STIFEL

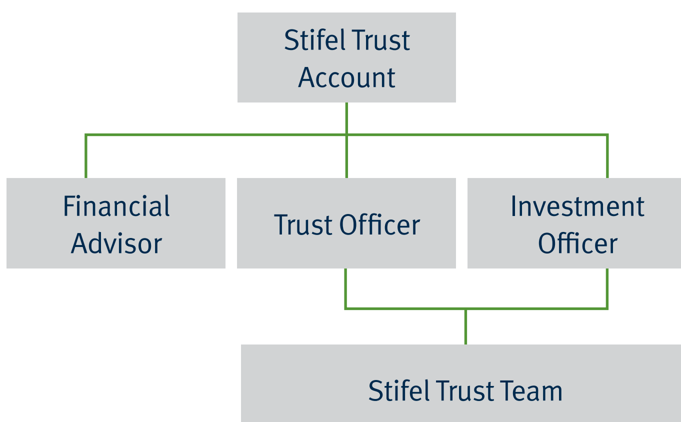
# The Stifel Trust Difference

At Stifel Trust Company, our goal is to provide premier-level personal service to our clients. These are not “just words.” Rather, it is a commitment that is reflected in the way we deliver our services.

Each Stifel Trust account has a dedicated Trust Officer and a dedicated Investment Officer – named professionals, rather than anonymous individuals randomly assigned to answer a toll-free service number. The Trust Officer handles the day-to-day administration of the account, and the Investment Officer manages the investment portfolio.

These professionals are backed by the Stifel Trust team of operations and support specialists, investment analysts, legal advisors, as well as the research, due diligence, product oversight, and infrastructure of Stifel.

The most significant feature of Stifel Trust’s proven service model is the role played by the client’s Stifel Financial Advisor. Your Financial Advisor remains involved throughout the life of the trust account as the relationship manager. Your Financial Advisor helps us understand the specific needs and circumstances of your family and beneficiaries and helps those beneficiaries understand the operation and management of the trust. Working together with the Financial Advisors to help deliver our service is like having approximately 2,200 local representatives across the United States.




Your Financial Advisor knows you and understands your needs and expectations. They know about your family and your financial goals. Other corporate trustees may not have someone with this kind of valuable knowledge on their service team. This positions Stifel Trust to deliver high touch, “white glove” service. In effect, clients have three professionals at their service. The Stifel Financial Advisor, along with our dedicated Trust Officer and Investment Officer at Stifel Trust, work together to meet your specific needs.

For more information on Stifel Trust, please contact your Stifel Financial Advisor.

**The Elkhart Group**

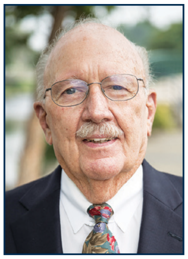
www.theelkhartgroup.com | theelkhartgroup@stifel.com

(574) 293-2202 | (855) 275-9141

*continued on back*

STIFEL | The Elkhart Group

**Your financial legacy matters – to you and to your heirs!**
**Our team is here to serve you and your loved ones through every stage of life.**



**William Marohn**
*Senior Vice President/Investments*

**Elizabeth Naquin Borger, MBA**
*Senior Vice President/Investments*

**Brian Z. Borger, CIMA®**
*Senior Vice President/Investments*

**Eli Glazer**
*Vice President/Investments*

**Michael J. Witous**
*Senior Vice President/Investments*

**Victor Russo, MBA**
*Vice President/Investments*

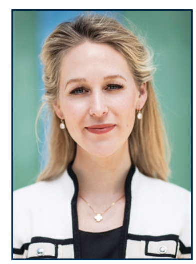
**Robert Decker**
*Vice President/Investments*

**Faiz Khoja**
*Financial Advisor Associate*

**Leslie Navarre**
*Financial Advisor Associate*

**Brandon Arnold**
*Operations Manager*

**Rosanne Markham**
*Registered Client Service Associate*



**Madeline Bond**
*Client Service Associate*


**www.theelkhartgroup.com | theelkhartgroup@stifel.com**

**(574) 293-2202 | (855) 275-9141**

200 NIBCO Parkway, Suite 300 | Elkhart, Indiana 46516