Special Needs Solutions

No two beneficiaries are exactly alike and therefore, every relationship requires a personalized plan, special handling and a close relationship. Our advisors understand the complexity of Special Needs Trust administration and the importance of our beneficiaries and their family receiving the best possible client experience.

The Special Needs Solutions team utilizes colleagues within Comerica Trust that have a broad range of fiduciary expertise to assist with the complexities of special needs and court appointed relationships.

At Comerica, we are pleased to be considered a member of the team that ensures the best possible life for the beneficiary.

The timeline shown below is an average based on statistics and experience.
Please note that every relationship is unique; every timeline will be as well.
Not all of the steps below may apply to your relationship.

Months 1-3

- Open the trust account
- Prepare for receipt of settlement / funding of new trust account
- Develop investment plan in partnership with your Private Wealth team
- Meet the family and discuss the client needs
- Introduce Care Manager and coordinate special needs analysis / family visit
- Identify and develop action plan for needs and wants of beneficiary in partnership with the family
- Establish bill payment practices

Months 3-6

- Establish care program, caregiver salary and maximize government benefits
- Evaluate housing needs
  - Introduce dedicated Comerica Real Estate Advisor
  - Develop home purchase budget that is no greater than 20% of the market value of the trust
  - **Important note**: The home purchase is contingent upon finding a suitable home for the beneficiary
- Evaluate and purchase vehicle, in conjunction with allowable budget and based on needs of beneficiary

Months 6+

- Finalize purchase, complete necessary home modifications and move into new home
- Ensure ongoing care management plan is in place
- Perform ongoing administration
- Continue to develop relationship
- Adapt to changes needed for care and the lifestyle of beneficiary
- Other steps to be determined by the beneficiary and the family

Special Needs Solutions Team

Comerica's Special Needs Solutions team members consider it a privilege to become a part of your family's life and know that every day may be a challenge. Our team of knowledgeable and dedicated Trust Advisors will help not only meet the needs of the beneficiary but also enrich their life. The Comerica Bank Special Needs Solutions team listens to the family, understands their needs, and takes action. Our primary goal is to improve the quality of life for our special needs beneficiaries and their families.

Comerica's Special Needs Solutions Trust Advisors have obtained many industry-recognized designations including JD, CTFA, and MBA. We work closely with our family of clients and their trusted advisors to help ensure a better life experience.

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Comerica

Comerica's Strength in Special Needs Trusts

- Since 1849, Comerica has led the industry with experience, compassion and professionalism. Our Special Needs Solutions team is focused on beneficiaries and their families. You can rely on our Special Needs Trust Advisors to:
  - Work closely with families, guardians and caregivers to balance life needs with financial needs
  - Collaborate with all trusted advisors including, CPAs, attorneys, realtors, and dealers of modified vehicles to provide a team approach to the beneficiary's life needs
  - Facilitate professional services (care managers, legal advisor, fiduciary tax preparation, etc.)
  - Coordinate appropriate government benefits and maximize their use
  - Process bills for approved services and permissible expenses
  - File annual financial reports and budgets as required by the courts and state agencies
- Our Trust professionals are experienced in all types of Court Appointed relationships, including 1st Party and 3rd Party Special Needs Trusts, Settlement Preservation Trusts, Guardianships and Conservatorship.