



# PERSONAL FINANCIAL SERVICES

## SERVICES FOR FAMILIES IN TRANSITION

*Personalized Support in Stressful Times*

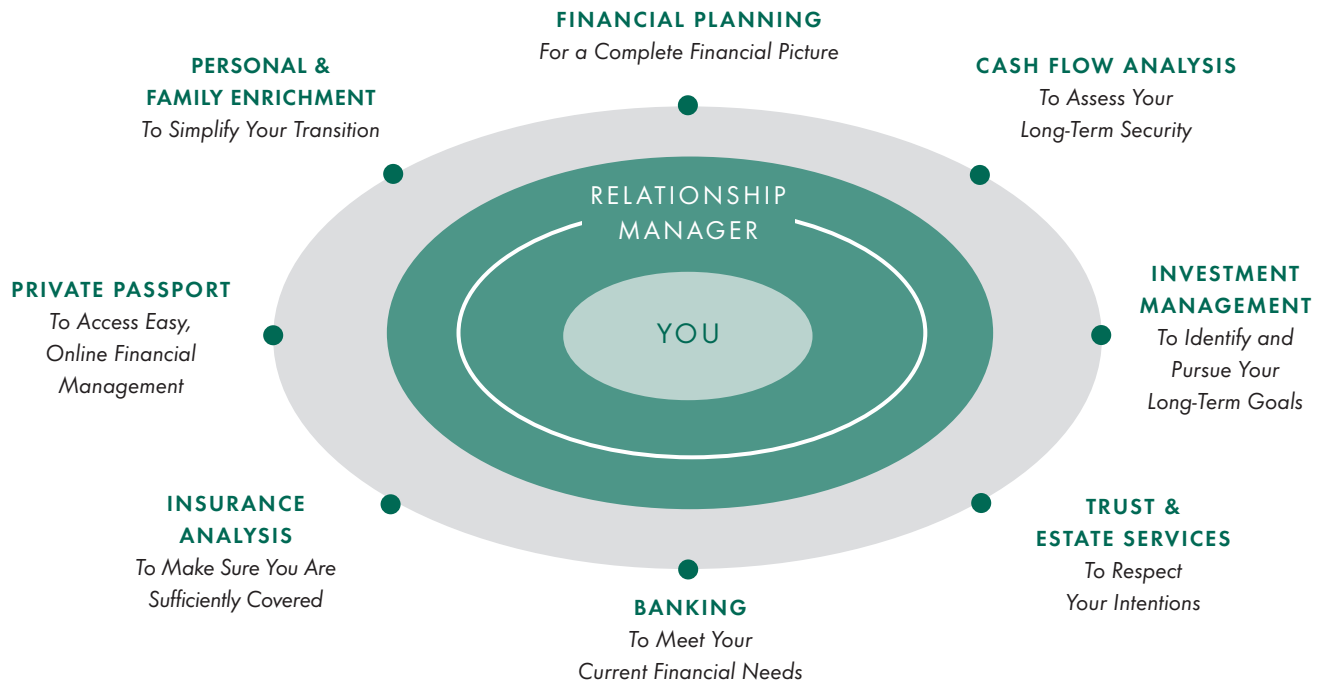
Change. Uncertainty. The course of life can present unsettling passages. Northern Trust extends its encouragement and support to help you navigate this stressful transition and begin your new phase of life.

Life is presenting questions you have never before faced. We can provide the experience and insight you need to find the best answers for your situation.

- Will you have the income necessary to live your accustomed lifestyle?
- Do you have sufficient assets to provide for your long-term needs?
- Will your children have the resources to meet their current and future needs?
- Whom can you trust to provide financial advice that places your interests first?

## SIMPLIFYING YOUR LIFE

All at once, you are faced with an array of financial concerns you've never before addressed. You can take comfort knowing that Northern Trust offers a comprehensive array of services and can help you develop a coordinated plan to streamline all your financial needs.



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**A dedicated  
relationship manager,  
who focuses on clients  
in situations just like  
yours, will help you  
find the right solutions  
for your needs.**

### **AN EXPERIENCED GUIDE**

You can rely on Northern Trust to guide you through these difficult issues. For over a century, we have been committed to helping individuals and families build secure, satisfying futures.

A dedicated relationship manager, who focuses on clients in situations just like yours, will help you find simplified solutions to the complex questions before you. A team of seasoned Northern Trust professionals – each with a unique financial specialty – will provide support by researching alternatives and presenting recommendations.

Your relationship manager also will work in concert with your attorney, accountant and other advisors to help you understand:

- What you have,
- What you owe and
- What decisions you must make to provide for a comfortable future.

If it would be advantageous for you, your relationship manager will draw upon Northern Trust's comprehensive financial planning capabilities. We can help you develop a complete picture of complex financial interests and a streamlined plan to simplify their management.

### **Cash Flow Analysis**

Your first priority is to understand your assets and income in light of your lifestyle needs and expenses (mortgage payments, maintenance and utility expenses, property and income taxes, etc.). We help you define how long your current spending patterns can be maintained and whether adjustments should be made to assure your long-term security.

### **Banking Needs Analysis**

Next, we help you determine whether your current mix of banking related-services – checking, savings, money market, credit card, mortgage and other – adequately serves your needs. Your relationship manager will recommend alternate services where appropriate. At the very least, all accounts previously held in joint tenancy with your spouse must either be closed or retitled and beneficiary designations must be updated.

### **Investment Analysis**

Northern Trust can help you identify your investment goals – creation of income, preservation of assets, growth of value – and the degree to which you are able to assume risk to achieve those goals. We will design a portfolio to pursue your objectives while respecting your tolerance for risk.

### **Insurance Analysis**

Often, the recently divorced or widowed are left without health insurance. Just as frequently, other insurance policies – life, automotive, home and property – are found to be outdated. Northern Trust will conduct a thorough review to ascertain that you are sufficiently – and not excessively – insured for your current needs and will recommend highly qualified insurance advisors to draft new plans as appropriate.

### **Trust and Estate Plan Analysis**

Your existing wills or trusts may name deceased or former spouses as executors or successor trustees. To assure that your present situation and intentions are properly addressed, Northern Trust will arrange referrals to highly regarded estate planning attorneys to evaluate and update your existing documents.

## PERSONALIZED SOLUTIONS FOR EACH CLIENT

CLIENT SITUATION	SOLUTION
<p><b>Limited Credit History</b> As part of her divorce settlement, a young woman received a \$2.5 million home with a high-interest \$1 million mortgage. She needed to reduce her mortgage expense but couldn't qualify for refinancing because of her limited personal income and credit history.</p>	<p>Northern Trust arranged an equity credit line, which she accessed to make her mortgage payments. She paid interest only, which she was able to deduct from her taxes. Meanwhile, using the monetary portion of her settlement, Northern Trust's investment team structured a portfolio that, after a period, generated sufficient income for her to refinance her mortgage at a low fixed rate.</p>
<p><b>Bill Payment</b> A recently divorced man became overwhelmed by the demands of managing a household alone. Though he had significant assets, his bills ran late and his credit record was impaired.</p>	<p>Northern Trust automated the payment of all bills suitable for direct debit – mortgage, utility and other recurring expenses. For a time, the client mailed a pouch of his remaining bills to us to pay. When he was ready, his relationship manager showed him how to use the free electronic bill payment service available through Northern Trust Private Passport®, our convenient online account management system, to pay his remaining bills on his own.</p>
<p><b>Beneficiary Conflicts</b> A widow with no estate plan wished for her musically gifted son to inherit a vintage piano that her husband had bequeathed her. She was distressed when a stepson from her husband's first marriage demanded that the piano be sold and the proceeds split between the children.</p>	<p>The woman's relationship manager helped her realize that, by drafting her own will, she could take control of the situation. The relationship manager introduced her to an estate planning attorney who drafted a will that made sure the woman's wishes were respected.</p>
<p><b>Major Purchases</b> A client was shopping for a luxury car and called her relationship manager from the dealership. She was closing a purchase commitment and needed a funds transfer.</p>	<p>The relationship manager wanted to be certain that the client was being given the most competitive price. The relationship manager clarified the terms with the salesperson and then called an industry source for comparative pricing. The relationship manager then called the salesperson back and agreed to wire funds – provided the terms of the deal were revised. The dealer agreed to the revised terms – netting the client a savings of nearly 15%.</p>

*Northern Trust is committed to helping you find peace of mind in times of personal challenge. Our professionals go beyond what would be expected to guide clients through stressful situations.*

The examples presented here are intended to illustrate services available at Northern Trust. They do not necessarily represent experiences of other clients, and individual results may vary.

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## PRIVACY, CONFIDENTIALITY

While adjusting to this new phase of life, you must safeguard your financial affairs from third parties who would attempt to influence them. Northern Trust's financial planners will not share your information with anyone outside Northern Trust without your approval. We will help you implement your financial plan by recommending investment, trust, banking, brokerage and insurance services from hand-chosen firms that we believe embrace Northern Trust's standards of quality, privacy and confidentiality.

## PERSONAL AND FAMILY ENRICHMENT

In the midst of personal challenges, it is vital to affirm your individuality and your relationships with those who are important to you. To support this need, Northern Trust sponsors exclusive cultural, artistic, entertainment and educational events for clients to enjoy with their children or with others who share their interests.

Northern Trust also knows that sometimes family changes can create gaps in your network of business and provider contacts. Your relationship manager is always available should you need assistance with introductions or referrals to service providers.

## COMPASSION, SENSITIVITY, EXPERTISE

Entering a new phase of life introduces unfamiliar stresses. You can rely on Northern Trust to listen to your concerns with compassion, evaluate your situation with sensitivity and deliver personalized solutions with insight and expertise.

## FOR MORE INFORMATION

Our goal is to give you the freedom to focus on what really matters to you – your family, your personal well-being and your vision of a secure future. To discuss how we can help you take the next step, please contact Northern Trust today or visit us at [northerntrust.com](http://northerntrust.com).

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