



HIGHTOWER  
Trust Company

## CASE STUDY

# Optimizing Wealth Management through Hightower Trust Company's Agency Trust Solution

**CLIENT PROFILE:** Mrs. Rodriguez was named trustee of her nephew's trust account. She felt a strong responsibility to administer the trust in accordance with her sister's wishes and did not want to hand over control of the trust's administration to a third party. She did, however, find it overwhelming to maintain oversight of the investment strategy for the trust assets as well as the necessary tax filing and reporting, while managing appropriate distributions to her nephew.

**CHALLENGE:** The Hightower financial advisor recognized an opportunity for Mrs. Rodriguez to be supported by the Hightower Trust Company agency model. The advisor knew that Mrs. Rodriguez took her fiduciary responsibility very seriously but was looking for help in fulfilling that duty. She needed to find a solution providing peace of mind and confidence to best serve as trustee.



### **SOLUTION: AGENCY TRUST SERVICES BY HIGHTOWER TRUST COMPANY**

The Hightower advisor collaborated with Hightower Trust Company to explore the benefits of an agency trust solution. Here's how the agency capacity optimized the wealth management process for Mrs. Rodriguez:

01

**FLEXIBILITY IN DECISION-MAKING:** Hightower Trust Company's agency trust solution provided Mrs. Rodriguez with the flexibility to retain control over certain decisions while leveraging the expertise of Hightower's professionals and infrastructure. This hybrid approach allowed the family to actively participate in key decisions and also benefit from the support of seasoned trust administrators.

02

**EXPERT GUIDANCE:** The agency trust solution allowed the Hightower advisor to work closely with Hightower Trust Company's experts. The Rodriguez family benefited from the collaboration between their trusted advisor and Hightower's trust professionals, ensuring that all stakeholders were on the same page. Additionally, the trust assets were managed by Mrs. Rodriguez's Hightower advisor, who she already knew and trusted.



03

**EFFICIENT ADMINISTRATION:** The agency trust solution streamlined administrative processes, allowing for quicker responses to family needs and changing financial landscapes. By leveraging Hightower Trust Company's resources and expertise, Mrs. Rodriguez's Hightower advisor was able to focus on delivering tailored investment advice to the Rodriguez family, confident that the trust administration was handled with efficiency and precision, including taxes and reporting.

04

**OPTIONS FOR THE FUTURE:** Hightower Trust Company's agency trust solution allowed Mrs. Rodriguez to meet the obligations of trust provisions, while honoring her preferences as the trustee. Additionally, if anything were to happen to her, or if she needed to hand off the responsibility of being trustee, she already had a trusted partner in place to take over as trustee or successor trustee.

**RESULTS:** The implementation of Hightower Trust Company's agency trust solution resulted in a more personalized and responsive wealth management strategy for the Rodriguez family. Their Hightower advisor noted that the hybrid approach, combining client control with professional expertise, enhanced the overall financial planning experience for her client.

## CONCLUSION

**For advisors seeking a client-focused trust solution, Hightower Trust Company's agency trust services offer a strategic advantage. The Rodriguez case exemplifies how this approach can provide flexibility, expertise alignment, and efficient administration to optimize wealth management strategies.**

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