics and much more.
- The Cash Projection Detail report allows you to view income and principal cash projections for the number of days you select.

 Clients with any version of Quicken after 2005 can export data from Comerica Trust Online into Quicken.

#### My Reports

Under the "My Reports" tab, a variety of report choices can be presented, depending on your specific needs. Statements are in PDF format and can be viewed, printed or saved. Just click the download arrow to access your statement choices. Additional reports available under the "My Reports" tab may include the following:

- Statements and/or Your New Statements
- Custom Reports
- Performance Reports
- Special Reports
- Comerica Trust Online will retain three prior monthly statement, two quarterly statements, one semi- annual and one annual statement, as applicable.

#### **Security Features**

Recognizing that security for your relationship with Comerica is critical, we utilize the latest technology available to secure your information:

- Individually assigned ID and password
- Self-service of passwords
- Periodic password expiration
- 128-bit encryption browser
- Secure Socket Layer (SSL) protocol
- Industry standard software and protocol

Want to know more about or how to sign up for Comerica Trust Online, please contact your Comerica Relationship Manager.

Comerica Trust is a unit of Comerica Wealth Management which consists of various divisions and affiliates of Comerica Incorporated, including Comerica Bank, Comerica Bank & Trust, N.A. and Comerica Insurance Services, Inc. and its affiliated insurance agencies. Strategic alliance organizations of Comerica Bank & Trust, N.A. are neither subsidiaries nor affiliates of Comerica Incorporated or Comerica Bank & Trust, N.A.

Securities and other non-deposit investment products are not insured by the FDIC; are not deposits or other obligations of or guaranteed by Comerica Bank or any of its affiliates; and are subject to investment risks. including possible loss of principal invested.

Comerica and its affiliates do not provide tax or legal advice. Please consult with your tax and legal advisors regarding your specific situation.