

HOW ARE PRICING STRUCTURES BUILT?

Knowing what elements weigh into fee structures can help you look at your strategy and make smart decisions for the future. These are the primary factors that determine your cost.



Do you need a custodian or a trustee?

This is the most critical aspect of your fee. Trustees require more fiduciary responsibility (reflected in a higher price), custodians require less (reflected in a lower price).



What securities are you holding/ do you need serviced?

Are you invested in equities, bonds, real estate? A mutual fund, hedge fund or exchange-traded fund?



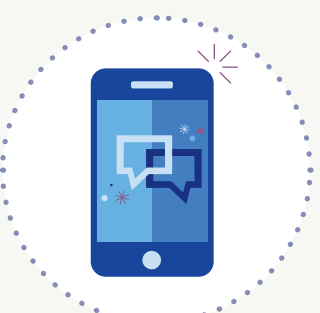
How many accounts do you need?

Are you a single client with one long-term investment account? Or are you a holding company with multiple subcompanies or wholly owned subsidiaries?



Are you involving outside parties?

Do you have outside managers? Do you have outside advisors or consultants authorizing trades on your behalf and communicating with your custodian? Or are you doing all your work inhouse?



What level of service do you expect?

Do you require frequent in-person meetings? Reporting customization? Daily confirmations?

WHY IS MY PRICING CHANGING?

Knowing what elements weigh into fee structures can help you look at your strategy and make smart decisions for the future. These are the primary factors that determine your cost.



A change in investment strategy



Acquiring a company



A change in asset allocations



An initial comparative pricing bid



Elevated servicing demands



Special customization or vendor involvement