



# Put Your Trust In Us!

Deciding where to put your money is an important decision. You need professional advice that takes your individual needs and goals into consideration. The experienced Mercantile Trust Services team can help! Our staff is dedicated to helping you secure your financial future. Building relationships is what we do best at Mercantile. And what sets us apart is the experience and professionalism of our trust personnel. If you are considering trust services, talk to a member of our knowledgeable team.

### F.R. (Randy) McFarland

Senior Vice President & Trust Officer



With over thirty years of trust experience, Randy's expertise is a tremendous benefit for both you and the entire trust services team. In addition to being a graduate of the University of Missouri, Randy is an ABA\* Certified Financial Services counselor. He is also a graduate of the ABA's Trust School and National Graduate Trust School at Northwestern University.

### Larry E. Shepherd

Vice President & Trust Officer

A member of the Mercantile team for over twenty-three years, Larry served most recently as a Vice President in Mercantile's Business Banking Division. He holds a Bachelor of Science Degree in Business from Culver-Stockton College. Larry also graduated from the



ABA's Stonier Graduate School of Banking and has attended various trust schools and seminars.

### Jo Ann Wilmott

Senior Trust Officer



A graduate of the ABA's National Trust School, the Cannon Trust School and the Cannon Corporate Trust School, Jo Ann uses her expertise to help you successfully plan your financial future. Jo Ann is a Certified Estate Planner and has been in the banking industry for over thirty-six years.

### Richard J. Milgrim

Senior Trust Officer

Dick joined Mercantile in 1993, having previously worked in the Federal Estate & Gift Tax Department of the Internal Revenue Service for thirty-two years. This experience, along with his qualification as a Certified Estate Planner, gives Dick a unique perspective on trust services, especially as they relate to tax planning. Dick is a Quincy University graduate in Accounting and has attended numerous Trust and Compliance Schools.



### Susan K. Knoche

Trust Officer



Susan became a member of the Trust Services team in 1988 and brings a high level of professionalism and personal attention to your trust relationship. Susan is a graduate of both the Cannon Trust School and the IBA's\*\* Trust & Investment Management School, and while her trust knowledge is diverse, she specializes in Personal and Special Needs Trusts as well as Estate Administration and Illinois Land Trusts.

### Teresa F. Kuchling

Trust Officer

Teresa joined Mercantile's Trust Division in 1989. As a graduate of Cannon Trust School and the IBA's\*\* Trust & Investment Management School, Teresa has the knowledge and experience to meet your unique Personal and Special Needs Trust demands. She will help



guide you and your family every step of the way throughout the trust process with the expertise and care you deserve.

### Janet L. Spory

Trust Operations Manager



Twenty-three years of experience in banking and trust operations makes Janet uniquely qualified for her position as Trust Operations Manager. Her educational background includes degrees from John Wood Community College and Gem City College.

### Mary Schmidt

Vice President & Trust Officer

Mary joined Mercantile in 2005 as Vice President & Trust Officer. She is located at Mercantile's Trust Office in St. Charles, MO. Mary has over twenty-six years of experience in trust management, specifically in the St. Louis area. Mary is a graduate of ABA's National Trust School at Northwestern University.



### Robin L. Fitzgibbons

Senior Trust Officer



Robin brings over eighteen years of trust administration and management experience earned in the St. Louis Metro area. Robin is located at Mercantile's Trust Office in St. Charles, MO. She is a graduate of both ABA's Trust School and National Graduate Trust School at Northwestern University.

### Jason M. Horn

Vice President & Trust Officer

Jason has recently joined Mercantile Bank at our Trust Services office in St. Joseph, MO. He has over ten years of trust administration experience, and can help you determine the right services and solutions to meet your short and long-term needs.



## Agri-Business Services

### Joseph E. Harris II

Senior Trust Officer & Accredited Farm Manager



Joe holds a degree in Agricultural Business Economics from Southern Illinois University in Carbondale and graduated from the IBA's Trust & Investment Management School. He is an Illinois State Certified General Appraiser and has his real estate broker license in both Illinois and Missouri. Joe has been with Mercantile since 1989 and has over twenty-five years of professional farm management experience.

### Rick Edwards III

Trust Officer & Accredited Farm Manager

With a Bachelor Degree in Agriculture and a Master of Education Degree from the University of Illinois, Rick spent fifteen years as an Agricultural Sciences educator. This, combined with thirty years of agriculture production experience allows him to excel in his role as Farm Manager. Rick is an Accredited Farm Manager and Illinois State Certified General Appraiser.



\*ABA- American Bankers Association

\*\*IBA- Illinois Bankers Association



# Who Needs a Trust?

## Determining If A Trust Is Right For You

Many people believe that a trust is only for the very wealthy. While it is certainly true that the very wealthy often use trusts to protect and preserve their wealth, it is also true that the majority of trust owners do not consider themselves to be rich. Most simply want to protect their hard-earned assets for the benefit of their family and even their community.

## Types of Trusts

Although there are numerous ways to fund, structure and manage a trust to suit your unique needs and goals, there are primarily three basic types of trusts to consider.

### Revocable Living Trust

A revocable living trust allows you to make changes at any time. You can cancel or revoke the trust, change beneficiaries, add additional assets, or amend other terms of the agreement as you see fit.

### Irrevocable Trust

An irrevocable trust is an arrangement that cannot be changed or cancelled by the individual who created it. It is irrevocable. Though at first glance this type of trust may not seem appealing, in certain circumstances it is an ideal solution and often offers substantial tax benefits.

### Testamentary Trust

This type of trust is created by the terms of your will. Upon your death, your assets pass into a trust, which is then managed by a trustee.

## Our Trust Services Team Specializes In:

- Living Trusts
- Executorship & Estate Administration
- Testamentary Trusts
- Special Needs Trusts
- Illinois Land Trusts
- Life Insurance Trusts
- Professionally Managed Investment Accounts
- Custodian Agency
- Escrow Agency
- Agri-Business Services & Land Management

## Agri-Business Services

Mercantile's Trust Division is proud to provide agri-business services to area businesses, landowners, and farmers. We offer a variety of convenient services including farm management for those needing an agricultural professional to represent their interests and carry out their farm ownership objectives. We conduct farm appraisals for landowners and attorneys and provide farm consultations for those needing help in specific areas, such as crop scouting, building additions, and lease analysis.

## Frequently Asked Questions About Trusts

### Do I need a trust if I already have a will?

Possibly. While there are some common elements that both instruments address, one is not necessarily a replacement for the other. You may find you need both in place to best preserve and protect your legacy. To assist you in comparing the benefits and limitations of each, we suggest you consult with your attorney or other trusted legal professional to discuss your particular situation.

### Does a trust help me avoid probate?

Yes. Upon one's death a will must always be probated or "proven valid." A living trust, however, is a separate legal entity and assets placed within it are not subject to probate when the creator dies. As a result, the directives contained in the trust can be carried out without delay in most cases.

### Do I lose control if I set up a trust?

No. You do not give up control when you create a revocable living trust. You keep as much control as you want. As the creator of the trust, you retain the power to change trustees, add or withdraw assets at anytime, amend or even cancel the trust altogether.

### Are trust services expensive?

No. Not when you select Mercantile Bank as your trustee. We find many of our clients are pleasantly surprised to discover our annual fees are actually less than paying for mutual fund services or investment advice – and the service is even better! We have no hidden fees, all costs associated with our services are discussed up front.

## Is my trust agreement private?

Yes. Unlike the terms of a will which become a matter of public record, the terms of a trust agreement remain private.

## Is setting up a trust difficult?

No. But first we need to understand your financial goals and concerns. You will then want to share your vision with an attorney, who actually prepares your trust agreement. As creator of the trust, you then name a trustee, such as Mercantile Bank, to manage your trust.

## Why name Mercantile to manage your trust?

Service. The relationship you form with your trustee is one of responsibility and mutual respect. Our experienced professionals go the extra mile to ensure your complete satisfaction. We will explain everything in terms you understand and make sure your wishes are carried out. Our institution is over 100 years strong, and in addition to this financial stability, we have the knowledge, experience and ability to manage all of the investment details.

## Put Your Trust In Us!

We hope you find this information helpful, however, each situation is unique and we would welcome the opportunity to visit with you. Contact us today for a free, no-obligation consultation to learn more about us, our services, and how we can help you manage your money and provide you with the peace of mind you deserve.



## Trust Services Division

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