

# BTC Wealth Management

## Top 5 Reasons to Select BTC Wealth Management Group for Your Institutional Custody Services Solution

### 1. The Bankers Trust Advantage – We Understand Institutional Custody Services

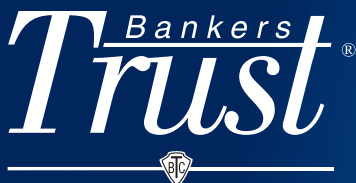
- Bankers Trust institutional custody service practice offers a locally focused decision-making model, and employs a proven team approach comprised of seasoned officer leadership supported by expert administration and operations staff.
  - account administration
  - required reporting services
  - asset safekeeping
  - income collection
  - reinvestment,
  - transaction execution

Since 1917, Bankers Trust has proudly served the community as Iowa's largest privately owned bank with more than 450 employees and over \$5.2 billion in assets under administration within our Wealth Management Group. **With over 85 years of combined institutional custody experience**, Bankers Trust's dedicated team of institutional trust professionals continues to respond to the diverse needs of our clients by delivering highly customized custodial solutions that offer both flexibility and sophistication.

Bankers Trust Wealth Management Group is proud to be part of the \$12 billion trust and investment organization of Bankers Trust.

### 2. Products And Services That Work – When You Need Them Most

- Bankers Trust makes account administration, transactions, reporting, and statement production efficient and convenient for you, your business partners, and your advisors.
- Utilizes SunGard's secure, state-of-the-art Internet platform, AddVantage WebLink, to make on-line viewing and data gathering easy and flexible.
- Statement options and report frequency are virtually endless, and are available to you in real-time and on-demand.



Wealth Management Group  
Institutional Custody  
Member FDIC

### Institutional Custody Services

Bankers Trust possesses both the depth of experience and the breadth of services to handle even the most complex custody needs.

To explore what BTC Wealth Management Group can do for your organization, please contact:

**Diana Cook** (515) 245-2418 | [dcook@bankerstrust.com](mailto:dcook@bankerstrust.com)  
**Gary Geels** (515) 245-2436 | [ggeels@bankerstrust.com](mailto:ggeels@bankerstrust.com)

### 3. Customized Solutions – Our Trust Services Give You More

At BTC, we combine our rich expertise and broad capabilities to provide a robust menu of custodial service arrangements, many of which include the following:

- Asset Safekeeping – assets are held book entry with Institutional Depository partners, and maintains closely held securities onsite.
- Security Processing, Trade Execution, and Settlement – Bankers Trust will coordinate and perform accommodation basis trading activity resulting from proper investment instruction, complete trades once received transmitting instructions (or cash) through depository intermediary and selected institutional brokers. Purchases and sales are executed by delivering or receiving the security (or cash) on a delivery versus payment basis.
- Escrow and Unitized Fund Services – Bankers Trust provides full-service, customized Escrow and Unitized Fund accounting services, including
  - flexible valuation and reporting options
  - ongoing maintenance and monitoring
- Performance Measurement – Sophisticated performance measurement reporting is available to our institutional custody clients. These reports offer flexibility, in terms of asset classes, risk evaluation, and benchmark customization.

*\*reporting consistent with GIPS standards*

### 4. Monitoring and Communication – Keeping You Informed

- We know that timely, proactive notification about account activity is critical to keeping you informed, our team of dedicated trust professionals consistently monitors and reports account activities and transactions. Bankers Trust continues to keep the communication needs of our clients at the forefront of our trust operations practice.

### 5. Your Success - Is Our Business

- Bankers Trust Wealth Management Group at Bankers Trust is committed to providing full-service, institutional custody solutions that offer total flexibility, choice, and personalized service tailored to meet your unique set of needs.
- We believe strong, meaningful relationships matter, and are central to your success.

