

Trust Basics

An Introduction to the Products and Services of The Trust Industry

3rd Edition

In the high-stakes world of trust management, success belongs to the best trained—and *Trust Basics* is the foundational course for trust professionals in banks. *Trust Basics* will help new trust professionals understand the fundamentals of the trust business. And *Trust Basics* will help professionals in the trust business learn more about their jobs, communicate the advantages that bank trust departments offer their customers, and guide their customers through the process of establishing a trust.

Reader friendly and nontechnical in style, *Trust Basics* gives you a step-by-step overview of trust departments, types of trusts, delivery of trust services, administering and settling estates, and challenges facing the trust industry. Many real-life anecdotes and examples illustrate everyday situations to important principles of trust management.

This AIB course provides you with an overview of the trust department in a commercial bank, including how it fits into the bank's overall operations, the services it provides, and generally how those services are delivered. Particular emphasis is placed on the importance of accumulating, preserving, and disposing of an estate.

After successfully completing this course, you will be able to:

- Distinguish between types of assets and forms of property ownership
- Define the basic concepts of stocks, bonds, mutual funds, and common trust funds
- Describe the purpose and scope of various agency relationships
- Explain the Prudent Investor Rule and how it relates to investment risk, policy, and responsibility
- Analyze a will and list the steps of the administration and settlement of an estate
- Distinguish the types of guardianships that exist and compare powers of attorney for property and healthcare
- Define what a personal trust is, reasons for having one, and the characteristics of a good trustee
- Explain the basics of gifting and gift and estate taxes

Text

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\$99.00 List Price

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Instructor's Manual

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(available only on CD-ROM)

\$60.00 List Price

\$45.00 Member Price