



Trusts: how State Trustees can help support your clients

Will Preparation / Executor Services / **Trusts** / Financial Services / Taxation Services / Genealogical Services
Investment Services / Enduring Power of Attorney / Personal Financial Solutions





At **State Trustees** we understand when it comes to trusting someone with your personal and financial affairs you need to know you're getting professional and expert advice **with your interests at heart.**

We've been **helping Victorians with their financial needs for over 70 years so they can make the most of their opportunities.**

At State Trustees, we provide our expert financial and legal assistance to all Victorians regardless of income, age or personal circumstances.

We're well known as specialists in preparing Wills and we offer a diverse range of professional services including deceased estate administration, Trustee, Executor and Attorney services along with astute financial advice and management to **help protect and grow your assets.**



‘Do they realise their payout replaces 20 years of income?’

Plaintiff lawyers work hard to achieve the best possible compensation payout for clients injured through accident, negligence or other misfortune.

Yet time and again we hear stories from plaintiff lawyers who are disheartened when they come across clients who, months or years later, mistakenly think they may be able to obtain further compensation because their original payout has been dissipated.

As you prepare for your clients’ court cases, do you sometimes wonder how you might be able to help them avoid this situation?

How can State Trustees assist?

State Trustees sees an opportunity to collaborate with solicitors because your clients often have something in common with many of ours – in one way or another, they are vulnerable.

State Trustees has skills and experience in developing long-term plans for people who are vulnerable, and dealing with people with special needs on a day-to-day basis. We provide comprehensive support in the areas of tax and financial advice, as well as professional services in Estates, Trusts and VCAT administration orders.

These clients have got their payout, now they need someone to protect it.

Protecting the vulnerable.

State Trustees can help ensure your clients’ funds are used to pay their expenses and help improve their quality of life. We aim to prevent funds being lost through gambling and drug addiction, or depleted by opportunistic third parties.

A financial plan is a good start...

We have a very diverse client base – from high net-worth investors to children with varying and challenging circumstances, with funds under advice totalling approximately \$700 million.

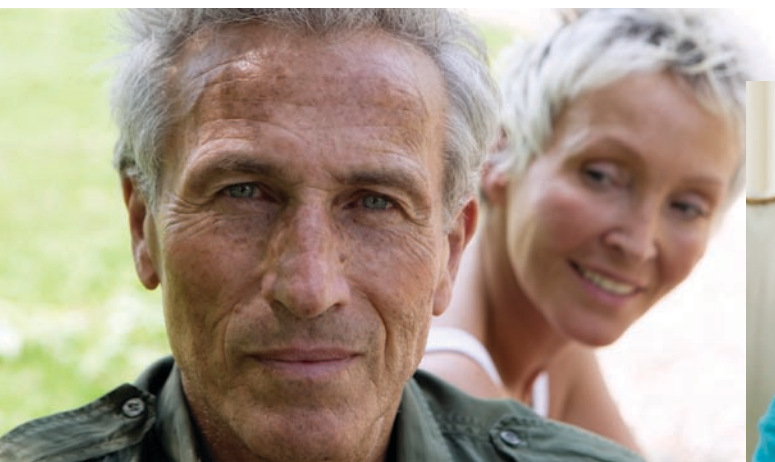
A Financial Plan may seem an obvious consideration, and for many of your clients this will be a good solution. Did you know that State Trustees is a principal member of the Financial Planning Association? Our Financial Planning experts complete 4,000 Financial Plans and reviews per year, including those for private individuals, represented persons, Trusts and superannuation.

But is a financial plan enough?

Within your caseload, as in ours, there will be clients with a range of more complex needs requiring more complete solutions.

State Trustees offers a range of products and services specifically designed to meet the needs of vulnerable beneficiaries – those who are disadvantaged through disability, age or injury.

We don’t just invest their money, we look at their full life situation and recommend a course of action that will contribute to a positive outlook for their future.



My Story

Another choice for your client

Gary acquired a disability as a result of a car accident. He was awarded a payout which precluded him from receiving government assistance for five years.

Gary approached a financial planner to have the funds invested and it was recommended that a Trust be established. His brother and mother were nominated Trustees.

Some time later Gary moved out of his parents' home, married and became a father. Gary faced strong pressure from his wife and her family to spend his money the way they felt was best, which was not beneficial for him in the long term.

Gary's brother and mother found their role as Trustees extremely difficult and stressful, and approached State Trustees to take over the Trust administration. Gary, concerned for his financial future and that of his new family, agreed to State Trustees being appointed Trustee – we are now making decisions about housing and providing access to funds that will ensure Gary's long term financial viability.

Helping protect their future

Matthew was injured at birth through medical malpractice, leaving him with health problems.

Matthew's solicitor was successful in winning a substantial payout against the doctor and hospital involved. Matthew's mother is single, has little education and lacks experience in managing financial affairs of such magnitude. At the suggestion of a relative, State Trustees was approached to manage the funds for Matthew. State Trustees assisted Matthew's mother to establish a Trust for his long-term medical care and education and, as the Trustee, we work with her to ensure we make appropriate decisions regarding Matthew's present requirements and future needs.

Protecting them when they need it most

Andrew received a lump sum payout as compensation for an accident that left him with brain injuries and physical disability.

The value of his payout was calculated to cover the cost of Andrew's medical needs and to replace income for the remainder of his working life (being approximately 32 years). Learning of Andrew's 'windfall', a cousin convinced him to sign as guarantor for the purchase of a business. His cousin subsequently defaulted on the loan payments. Concerned family members sought State Trustees' appointment as Andrew's administrator and VCAT made the order. As Andrew's Administrator, State Trustees successfully negotiated with the finance company to remove him as guarantor on the loan, thereby removing the risk of a claim against his assets.

The case studies, while fictional, are based on real customer experience. Names and identities of persons and facts have been changed in order to protect confidentiality. Any similarity between a person's name and experiences to the scenario described in the case study is unintended and coincidental.

A complete offering: Advice and Administration...

In each situation State Trustees assesses the client's circumstances and recommends a solution that is in their best interests, which will maximise the benefit they receive from their payout and, where required, offer a long term solution that comprises complete provision of advice and administration.

State Trustees will identify the right professional services to assist the client and can also act as a professional trustee, executor, attorney or VCAT administrator.

Referring your clients to State Trustees will help give you peace of mind that your clients' payout will be properly managed or applied to their best advantage.

Why work with State Trustees?

State Trustees has been providing a comprehensive range of Trustee, Executor and Personal Financial Administration services since 1939.

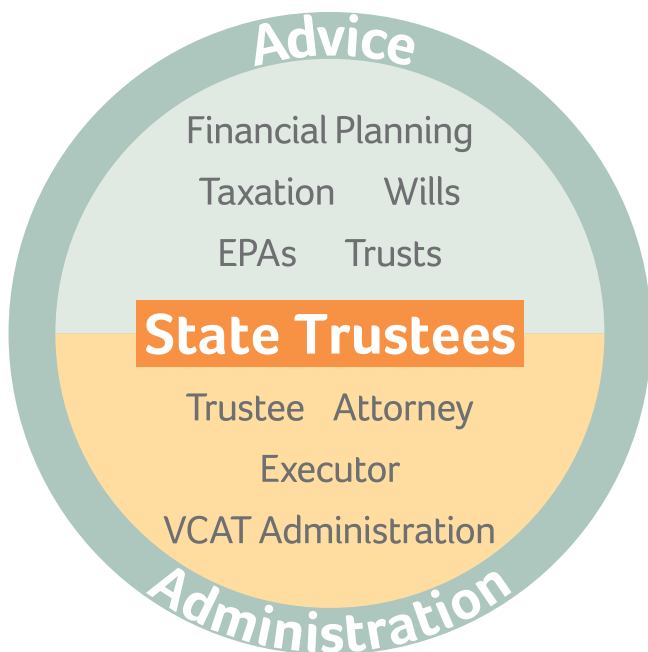
We have developed the culture, skills and experience that is invaluable to this type of business, and have dedicated customer consultants as well as in-house experts in taxation and financial planning.

In recent years, State Trustees has been transforming the way it goes about its business with a new commercial focus, a rebalancing of our objectives and an organisation-wide commitment to our vision of providing outstanding service to our customers.

We have a strong focus on products and services for vulnerable people, unlike many other financial planning companies, who focus on maximising returns from wealthy clients.

State Trustees' core purpose is to help Victorians with their financial needs so they can make the most of their opportunities.

Regulated by ASIC, State Trustees employs great care and rigour in the investment of client funds. We manage our clients' investments prudently and with a conservative approach, with a view to ensuring cash flow is maintained.



Questions?

For more information on Trusts call
State Trustees

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Residents outside the Melbourne
metropolitan area can call

1300 138 672

or visit

www.statetrustees.com.au





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