Home
Did you know?
Press Releases
Map of IT&C Locations
Contact Us
Printable PDF
Previous Issues

Real Assets
Real People.

Look for us at these upcoming conferences:

September

Guns and Hoses
Sept. 15-18, 2007
Huntington Beach, CA

Banking in Healthcare Conference
Sept. 15-18, 2007
New York, NY

SunGard iWorks Summit
Sept. 15-19, 2007
Las Vegas, NV

Benefits Management Forum & Expo
Sept. 20-21,2007
Dallas, TX

PSCA Conference
Sept. 25-27, 2007
Palm Springs, FL

Consumer Driven Healthcare Conference
Sept. 26-28, 2007
Washington, DC

October

500,000 Reports Accessed Through TrustNow Essentials®

System Provides Exceptional Reporting Capabilities

TrustNow Essentials, a Web-based tool that provides access to account information and online reports, has officially caught on with consultants and their clients. In June 2007, a major milestone was reached when the 500,000th TNE report was requested since the system's enhancements in August 2006.

Chris Hans, Wealth Management Technology & Solutions manager, U.S. Bank (L), and Terry Schwartz, Relationship Manager, U.S. Bank (far right), celebrate the 500,00th TNE report with clients.

"The half-million mark in under a year was cause for celebration for us, and a good opportunity to recognize the broad capabilities of TrustNow Essentials," says Terry Schwartz, Institutional Trust & Custody relationship manager. Chris Hans, manager of the Wealth Management Technology & Solutions Production Team, adds, "Even after 500,000 reports, this product is still in its infancy, and we are still getting the word out about using the site."

A Special Report

Drew Kellner, senior vice president of Lumbard Investment Counseling LLC in Hollis, N.H., requested a holdings report that happened to be the 500,000th report on June 7. As a result, Schwartz and Hans planned a special visit with Kellner and company president John Lumbard, presenting them with U.S. Bank duffel bags in appreciation for their business. They shared a first look at sample reports demonstrating further enhancements to TrustNow Essentials coming later this summer.

"One of the great qualities of TrustNow Essentials is that it can be tailored to our unique needs," Kellner explains. "As a small registered investment advisory firm, we are quite often making investment decisions that impact all of our clients. We use TrustNow Essentials to pull down existing holdings reports to get an asset allocation snapshot."

Kellner appreciates the ability to download TrustNow Essentials reports in Excel format. "I'm not limited to the parameters of a particular report, and I like having the flexibility to manipulate the data on my own by sorting, filtering and extracting information."

The "on demand" feature is also valuable to Kellner. "After downloading a report, it takes less than a minute to arrive in my inbox. I appreciate being able to access the information whenever I need it, not on a predetermined schedule."

A Wealth of Information

TrustNow Essentials allows users to organize and retrieve account information in the ways and formats they want, using a single tool. Consultants have access to the plan's most current information for reporting at any interval they choose, and users can view a wealth of information – transactions, holdings, pending trades and trust account statements – online. Scheduling features and inbox features allow users to maintain up to 180 days of reports and statements at their fingertips.

SIBOS Annual Swift Conference
Oct. 1-5, 2007
Boston, MA

Mid Sized Pension Chicago Conference
Oct. 7-10, 2007
Chicago, IL

AFP – Association of Financial Professionals Annual Meeting
Oct. 21-24, 2007
Boston, MA

November

FELABAN – Federation of Latin American Bankers Conference
Nov. 4-6, 2007
Miami, FL

IFEB – International Foundation of Employee Benefits Conference
Nov. 4-7, 2007
Anaheim, CA

PBA – Central Atlantic Trust, Private Banking, and Asset Management Conference
Nov. 7-9, 2007
Hershey, PA

AccuTech National Users Conference
Nov. 14-16, 2007
Indianapolis, IN

"The overall market reaction has been very positive in terms of reporting capabilities," Hans explains. "We're offering a best-in-class product that provides our clients with real-time access to the trust account info in a secure environment online."

Positive Feedback

Schwartz adds, "Clients are telling us that TrustNow Essentials is a great system for getting statements or requesting special reports online. The system is easy to use, with menus that walk you through every step."

Contact your relationship manager for more information about using TrustNow Essentials to your advantage.

Main Menu

Powered by Priority Publications

Real Assets
Real People.

Look for us at these upcoming conferences:

September

Guns and Hoses
Sept. 15-18, 2007
Huntington Beach, CA

Banking in Healthcare Conference
Sept. 15-18, 2007
New York, NY

SunGard iWorks Summit
Sept. 15-19, 2007
Las Vegas, NV

Benefits Management Forum & Expo
Sept. 20-21,2007
Dallas, TX

PSCA Conference
Sept. 25-27, 2007
Palm Springs, FL

Consumer Driven Healthcare Conference
Sept. 26-28, 2007
Washington, DC

October

U.S. Bank Offers Institutional Investors Greater Options with Separately Managed Accounts

Convenience and Cost-Effectiveness Are Major Attractions

U.S. Bank institutional clients now can enjoy a wider range of investment options and comprehensive service with convenient access to leading investment managers through separately managed accounts (SMAs).

An SMA is an investment portfolio of stocks, bonds, cash and other individual securities managed by a professional money manager. With an SMA, a money manager develops a model portfolio specializing in a particular area of the market, such as large-cap, small-cap, growth, etc. Like a mutual fund manager, the money manager buys and sells securities for the account in an attempt to pursue growth and manage risk. However, the portfolio is managed on behalf of an individual or institutional investor, rather than for a mutual fund.

"SMAs have long been available to affluent individual investors, largely through private banking groups such as U.S. Bank Private Client Group," says Karl Wilson, senior vice president and West Region manager of U.S. Bank Institutional Trust & Custody. "Offering SMAs to institutional clients allows us to leverage the talents of some of the top investment managers in the country on behalf of U.S. Bank Institutional Trust & Custody customers."

How It Works

U.S. Bank has long developed portfolios of mutual funds and exchange-traded funds (ETFs) for its institutional clients, as well as offered access to individual securities through in-house managers. For SMAs, we've developed relationships with some of the best separate account managers in the country, who will make the investment decisions. "SMAs will allow us to take advantage of a deeper pool of investment knowledge and expertise," Wilson says. "The bank is appointed as the discretionary advisor, and all communications will continue to go through the bank. The bank will also do all the trading on the account, based on a daily feed from the investment manager.

"This is a cost-effective way to get a wide range of investment experience and expertise working on one account, rather than our clients establishing separate accounts with a number of different investment managers," Wilson adds. "Our goal is to provide superior service and investment performance at a lower cost than our customers could obtain on their own."

Simple Yet Sophisticated

According to Wilson, the main advantages to institutional investors are simplicity, convenience, performance and cost-effectiveness. "With SMAs, institutional investors have access to a fiduciary who makes decisions for their institutional accounts but also provides access to investment managers using individual securities. With just one point of contact, our customers will benefit from more open architecture, better diversification* and access to leading investment managers at lower cost."

SMAs are available to all institutional entities, including retirement plans, defined benefit pension plans, foundations, endowments, corporate investors and

SIBOS Annual Swift Conference
Oct. 1-5, 2007
Boston, MA

Mid Sized Pension Chicago Conference
Oct. 7-10, 2007
Chicago, IL

AFP – Association of Financial Professionals Annual Meeting
Oct. 21-24, 2007
Boston, MA

November

FELABAN – Federation of Latin American Bankers Conference
Nov. 4-6, 2007
Miami, FL

IFEB – International Foundation of Employee Benefits Conference
Nov. 4-7, 2007
Anaheim, CA

PBA – Central Atlantic Trust, Private Banking, and Asset Management Conference
Nov. 7-9, 2007
Hershey, PA

AccuTech National Users Conference
Nov. 14-16, 2007
Indianapolis, IN

governmental institutions. To learn more, contact your Relationship Manager.

* Diversification does not guarantee a profit or protect against loss in a declining market.

NOT A DEPOSIT • NOT FDIC INSURED • MAY LOSE VALUE • NOT BANK GUARANTEED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY

Main Menu

Powered by Priority Publications

Real Assets
Real People.

Look for us at these upcoming conferences:

September

Guns and Hoses
Sept. 15-18, 2007
Huntington Beach, CA

Banking in Healthcare Conference
Sept. 15-18, 2007
New York, NY

SunGard iWorks Summit
Sept. 15-19, 2007
Las Vegas, NV

Benefits Management Forum & Expo
Sept. 20-21,2007
Dallas, TX

PSCA Conference
Sept. 25-27, 2007
Palm Springs, FL

Consumer Driven Healthcare Conference
Sept. 26-28, 2007
Washington, DC

October

Health Savings Solution^{SM} Investment Capabilities

Offering More Flexibility for Accountholders

A couple retiring today at age 65 can expect to spend $295,000 during retirement to cover health insurance premiums and out-of-pocket medical costs, according to the Employee Benefit Research Institute.* One way Americans can plan to cover those costs is through the convenient features and tax advantages of a health savings account (HSA). Typically, HSA money is placed in an FDIC-insured bank deposit account. However, those individuals who prefer to pursue potentially higher returns and can accept a certain amount of risk may appreciate the option of investing a portion of their HSA account in mutual funds.

Health Savings Solution, available through U.S. Bank, offers fully integrated investment capabilities. "Our investment platform differentiates this product from other HSA offerings," says Daniel Kelly, senior vice president, Health Savings Solution.

Options for All Investors

"We offer a comprehensive array of 20 mutual funds," Kelly says. The funds cover all nine Morningstar style boxes. Plus, there's a money market fund for those looking to preserve capital and international funds for investors who can accept greater risk in exchange for potentially greater rewards. Health Savings Solution also offers funds in both the lifecycle (targeted maturity) and lifestyle (targeted risk profile) categories for those who want to invest, but would rather not create and manage their own portfolios. Click *here* to view available funds.

Accountholders can take advantage of the investment options when their balances exceed $2,500. However, they can open an investment account at any time, even if they don't yet have a large enough balance. Once the investment account is opened and the HSA balance exceeds $2,500, the accountholder will receive notification of eligibility to invest any available funds over the $2,500 threshold (balances under $2,500 remain in the bank deposit account). If elected, an automated sweep feature allows accountholders to invest eligible balances automatically and apportion them to the funds of their choosing.

Easy Solutions

"Health Savings Solution offers the features employers and their employees want," Kelly states. "The investment platform is easily accessible to investors. Transactions can be initiated through the Web site, by using our interactive voice response system or by talking to a call center representative." Transactions initiated after 3 p.m. will be processed the next business day.

"Health Savings Solution provides investors the research and educational materials they need to make informed decisions," Kelly continues. Fund fact sheets, prospectuses and other resources are available online.

Accountholders also benefit from consolidated monthly statements that show their deposit account, investment holdings and all transactions between the two accounts.

"And, they have easy access to their available balance by check or debit card,"

SIBOS Annual Swift Conference
Oct. 1-5, 2007
Boston, MA

Mid Sized Pension Chicago Conference
Oct. 7-10, 2007
Chicago, IL

AFP – Association of Financial Professionals Annual Meeting
Oct. 21-24, 2007
Boston, MA

November

FELABAN – Federation of Latin American Bankers Conference
Nov. 4-6, 2007
Miami, FL

IFEB – International Foundation of Employee Benefits Conference
Nov. 4-7, 2007
Anaheim, CA

PBA – Central Atlantic Trust, Private Banking, and Asset Management Conference
Nov. 7-9, 2007
Hershey, PA

AccuTech National Users Conference
Nov. 14-16, 2007
Indianapolis, IN

Kelly adds.

Perhaps best of all, there is no cost to accountholders for taking advantage of the investment options. Kelly spells it out, "There is no cost to set up an investment account, no monthly maintenance fee, and the funds we offer are no-load funds so there are no fees when investors make transactions. Also, since any sales of fund shares take place within the tax-sheltered health savings account, no taxes are incurred."

Learn More

To find out more about Health Savings Solution and how it can benefit your clients, visit *http://www.healthsavings.usbank.com/*.

* Assumes average life expectancy. Source: www.ebri.org, EBRI Issue Brief #295, July 2006, "Savings Needed to Fund Health Insurance and Health Care Expenses in Retirement."

Important Information

This Health Savings Account (HSA) is a custody account with U.S. Bank serving as the custodian. Terms and conditions of the HSA are included in your HSA application and agreement. U.S. Bank deposit products that are held in the HSA are FDIC insured, subject to FDIC insurance limits. Past returns of investment products do not guarantee future results. Mutual fund prospectuses provide detailed information about fund investment objectives and fees. Read a mutual fund's current prospectus carefully before investing. U.S. Bank does not provide legal, tax, or investment advice to HSA accountholders. Contact a qualified accountant, attorney or investment adviser for tax, legal or investment questions.

Non-deposit investment products, such as mutual funds, are not deposits or obligations of, or guaranteed by U.S. Bank or any of its affiliates, nor are they insured by the Federal Deposit Insurance Company (FDIC), or any other government agency. Investments in such products may lose value.

Main Menu

Powered by Priority Publications

Home
Did you know?
Press Releases
Map of IT&C Locations
Contact Us
Printable PDF
Previous Issues

Real Assets
Real People.

Look for us at these upcoming conferences:

September

Guns and Hoses
Sept. 15-18, 2007
Huntington Beach, CA

Banking in Healthcare Conference
Sept. 15-18, 2007
New York, NY

SunGard iWorks Summit
Sept. 15-19, 2007
Las Vegas, NV

Benefits Management Forum & Expo
Sept. 20-21,2007
Dallas, TX

PSCA Conference
Sept. 25-27, 2007
Palm Springs, FL

Consumer Driven Healthcare Conference
Sept. 26-28, 2007
Washington, DC

October

Introducing Patricia Bonnemere

Look to Bundled Solutions from U.S. Bank

Patricia Bonnemere, vice president and relationship manager in Charlotte, N.C., serving the North and South Carolina markets, comes to U.S. Bank Institutional Trust & Custody from our San Francisco office, as part of the reorganization of IT&C. Bonnemere brings with her more than 23 years of trust and retirement services experience. Throughout her career, she has built expertise in a broad range of entities including public funds, corporate funds, nonprofits, foundations, Taft-Hartley, insurance companies and higher education institutions.

In her role as relationship manager, Bonnemere will first focus on strengthening relationships with U.S. Bank trust and custody clients by using her expertise to review the current services provided to each client, determine what additional enhancements may be available, and to confirm that we have the comprehensive documentation and service elements for each client. "This step familiarizes me with the client and provides a basis of communication when we meet face-to-face for the first time," she says.

One of Bonnemere's primary goals is to educate the clients about the full array of our services. "Our clients may not be utilizing recent web enhancements, securities lending, asset management and U.S. Bank Money Center products, or be familiar with the First American Funds®," says Bonnemere. "Through education and discussion, I can help clients determine if these services may be an appropriate fit for them – which could result not only in fulfilling a need, but in potentially reducing clients' costs and in some cases creating a win/win situation of increased revenue for the client and the bank."

Array of Services Delivered Locally

Bonnemere identifies several key advantages former Wachovia custody clients are receiving from the acquisition by U.S. Bank. "U.S. Bank Institutional Trust & Custody has shifted Wachovia's industry-segmented approach to a specialized, regional focus," explains Bonnemere. "This benefits the client by allowing us to deliver service on a more local level – where frequent contact is easier and more convenient. We get to really know our clients and can tailor services to their needs. In addition, as a relationship manager concentrating on clients in North and South Carolina, I can pay special attention to political and regional news that affects them and offer business solutions accordingly."

Retirement Services Expertise

Bonnemere also brings a strong retirement services background to her new position. "I can be a resource for other U.S. Bank relationship managers when it comes to identifying retirement planning service opportunities for our clients where applicable and where these services will not compete within the existing system."

Karl Wilson, Bonnemere's manager at U.S. Institutional Trust & Custody, agrees. "Patricia's strong background in retirement trust services coupled with her custody expertise allows U.S. Bank the opportunity to compete for business in previously untapped institutional segments. Her experience in working with consultants and investment managers in major markets throughout the country will invariably translate into new opportunities with existing customers and prospects throughout the Southeast."

SIBOS Annual Swift Conference
Oct. 1-5, 2007
Boston, MA

Mid Sized Pension Chicago Conference
Oct. 7-10, 2007
Chicago, IL

AFP – Association of Financial Professionals Annual Meeting
Oct. 21-24, 2007
Boston, MA

November

FELABAN – Federation of Latin American Bankers Conference
Nov. 4-6, 2007
Miami, FL

IFEB – International Foundation of Employee Benefits Conference
Nov. 4-7, 2007
Anaheim, CA

PBA – Central Atlantic Trust, Private Banking, and Asset Management Conference
Nov. 7-9, 2007
Hershey, PA

AccuTech National Users Conference
Nov. 14-16, 2007
Indianapolis, IN

Bonnemere's professional certifications include Certified Employee Benefits Specialist (CEBS), Certificate in Personal Financial Planning from UCLA and Certified Trust and Financial Advisor (CTFA). She holds a Master of Business Administration in finance from the University of St. Thomas in Houston and a Bachelor of Arts in psychology from the University of Texas, Austin.

Non-deposit investment products, such as mutual funds, are not deposits or obligations of, or guaranteed by U.S. Bank or any of its affiliates, nor are they insured by the Federal Deposit Insurance Company (FDIC), or any other government agency. Investments in such products may lose value.

Main Menu

Powered by Priority Publications