

# Client CASE STUDIES

## The benefits of collaboration

### PROFILE

John, a resident of Pennsylvania, was ready to transition his business to the next generation, but his daughter was not interested in being part of the continuing business. John wanted to ensure that she received her fair share of his assets but was hesitant to establish a trust. He had worked with the same investment advisor for more than 20 years and does not wish to sever that relationship.

### THE SOLUTION

John's relationship manager suggested that he establish a Directed Trust in Delaware in order to take advantage of the investment direction feature allowed by the state, as well as a host of other tax advantages and flexible benefits adopted by that jurisdiction. With the Directed Trust, John would be able to name Wilmington Trust as the Corporate Trustee while delegating the investment management of the trust's assets to his long-term investment advisor.

### THE RESULT

John found the best of both worlds with the Delaware Directed Trust: he had the comfort of naming a trustee with whom he had been working for many years to handle the fiduciary and administrative aspects of his daughter's trust, while retaining the services of his trusted hometown investment advisor. John expressed a great deal of comfort in knowing that Wilmington Trust was open and committed to working harmoniously with his other trusted advisors.

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