Outsourcing Frees Administrator to Develop Business

Problem
A large Trust department, functioning primarily as a family office, operated at a very low cost by having the Trust administrator also perform most of the back-office operations. However, with the department’s assets increasing and regulatory compliance becoming more complex, the administrator found she did not have time to perform either function satisfactorily and both were beginning to suffer.

Solution
Management turned to Trust Management Network for a solution that would allow the head administrator to focus on maintaining and developing additional business without handling operational headaches. Cost was a determining factor in the bank’s decision, so TMN created a solution that provided outsourcing services for little more than what the bank was paying for Trust accounting costs alone.

Results
The decision to outsource allowed the bank to continue to grow the department’s assets without any additional staff. The Trust department operates today with significantly larger assets and without any additional personnel.

For more information, please contact:
info@trust-mgmt.com
800-900-5853
www.trust-mgmt.com