



## **Questions and Answers for Funeral Directors**

Thank you for your interest in using the *FUTURA FUNERAL TRUST* for your customers' new and existing pre-need funeral arrangements. We have tried to anticipate some of your questions about the Futura solution to providing safe, professional trust services for pre-need funds.

### **1. Who has established the *FUTURA FUNERAL TRUST*?**

Fiduciary Partners Trust Company is a corporate fiduciary licensed to serve as a trustee in Illinois. In June 2010, Fiduciary Partners as trustee, partnered with Benchmark Investment Advisors as investment financial advisor to create a comprehensive, unbundled approach to administer and invest the *FUTURA FUNERAL TRUST*.

### **2. How are the funds invested?**

*FUTURA FUNERAL TRUST* investments are managed using a conservative risk/return strategy which is generally appropriate for investors seeking capital preservation as a primary goal and wishing to limit or avoid downside risk. The Trust funds are invested in equity and fixed-income securities. There is no guarantee of return of full principal or minimum performance, and there is no FDIC insurance. The Trust funds may lose value. For more clarification or other investment questions, please contact John Swift, CFA®, CPA, who is the Chief Investment Officer for the Futura Funeral Trust at **312-259-9595**.

### **3. How can we open or transfer accounts to the *FUTURA FUNERAL TRUST*?**

All pre-need funds must now comply with the new Illinois Funeral or Burial Funds Act (the Act). For all new pre-need funds, we provide a comprehensive "Master Trust Agreement" to be used to manage the funds under a "Pre-need Contract", in compliance with the Act. These forms can be downloaded from the Resource Center tab.

You may also have existing pre-need funds that are held at other financial institutions. These funds may refer to the funeral home or the local bank as custodian or trustee. If the pre-need agreements are revocable and the customer is available, it will often be preferable to have the customer amend the old pre-need agreement by entering a new pre-need agreement. If the pre-need trust agreement is irrevocable or the customer cannot sign a new agreement, please contact us for the necessary trustee transfer documents.

### **4. What is the relationship of Futura to the IFDA?**

The *FUTURA FUNERAL TRUST* was established in 2010 with Fiduciary Partners, as trustee. The IFDA is not the trustee, creator, or sponsor of the new program; however, the new program is pleased to have the endorsement of the IFDA. It is not necessary to be a member of the IFDA to participate in Futura.