

Charlotte Tips & Tricks with Yavonda Baynard

Gain valuable insight & knowledge of Charlotte to bring to your company

Charlotte Tips & Tricks

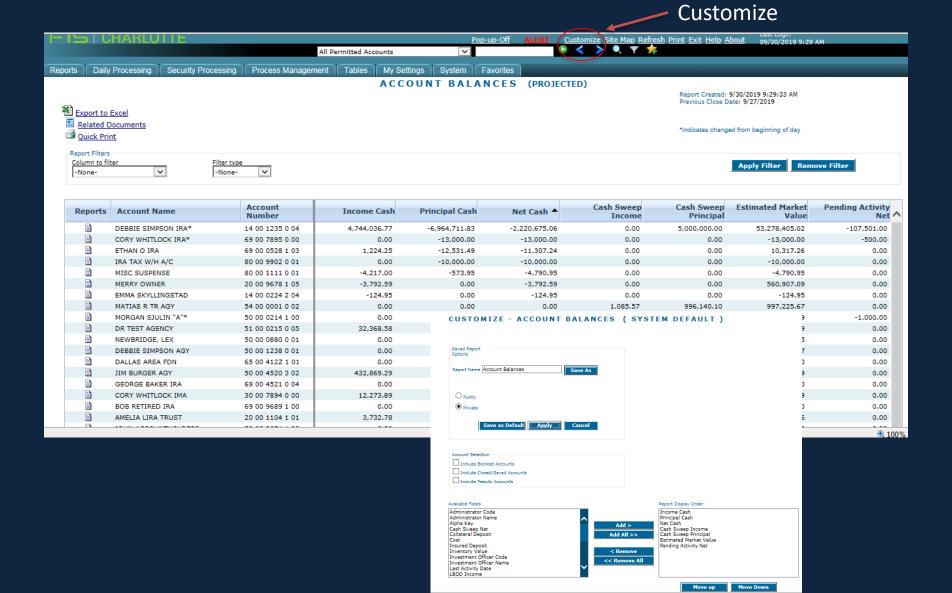
- Navigating Charlotte
- AFS
- IRMA
- Investment Review
- Profile Report

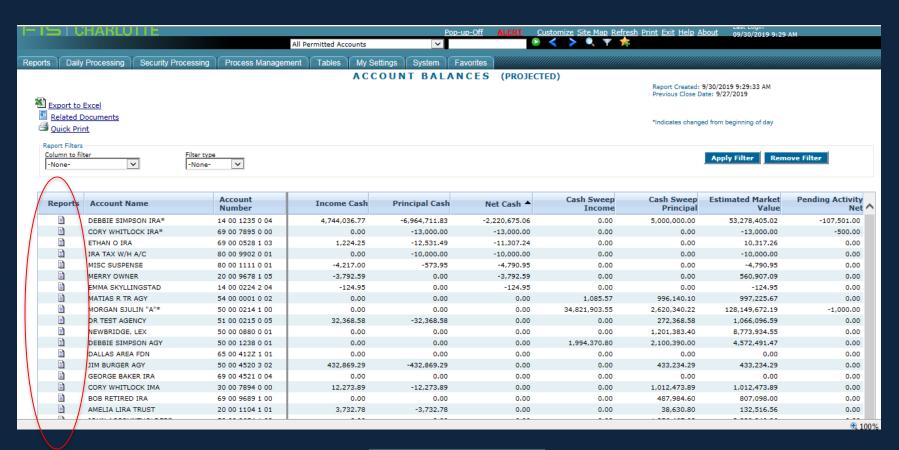


Navigating Charlotte

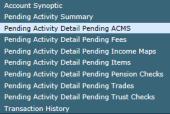


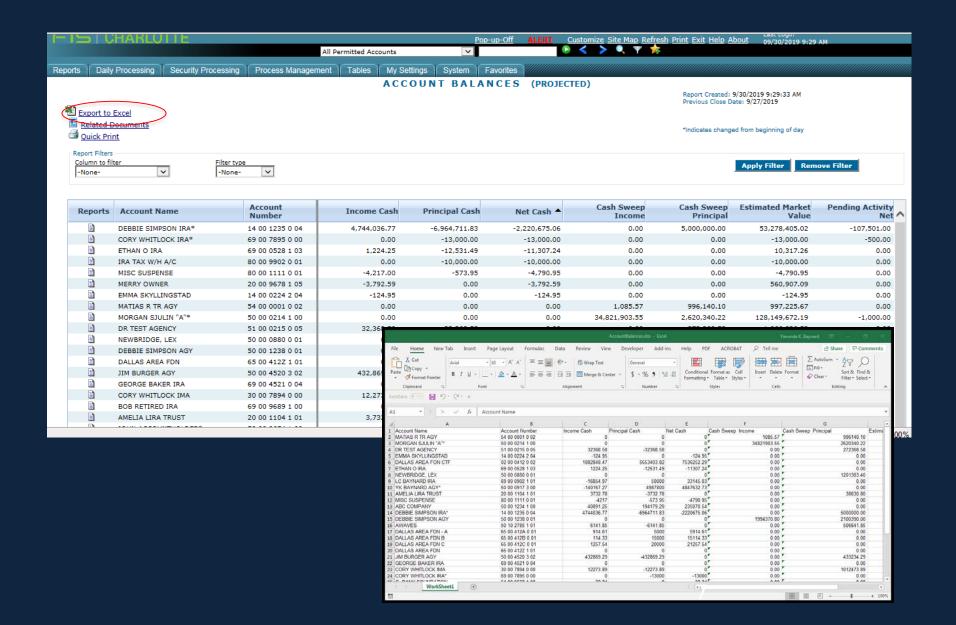
Change to projected positions or beginning of day positions by going to My Settings>Personal Settings>Report Versions>Beginning of Day or Projected.

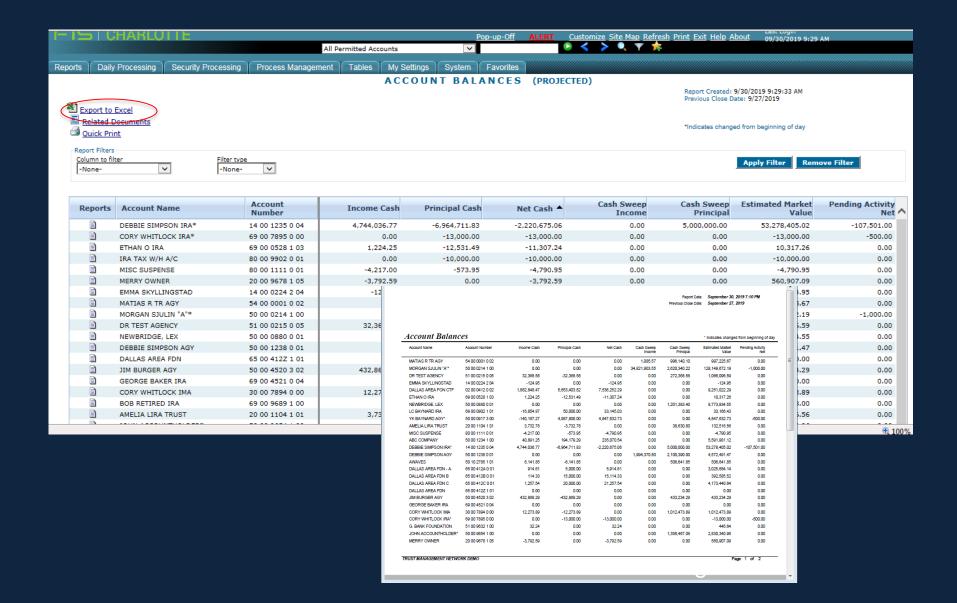


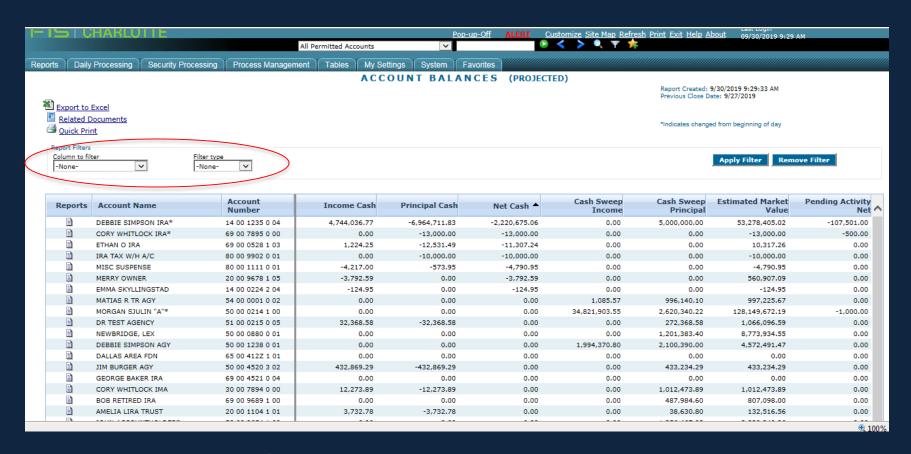


Link to other reports by clicking on the Reports Icon



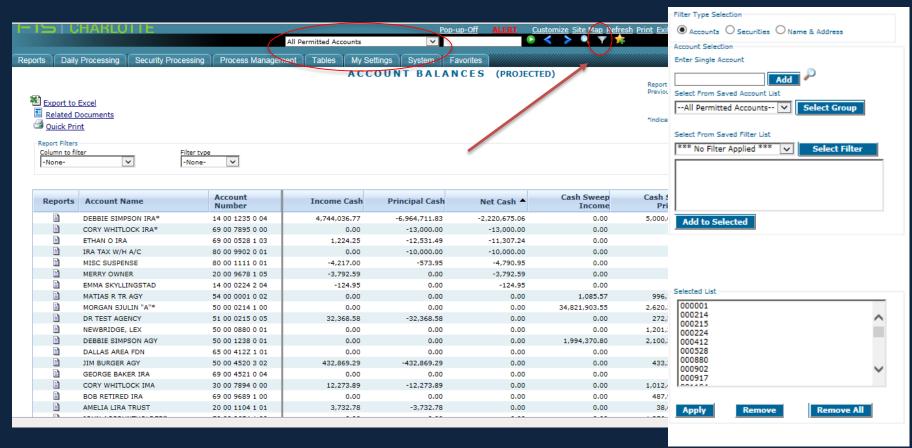






You can use Report Filters to customize your report.

For example, if you only want to see accounts with a net negative cash balance, then choose Net Cash as the Column to Filter and change your Filter Type to less than 0, then choose Apply Filter.

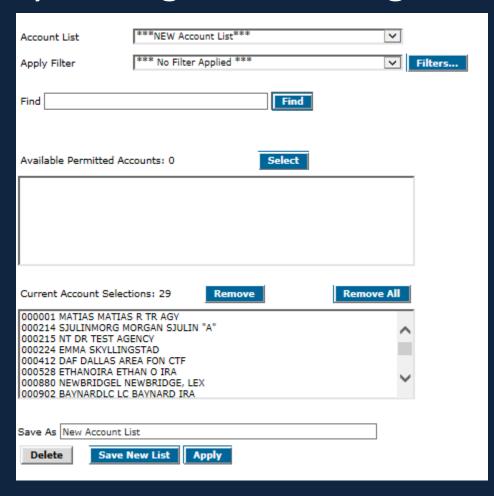


Filtering is a way to choose what accounts are on your report. You can filter using a saved Account List, a saved Filter List or by picking individual accounts.

- 1. Remove All
- 2. Choose a group, a filter or pick each account and add to selected.
- 3. Click Apply.

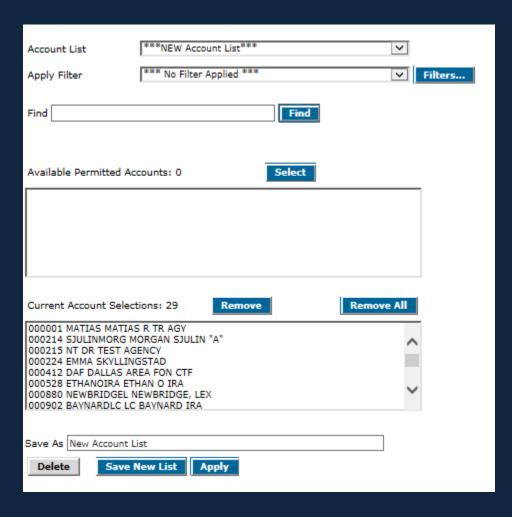
Creating Account Lists/Filters

My Settings>List Manager>Account Selection



An <u>Account List</u> is useful when you have a specific group of accounts, for which you frequently run reports. Account Lists are set <u>up by entering individual</u> account #'s.

An <u>Account Filter</u> is an account group that is defined by specific coding in the account master (Branch, A/C Type, Administrative Officer, Investment Officer, Discretion)



To create an account list, first you will Remove All. Then either click on the account you want to add and click select, or type in the account # in the find box and click find and then select. Once all accounts have been chosen, type a unique name in the Save As Box and click Save New List. If you want to use the list immediately, click Apply.

Account List ***NEW Account List***						
Apply Filter *** No Filter Applied *** Filters						
Find			Find			
Available Permitted Acc	counts: 0	Account Filter	s *** C	reate New Filter ***		V
		Branches	Account Types	Administrative Officers	Investment Officers	Discretions
		Find Available Choi	ces: 0	Select	Find	
Current Account Select	ions: 29					
000001 MATIAS MATIAS 000214 SJULINMORG M 000215 NT DR TEST AG	ORGAN SJULI ENCY					
000224 EMMA SKYLLINGSTAD 000412 DAF DALLAS AREA FON CTF		Current Select	ions: 102	Remove	Remove All	
000528 ETHANOIRA ETH 000880 NEWBRIDGEL N		00 - NORTH		<u> </u>		
000902 BAYNARDLC LC		01 - AUSTIN 02 - NEW YO 03 - 04 - 05 -				
Save As New Account Li	ist	06 - 07 -				~
Delete Save N	lew List					
		Save As New	Account Filter			
		Delete			Save	
					Close	

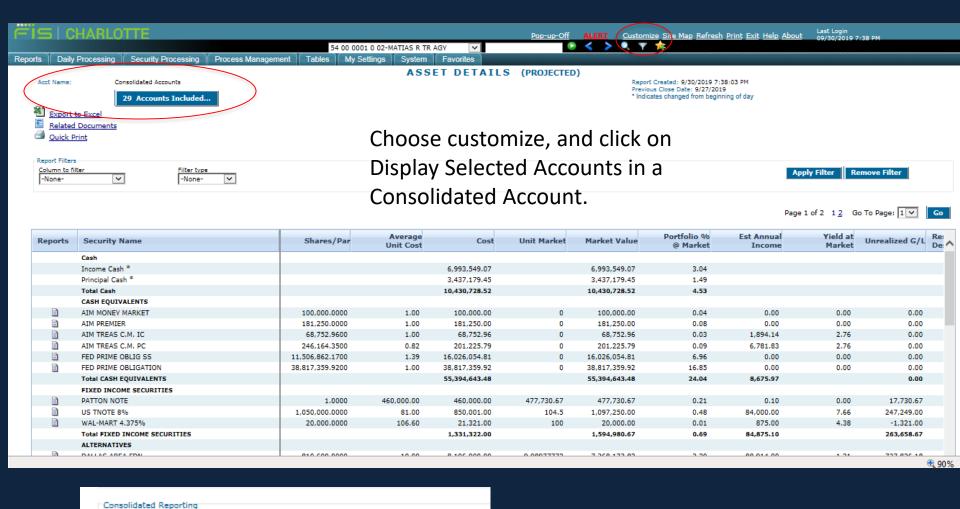
To create an Account Filter, click on Filters, which will launch the Account Filters menu.

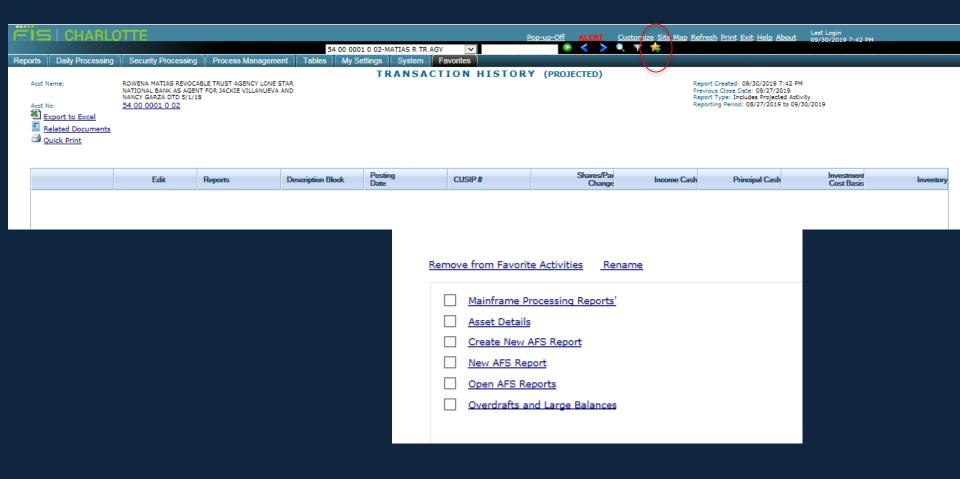
Click on the type of filter you want to establish, then click Remove All. Click on your desired choice(s) and click select. Type a unique name in the Save As Box and click Save.

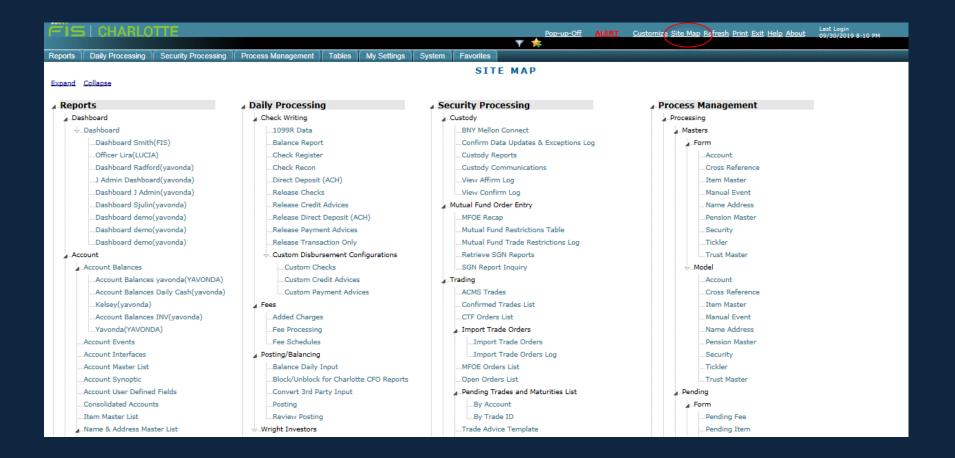
Display Selected Accounts Individually

O Display Selected Accounts in a Consolidated Report

Running a Consolidated Report









AFSAutomatic File Search

- Data extracted may be viewed on the screen, exported to Excel or exported to a PDF file.
- Reports may be scheduled to run during the overnight processing and emailed to one or more recipients.



To get started, go to Reports > Automatic File Search > Reports > New Report



Once you've selected New Report, the new report request definition screen will launch. You have 9 templates to choose from.

Getting Started - 9 templates

Accounts

Reports on Account Synoptic fields

Securities

Reports on Master Security fields

• Latest Transactions Processing

Reports on transactions posted during last processing

Transaction History

Reports on full transaction history file.

• Tax Lot Holdings Detail

Reports on individual tax lots within accounts

Tax Lot Holdings Summary

Reports on holdings within accounts

Names & Addresses

Reports on fields contained in central Name & Address file

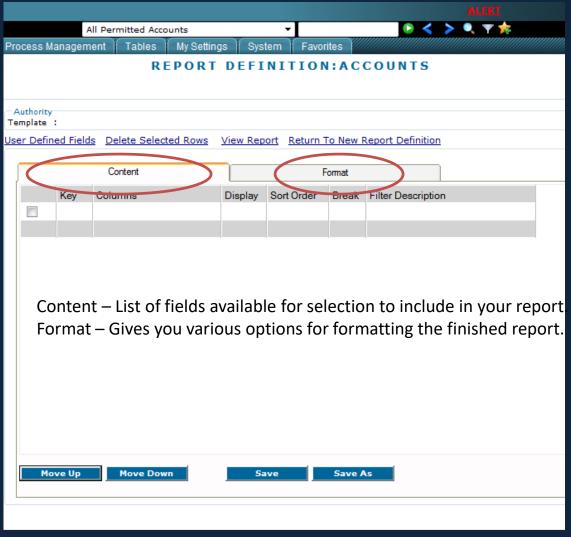
Pending Activity

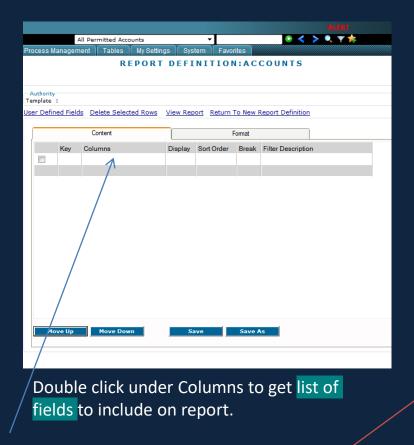
Reports on Pending Trades, Pending Items, Pending Fees, Pending Trust and Pension Disbursements, Pending Consolidated Disbursement Payer Account information.

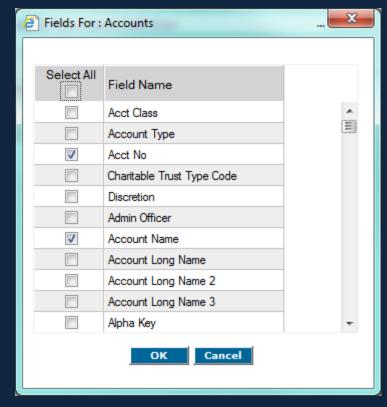
As of Reports

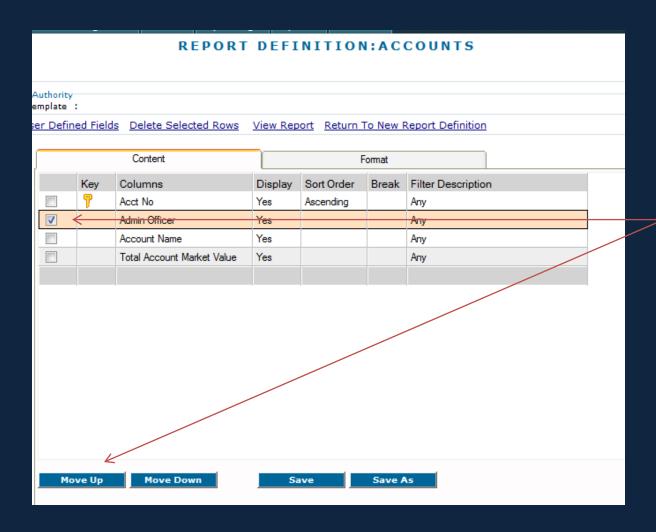
Account - Reports on total value of Accounts as of a date in the past

Holders – Reports on accounts that held a Security as of a date in the past

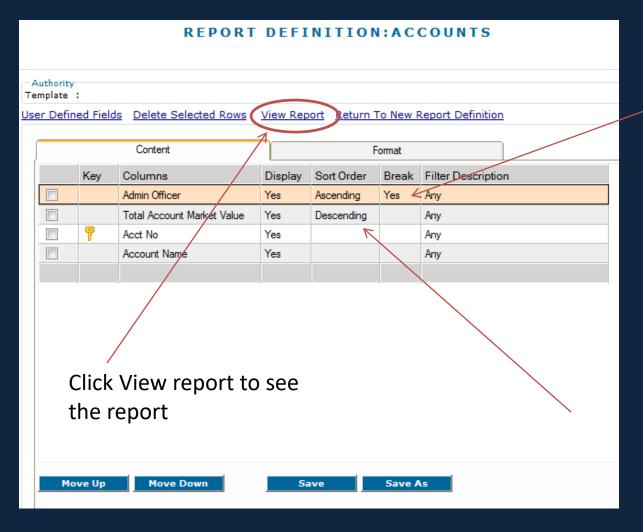






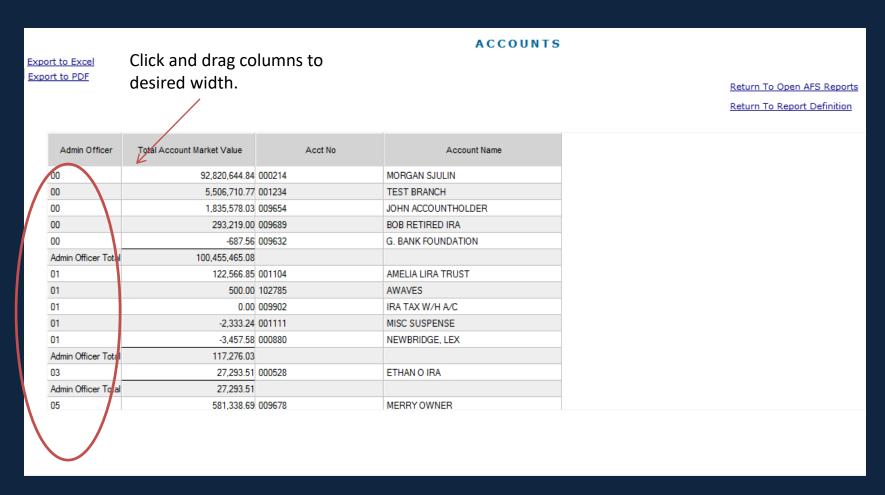


To change the order of your columns mark the field you want to move and click move up or move down

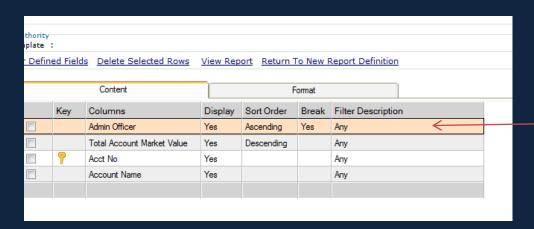


To subtotal, click under the column heading break. (yes = subtotal)

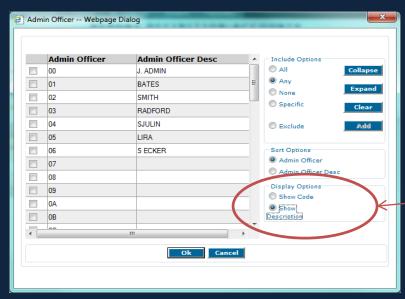
To change how the columns are sorted, click under sort order. Your choices are ascending or descending.



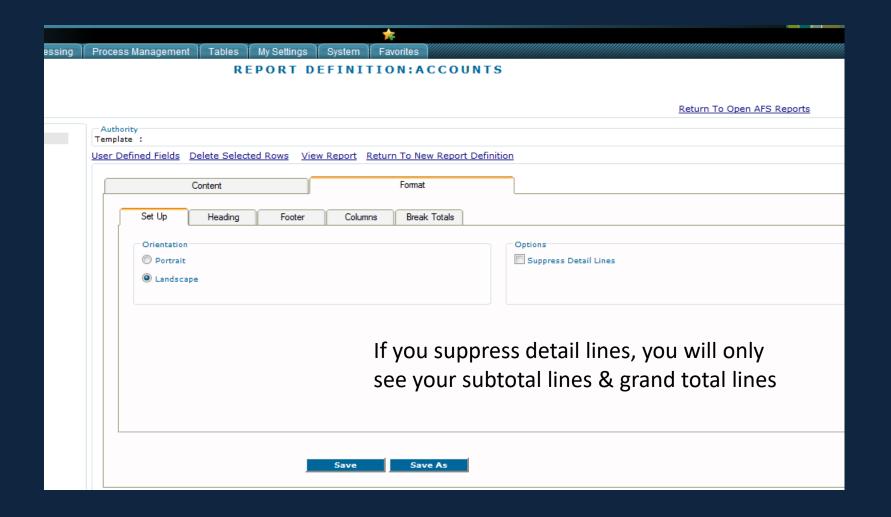
Notice the Admin officer is showing the code. You can show the name by filtering.



To show the description rather than the code, double click under filter



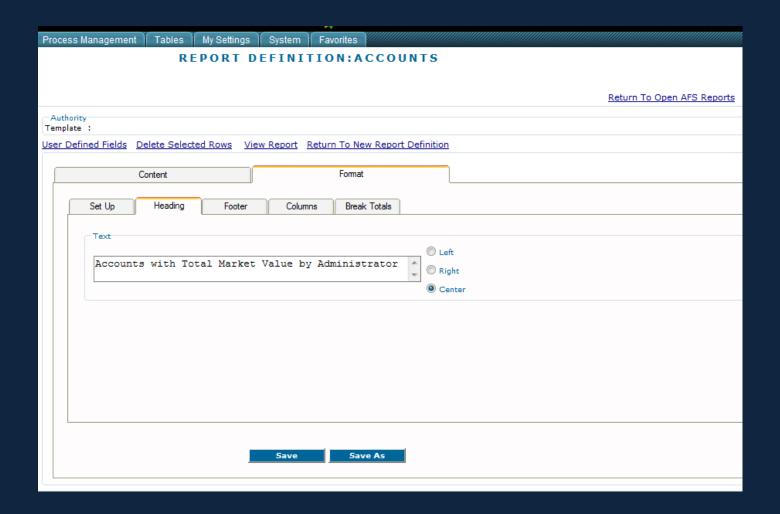
Choose Show Description



Formatting the Report - Set Up

Suppressed Detail Lines

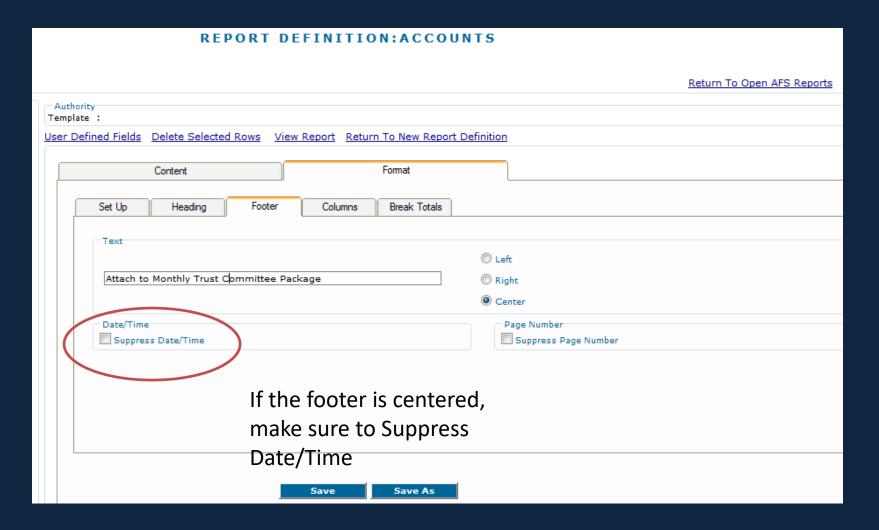
Admin Officer Desc	Total Account Market Value
J. ADMIN	100,455,465.08
	100,455,465.08
BATES	117,276.03
	117,276.03
RADFORD	27,293.51
	27,293.51
LIRA	581,338.69
	581,338.69
	101,181,373.31



Accounts with Total Market Value by Administrator

Admin Officer Desc	Total Account Market Value
BATES	117,276.03
J. ADMIN	100,455,465.08
LIRA	581,338.69
RADFORD	27,293.51
Grand Total: (4)	101,181,373.31

Formatting the Report - Footer



Footer

Accounts with Total Market Value by Administrator

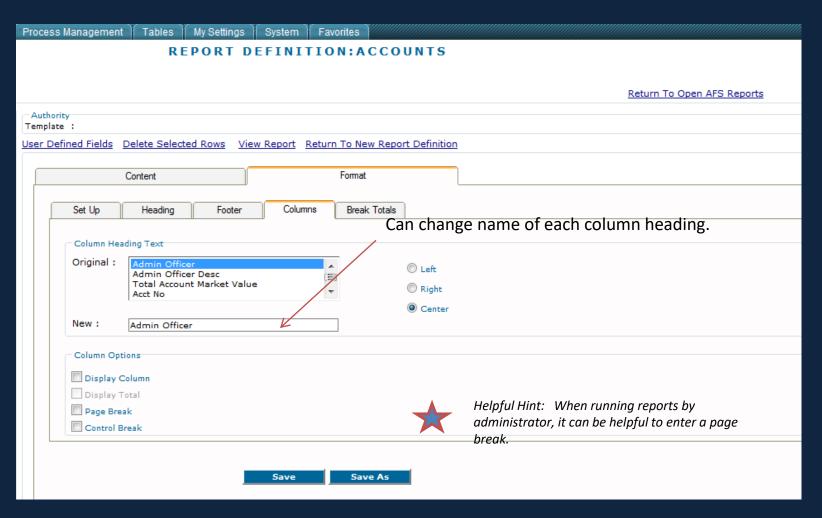
	Admin Officer Desc	Total Account Market Value
BATES	S	117,276.0
J. ADN	fiN	100,455,465.0
LIRA		581,338.6
RADF	ORD	27,293.5
Grand	Total: (4)	101,181,373.3

TRUST MANAGEMENT NETWORK DEMO

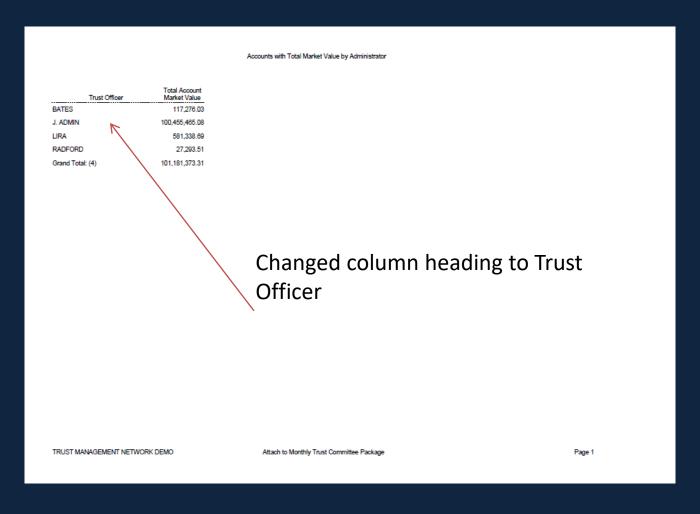
Attach to Monthly Trust Committee Package

Page 1

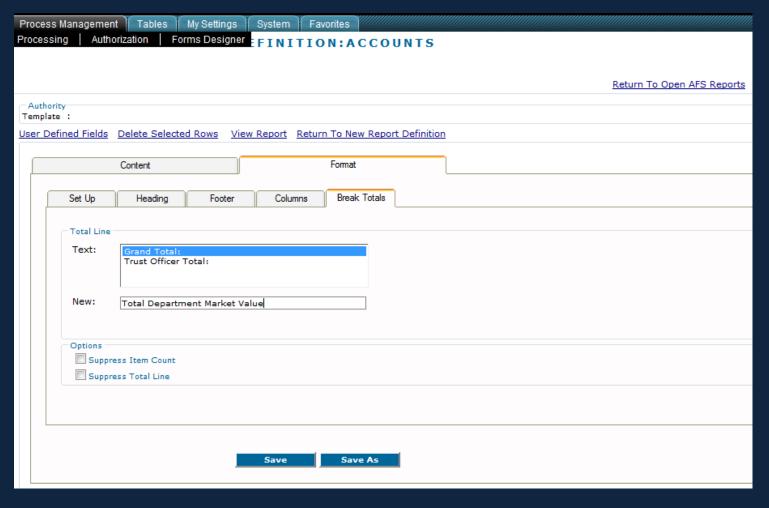
Formatting the report - Columns



Columns



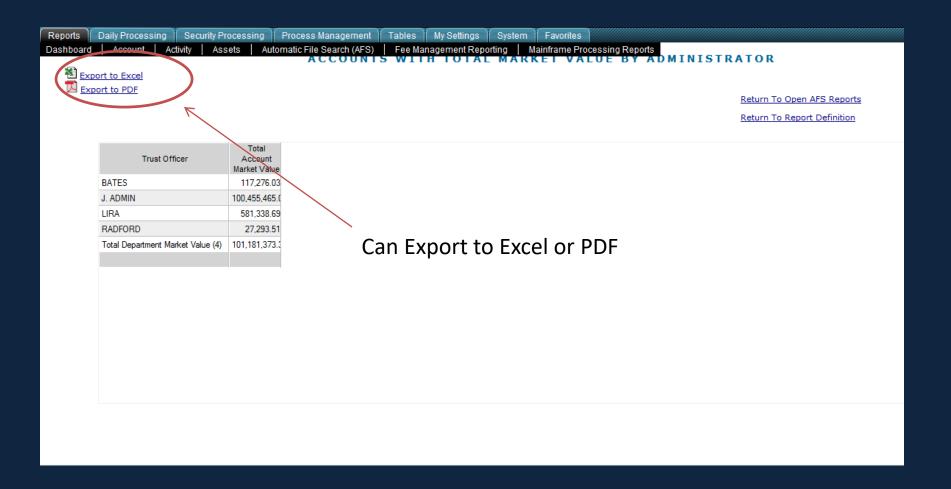
Break Totals

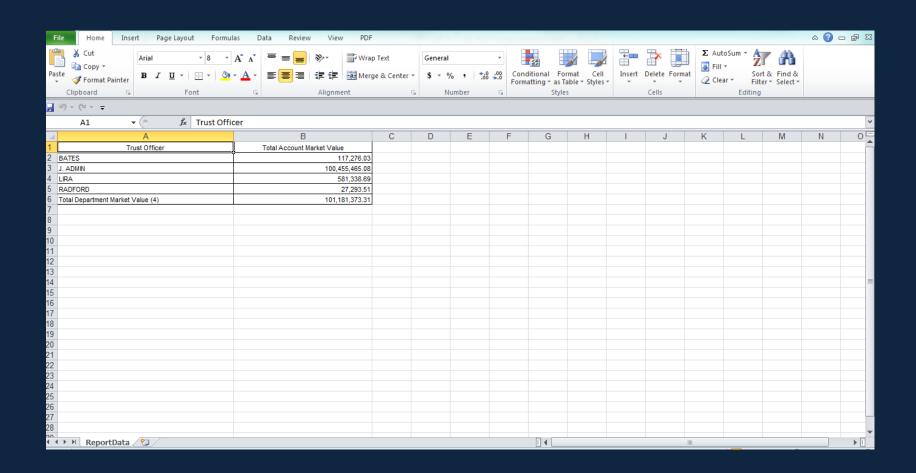


Columns

Trust Office Total Account Market Value by Administrator Trust Office					
Trust Officer Market Value 117.276.03 J. ADMIN 100.456,465.08 LIRA 581,338.89 RADFORD 27.293.51 Total Department Market Value (4) 101.181.373.31 Changed grand total to Total Department Market Value.		Ac	counts with Total Market Value by Adminis	trator	
Trust Officer Market Value 117.276.03 J. ADMIN 100.456,465.08 LIRA 581,338.89 RADFORD 27.293.51 Total Department Market Value (4) 101.181.373.31 Changed grand total to Total Department Market Value.					
J. ADMIN 100,466,466.08 LIRA 581,338.69 RADFORD 27,289.51 Total Department Market Value (4) 101,181,373.31 Changed grand total to Total Department Market Value.	Trust Officer				
LIRA 581,338.69 RADFORD 27,293.51 Total Department Market Value (4) 101,181,373.31 Changed grand total to Total Department Market Value.	BATES	117,276.03			
Total Department Market Value (4) 101,181,373.31 Changed grand total to Total Department Market Value.	J. ADMIN	100,455,465.08			
Changed grand total to Total Department Market Value (4) Only 101,181,373.31 Changed grand total to Total Department Market Value.		581,338.69			
Changed grand total to Total Department Market Value.	RADFORD	27,293.51			
Department Market Value.	Total Department Market Value (4)	101,181,373.31			
Department Market Value.					
Department Market Value.					
Department Market Value.		_			
Department Market Value.	Char	nged grand	I total to Tot	al	
	Dena	artment M	larket Value.		
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1	БСРС	ai ciii cii i i i	arket varaer		
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
TRUST MANAGEMENT NETWORK DEMO Attach to Monthly Trust Committee Package Page 1					
	TRUST MANAGEMENT NETWORK	DEMO	Attach to Monthly Trust Committee Pack	tage	Page 1

Exporting





Accounts with Total Market Value by Administrator

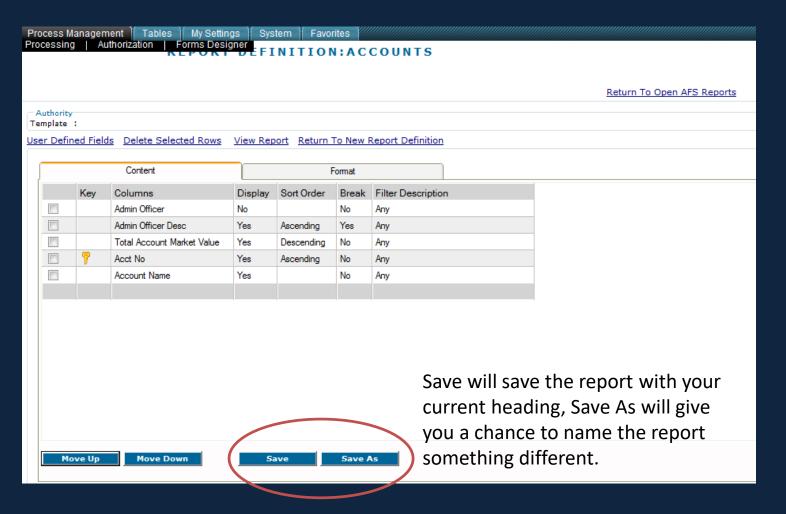
Trust Officer	Total Account Market Value
BATES	117,276.0
J. ADMIN	100,455,465.0
LIRA	581,338.6
RADFORD	27,293.5
Total Department Market Value (4)	101.181.373.3

TRUST MANAGEMENT NETWORK DEMO

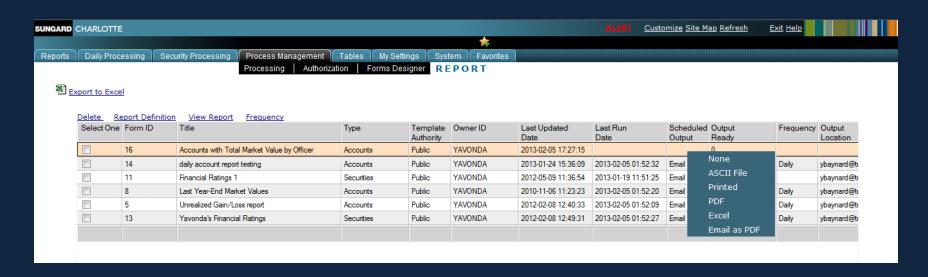
Attach to Monthly Trust Committee Package

Page 1

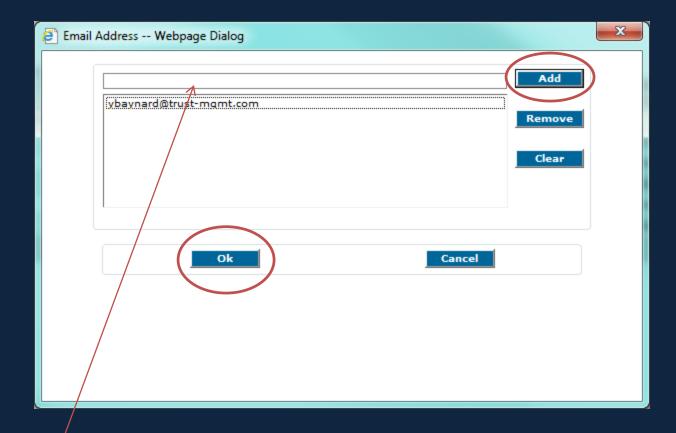
Save



Schedule Email



Right click on scheduled output and choose Email as PDF



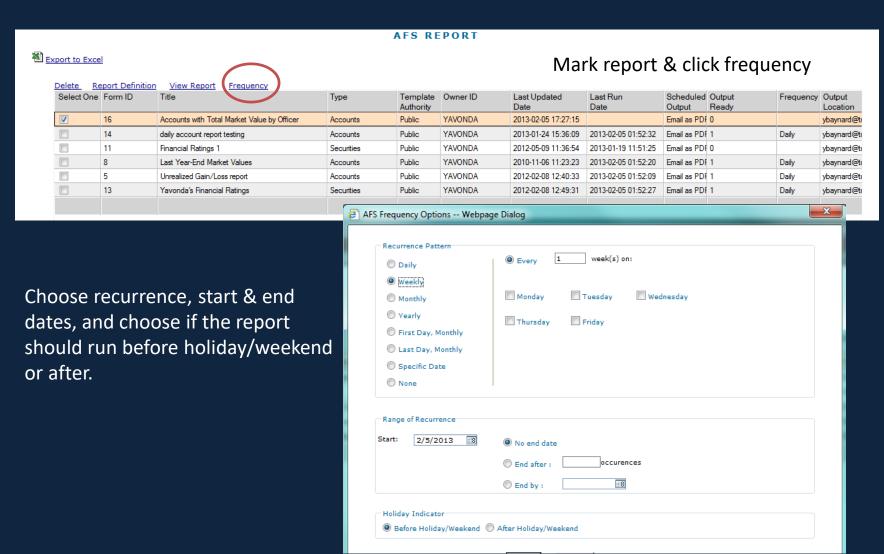


Helpful Hint - Have your IT department set up a group email address to easily send to multiple recipients.

Enter email address and click Add.

When finished entering all email addresses, click OK.

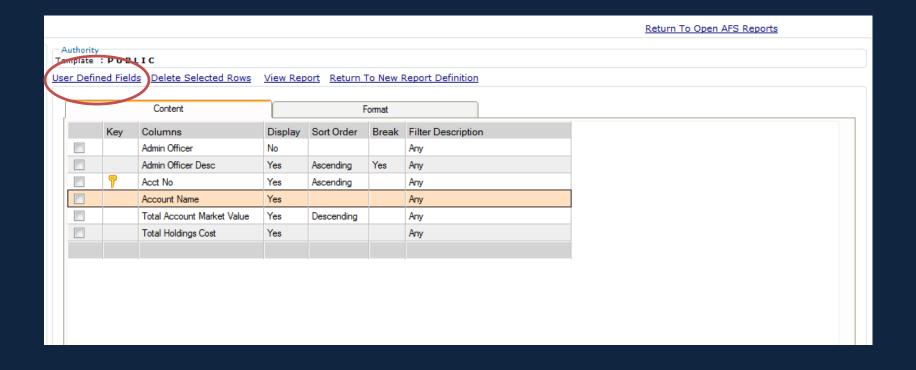
Schedule Email



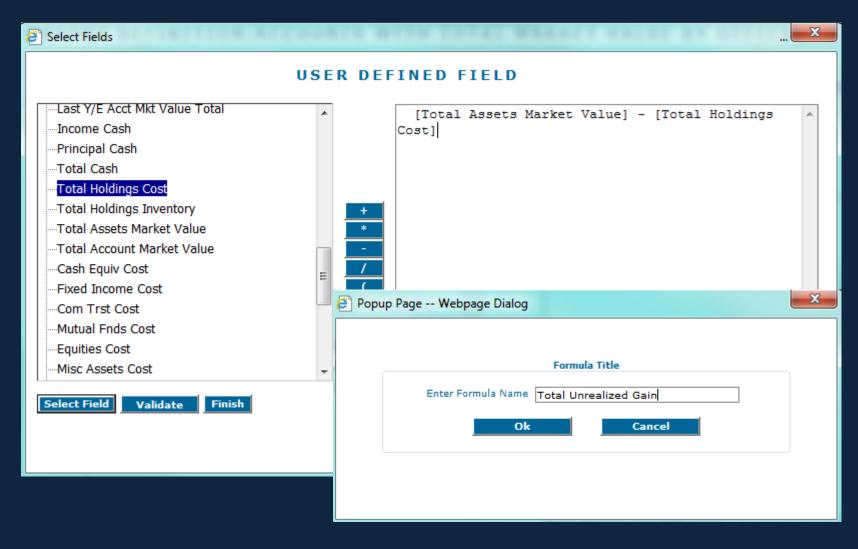
Did You Know?

- User Defined Fields
 - Allows you to create formulas in your AFS report
 - A separate column will be added to the report with the title assigned by you.
 - Select from the list of available fields
 - Select from the list of available functions
 - + Addition
 - * Multiplication
 - Subtraction
 - / Division
 - () Resolve this formula first if multiple functions

Did You Know – User Defined Fields



Did You Know – User Defined Fields



Did You Know – User Defined Fields

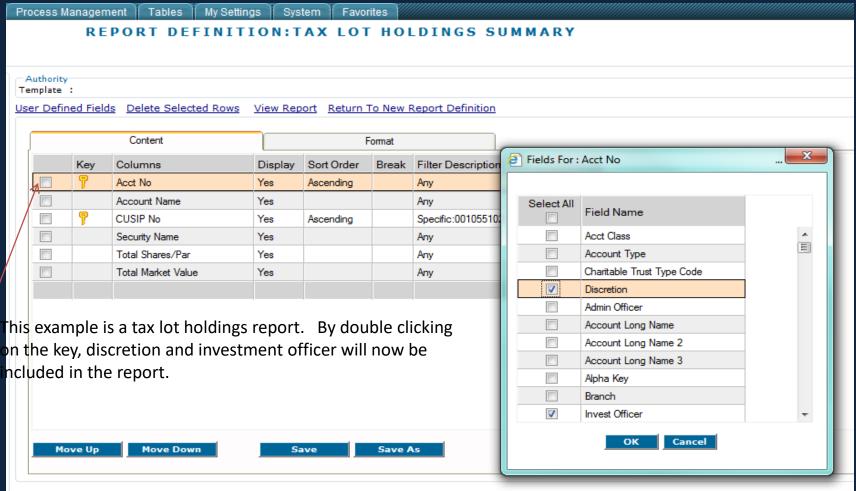
Accounts with Total Market Value by Officer

Admin Officer Desc	Acct No	Account Name	Total Account Market Value	Tot: Unr Total Holdings Cost Gai	ealized
BATES	000880	NEWBRIDGE, LEX	-3,457.58	0.00 -3	457.58
BATES	001104	AMELIA LIRA TRUST	122,566.85	89,033.01 33	,533.84
BATES	001111	MISC SUSPENSE	-2,333.24	0.00 -2	,333.24
BATES	009902	IRA TAX W/H A/C	0.00	0.00	0.00
BATES	102785	AWAVES	500.00	0.00	500.00
Trust Officer Total (5)			117,276.03	89,033.01 28	,243.02
J. ADMIN	000214	MORGAN SJULIN	92,820,644.84	1,932,592.24888	,052.60
J. ADMIN	001234	TEST BRANCH	5,506,710.77	54,664.58452	,046.19
J. ADMIN	009632	G. BANK FOUNDATION	-687.56	414.40 -1	,101.96
J. ADMIN	009654	JOHN ACCOUNTHOLDE	1,835,578.03	1,390,858.68444	719.35
J. ADMIN	009689	BOB RETIRED IRA	293,219.00	275,294.40 17	,924.60
Trust Officer Total (5)			100,455,465.08	3,653,824.30801	,640.78
LIRA	009678	MERRY OWNER	581,338.69	575,495.40 5	,843.29
Trust Officer Total (1)			581,338.69	575,495.40 5	,843.29
RADFORD	000528	ETHAN O IRA	27,293.51	19,580.00 7	,713.51
Trust Officer Total (1)			27,293.51	19,580.00 7	,713.51
			101,181,373.31	4,337,932.71843	,440.60

TRUST MANAGEMENT NETWORK DEMO 02/05/2013 Page 1

Did You Know - Key

The Key column allows you to link to a Master File (Account Master, Security Master, Name & Address Master.



Did You Know – Key





When choosing to report on Specific Relationship Information, and the key you are adding has a green check mark next to it, you can right click on the key and, if you put a check mark in the box, the system will check for just accounts that are Not Coded for the specific field.

			REPORT	DEFI	NITION	l:AC	COUNTS	
	Authority emplate	:						
<u>Us</u>	er Defin	ed Field	ds Delete Selected Rows	View Rep	ort Return	To New F	Report Definition	
	ļ		Content		F	omat		
		Key	Columns	Display	Sort Order	Break	Filter Descriptio	n
		P	Acct No	Yes	Ascending		Any	
		P	Proxy Owner N&A Rec No	Yes	Ascending		Any	
			Not Coded For					

This template could be used to see if there are any accounts not coded for proxy service.

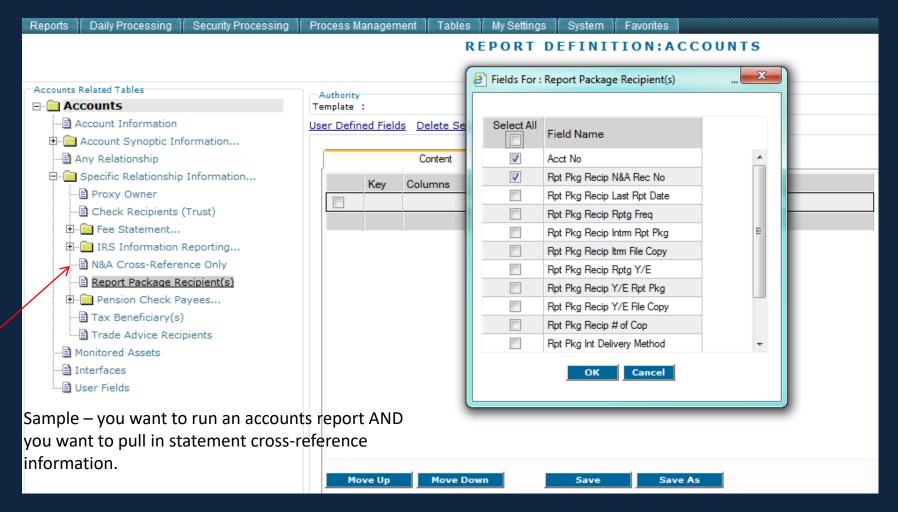
Did You Know – Related Tables

 Using Related tables allows you to combine data from several tables when creating reports.



Each of the nine templates has its own related tables.

Did You Know – Related Tables

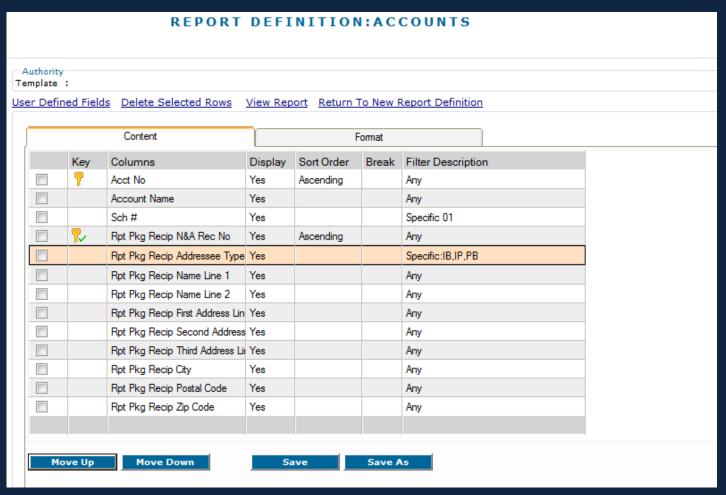


Did You Know – Related Tables

			REPORT	DEFI	NITION	: A C	COUNTS
	Authority mplate	:					
Use	er Defin	ed Field:	s Delete Selected Rows	View Rep	ort Return T	o New F	Report Definition
ļ			Content		F	omat	
		Key	Columns	Display	Sort Order	Break	Filter Description
		P	Acct No	Yes	Ascending		Any
			Account Name	Yes			Any
			Sch #	Yes			Specific:01
		₽	Rpt Pkg Recip N&A Rec No	Yes	Ascending		Any

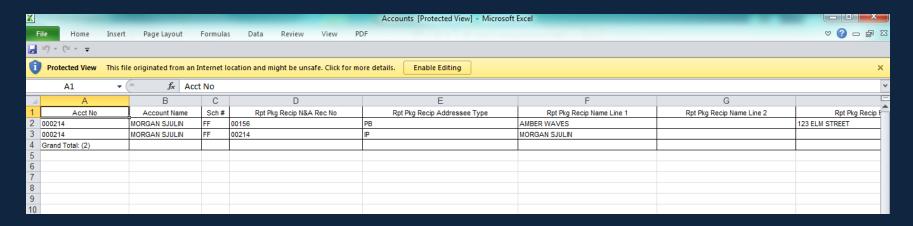
Perhaps you want to send a fee increase letter to all accounts on a particular fee schedule. This report has a filter on the fee schedule and brings in the name & address # associated on the client statement. Double click on the key next to "Rpt Pkg N&A Rec No" and pull in all of the Name & Address fields.

Did You Know – Related Tables



You could further filter on the addressee type and only bring in income & principal beneficiaries.

Did You Know – Related Tables



Export the report to easily create a mail merge for your fee increase letters.

Did You Know – Preferences

SUNGARD CHARLOTTE						
Reports Daily Processing Security Processin	ng Process Manag	ement Tables	My Settings	System	Favorites	
Dashboard Account Activity Assets	Automatic File Searc	h (AFS) Fee Ma	anagement Repo			cessing Reports
	Reports >			FAVOR	RITES	
	Scheduling					
	Preferences R	emove from Favor	ite Activities	Rename		
		Asset Details	Warren			
		Daily Transac	ction History			

To change your AFS preferences: Reports > Automatic File Search > Preferences

Did You Know – Preferences



Show Code Descriptions For fields selected in the template, this option will cause the code <u>description</u> to be displayed automatically instead of the code.

Show Frequency Detail

This is a display option for available reports on your available reports display.

Show User Reports Only

If you wish to see only the reports you have created in the available reports display, select this option.

Did You Know -

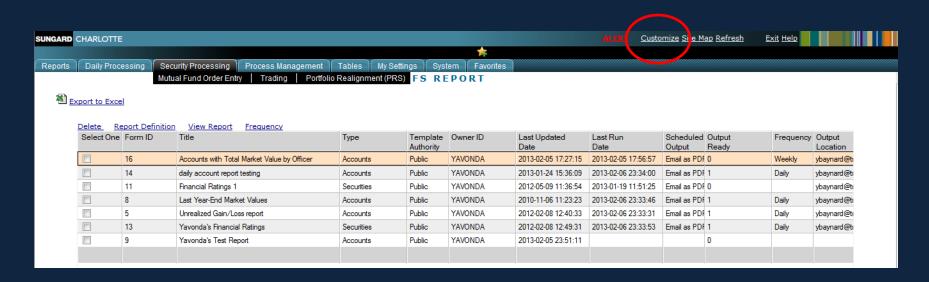
Opening an already created report & customizing the display



To open a report, go to Reports > Automatic File Search > Reports > Open Report

Did You Know -

Opening an already created report & customizing the display



Customize the Report, to narrow down the list of reports to choose from.

Did You Know –

Opening an already created report & customizing the display

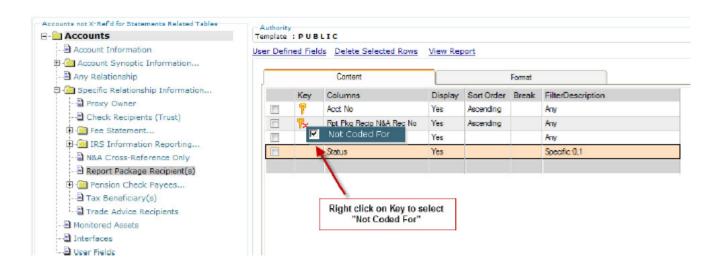
All Fixed Templates Specific Type Accounts Latest Transactions Processing Tax Lot Holdings Detail Names & Addresses As Of Reports	Securities Transaction History Tax Lot Holdings Summary Pending Activity	Output Type V None V ASCII File V Printed V PDF V Excel V Email as PDF Authority V Public V Private
---	--	--

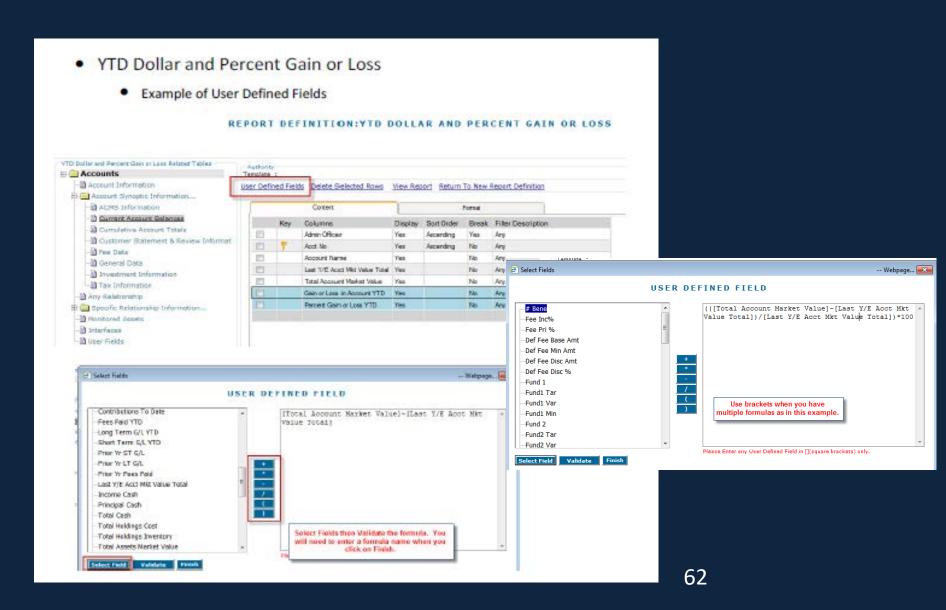
If you are looking for a report that is a specific template type, mark that type, etc.

Sample AFS Templates

· Accounts Not Coded for Statements (Report Package Recipients)

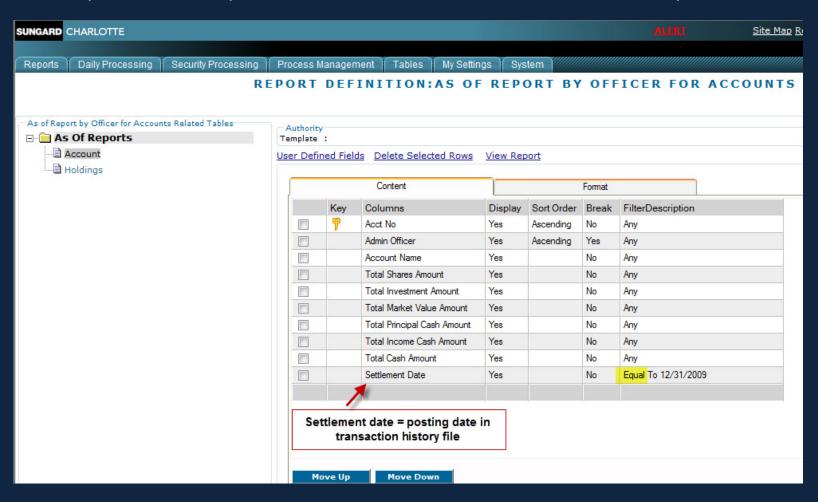
REPORT DEFINITION: ACCOUNTS NOT X-REF'D FOR STATEMENTS





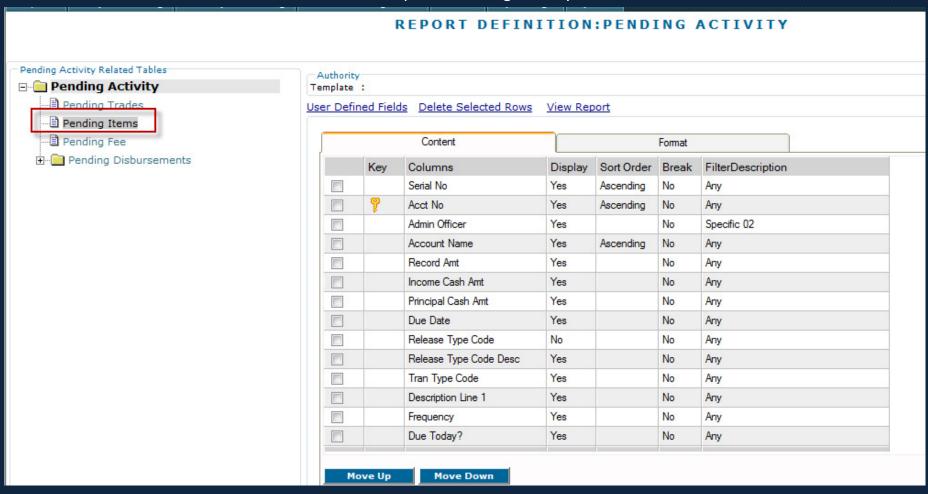
As of Reports - Account

Reports "rolled up" market value for accounts for a date in the past



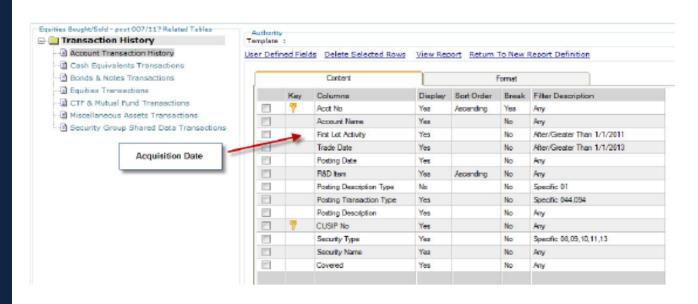
Review Pending Items Not Released for Specific Admin Officer

Example of Pending Activity



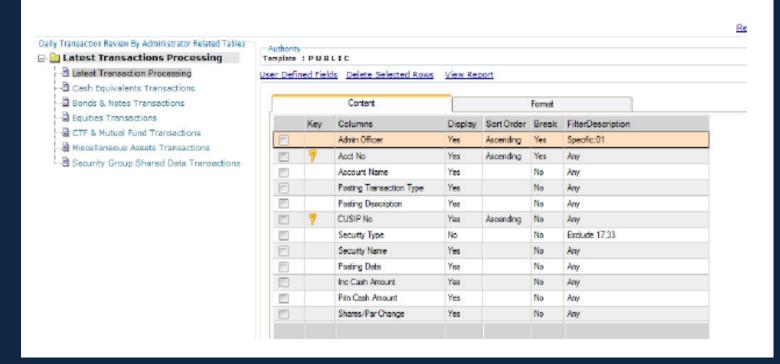
- Review Covered Indicator on Sale Transactions for Equities for Current Tax Year
 - Transaction History
 - Cost Basis Release
 - Post 007/11 to correct covered indicator on sale transactions
 - Create separate report for mutual fund sale transactions First Lot Activity after 1/1/2012

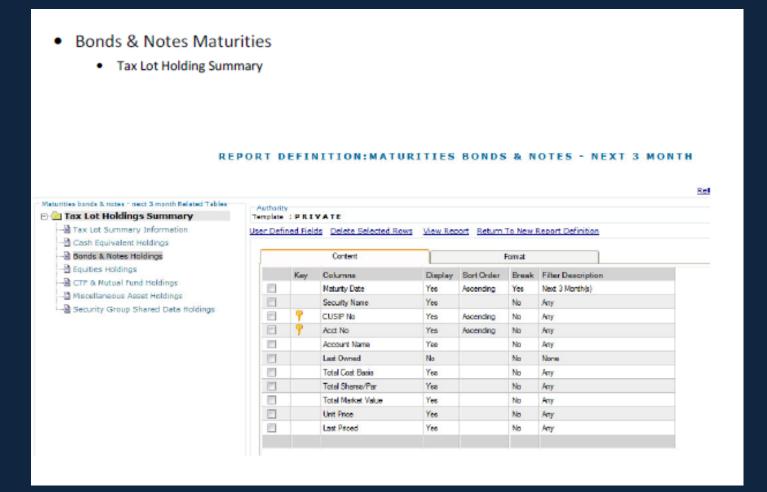
REPORT DEFINITION: EQUITIES BOUGHT/SOLD - POST 007/11?

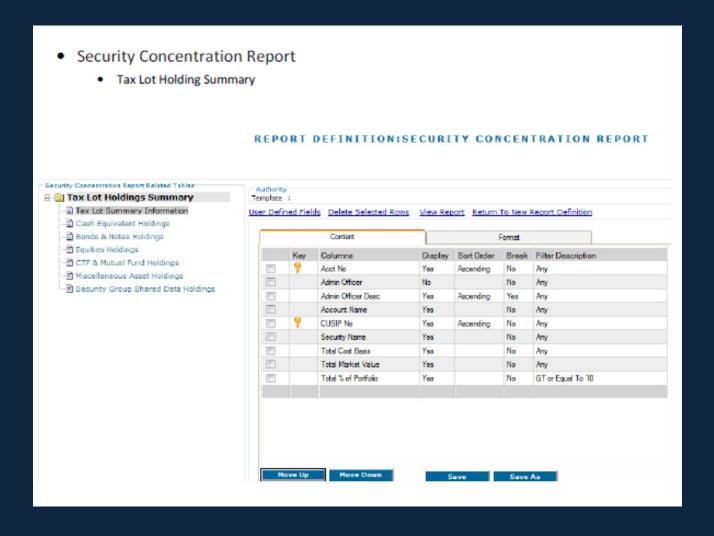


- Daily Transactions Review for Specific Admin Officer
 - Latest Transaction Processing
 - Exclude Money Market Transactions as these are system generated

REPORT DEFINITION: DAILY TRANSACTION REVIEW BY ADMINISTRATOR









IRMA Investment Reporting Module

IRMA

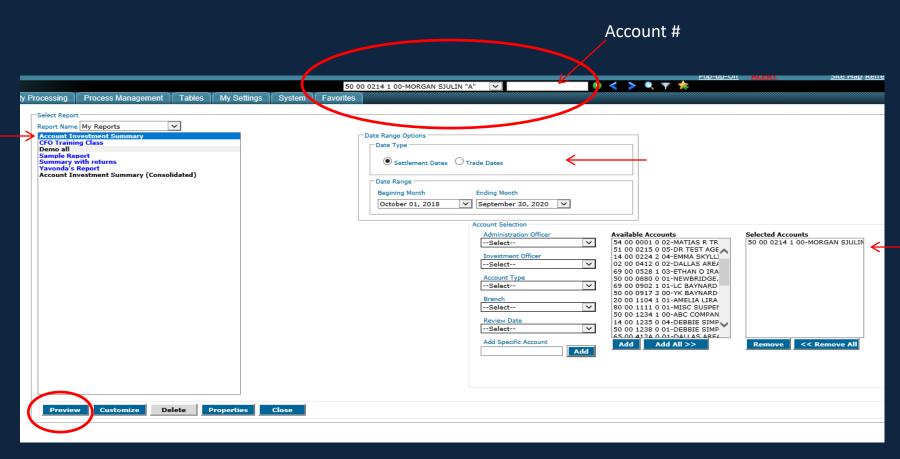
- IRMA is used to create a single-page customer account summary of transaction activity, investments & if you use First Rate or FIS' in-house performance system the report can also display investment returns.
- Supporting detail reports may be added.
- Report can be run for a single account or a group of accounts and can also be run as a consolidated report.
- IRMA reports are month-end reports, not real-time.

IRMA



To start: Reports > Assets > Investment Reporting > Reports

IRMA: Reports



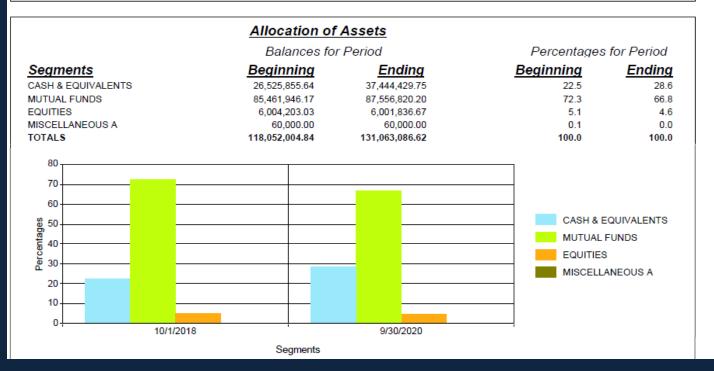
To run the standard IRMA report, choose your account #, click Account Investment Summary, choose Settlement or Trade Date, and the beginning Month & Ending Month, then click preview.

For the Account of: MORGAN SJULIN TRUST ACCOUNT 'A'
Account Number: 50 00 0214 1 00

Report Date: October 12, 2020 For the Period Ended 09/30/2

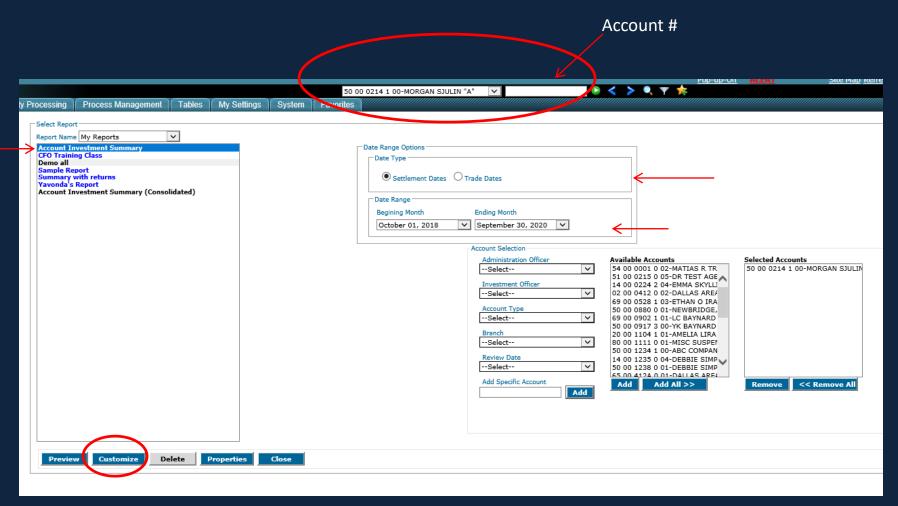
Summary Of Account

<u>Account Activity</u>		
Beginning Market Value Plus Accrued Income On 10/01/2018		118,052,004.84
Administrative Receipts & Miscellaneous Income		10,002,400.00
Disbursements		-13,416.63
Changes In Investments		
Earned Income	3,023,664.85	
Security Sales With Gains/Losses To Beginning Market Value	0.00	
Maturities And Miscellaneous Security Position Changes	0.00	3,023,664.85
Appreciation Or Depreciation Of Account Since 10/01/2018		-1,566.44
Market Value Plus Accrued Income On 09/30/2020		131,063,086.62



Investment Returns would be here if this account used First Rate or FIS' Performance Measurement System, and if we customized the standard report to include returns.

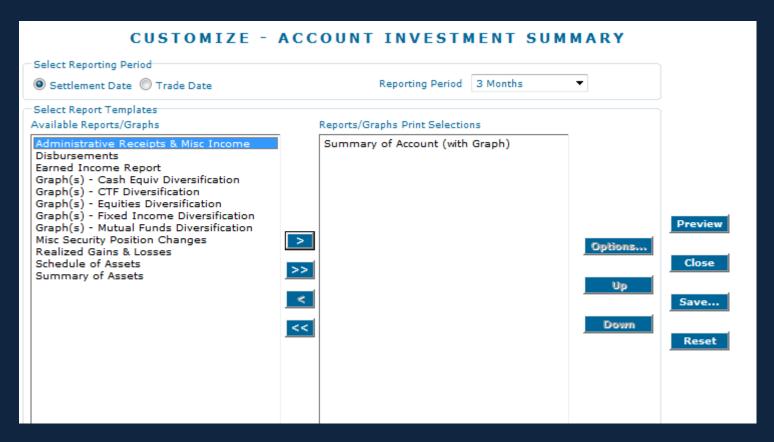
IRMA: Customize Reports



To customize the IRMA report to include other reports, choose your account #, click Account Investment Summary, choose Settlement or Trade Date, and the beginning Month & Ending Month, then click customize.

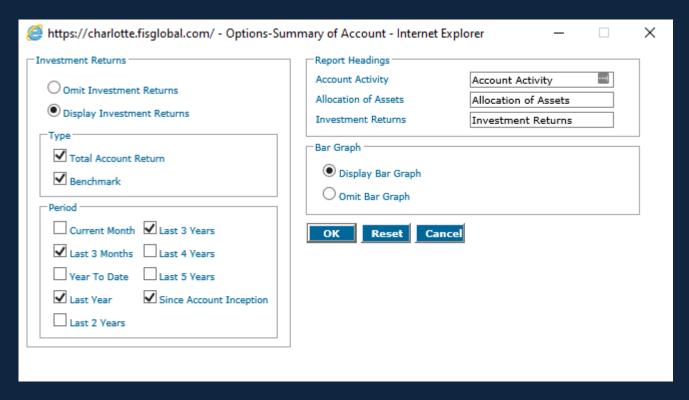
74

IRMA: Customize Reports



Pick which reports you want to choose and then > or >> to choose all. Each report you choose can then be customized by clicking on the report name and then Options.

IRMA: Customize Reports



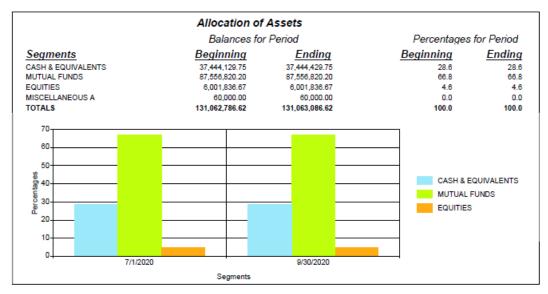
This example shows the options on the standard summary report.

For the Account of: MORGAN SJULIN TRUST ACCOUNT 'A'
Account Number: 50 00 0214 1 00

For the Period Ended 09/30/2020 Report Date: October 12, 2020

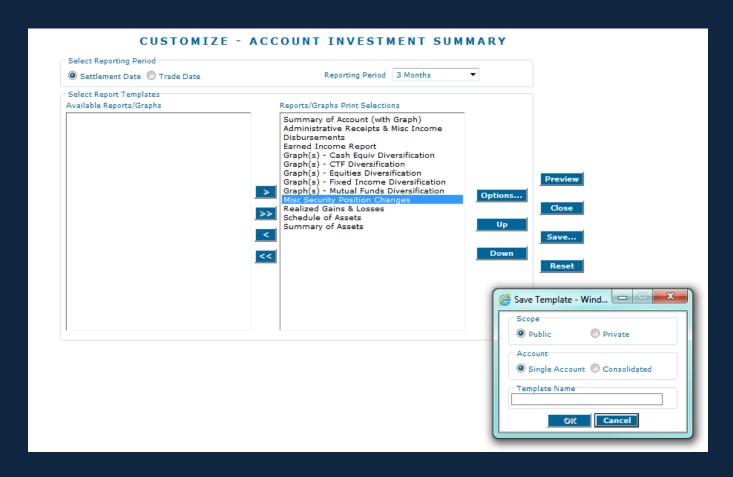
Summary Of Account

Account Activity		
Beginning Market Value Plus Accrued Income On 07/01/2020		131,062,786.62
Administrative Receipts & Miscellaneous Income		300.00
Disbursements		0.00
Changes In Investments		
Earned Income	0.00	
Security Sales With Gains/Losses To Beginning Market Value	0.00	
Maturities And Miscellaneous Security Position Changes	0.00	0.00
Appreciation Or Depreciation Of Account Since 07/01/2020		0.00
Market Value Plus Accrued Income On 09/30/2020		131,063,086.62



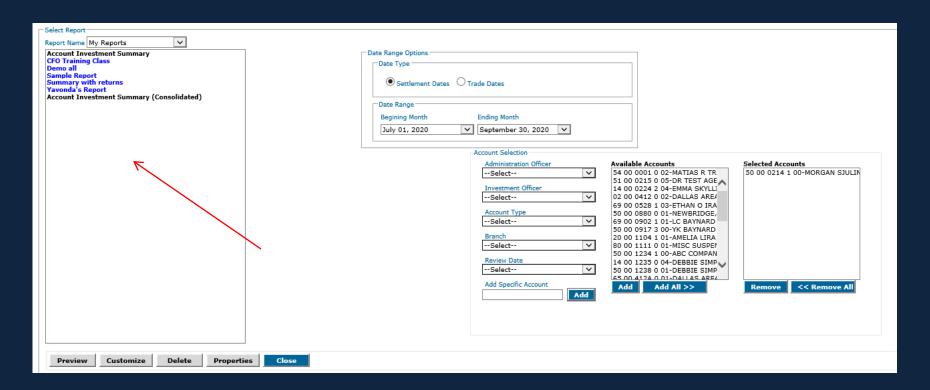
Sector	3 Months	1 Year	3 Years	Since 10/06/2020	
Benchmark*	N/A	N/A	N/A	N/A	
Total Account Return	N/A	N/A	N/A	N/A	
Benchmark= N/A					
"Rates of return for periods greater tha	an one year are annua	alized			

IRMA: Save Customize Reports



To save your report for ease in running in the future, click on save, then enter the name for your saved report, and click OK

IRMA: Save Customize Reports



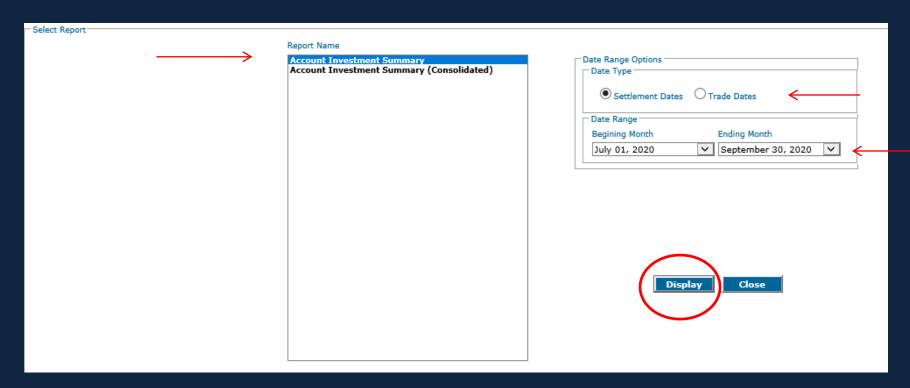
Your saved report is now listed as a menu option.

IRMA



To view all of the reports in IRMA: Reports > Assets > Investment Reporting > Displays

IRMA: View Only

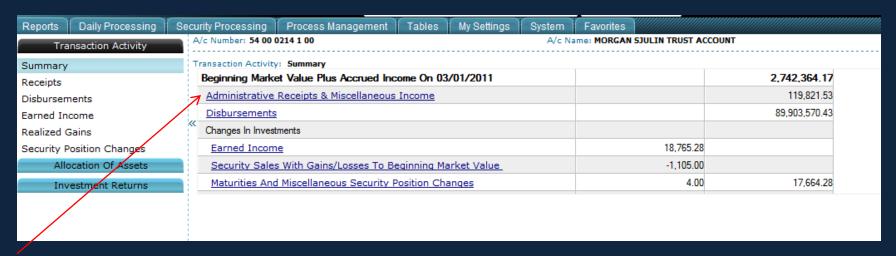


Choose Account Investment Summary or Account Investment Summary (consolidated), your date type and your date range, then click Display.

IRMA: View Only



IRMA: View Only – Transaction Activity Summary



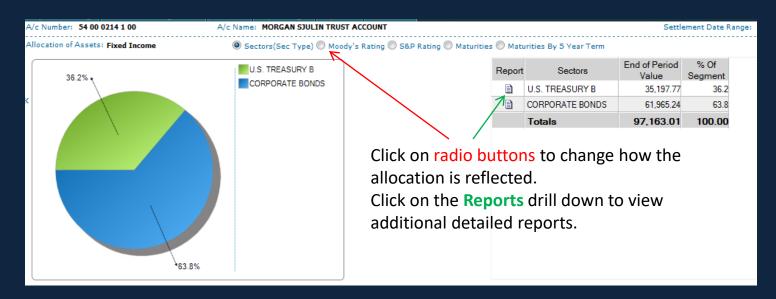
Click on any of the report names on the Summary to be taken to the detailed report.

А	/c Numbe	r: 54 00 0214 1 0	O A/c Name: MO	DRGAN SJULIN TE	RUST ACCOUNT		Settlement Date Range: Mar 01, 2011 - Jan 31, 201
Ti	ransaction	Activity: Recei	pts			Categories	All Categories
	Report	Effective Date	Description	Transactions	Security Totals	Transaction Category Totals	
			CONTRIBUTION TO PRINCIPAL CASH				
<		05/14/2011	DISASTER TESTING	500.00		Click	on the categories drop-down to
		06/23/2011	INITIAL DEPOSIT RECEIVED FROM SMITH BARNEY	1,000.00		get t	he details of one particular type of
П		08/27/2011	DEPOSIT POSTED DURING DR TESTING	500.00		J	
		09/19/2011	DEPOSIT	5,000.00		rece	ιμι.
		09/30/2011	CASH RECEIPT	100,000.00			
	B	08/03/2012	DR CASH RECEIPT	5,000,00			

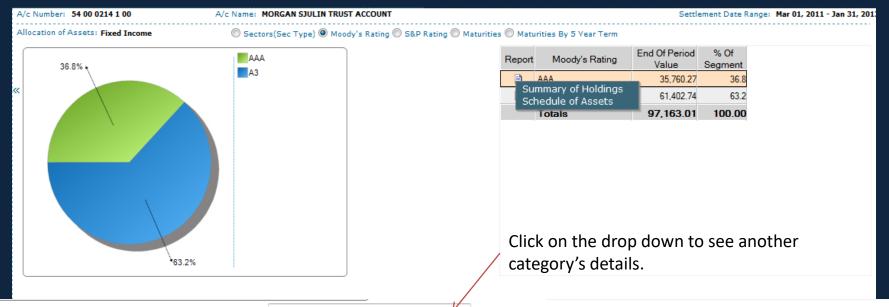
IRMA: View Only – Allocation of Assets Summary



Click on any of the Segment names to be taken to the detailed report & graph.

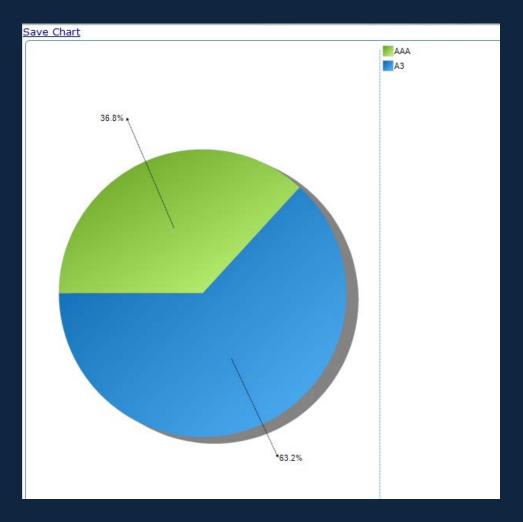


IRMA: View Only – Allocation of Assets Summary



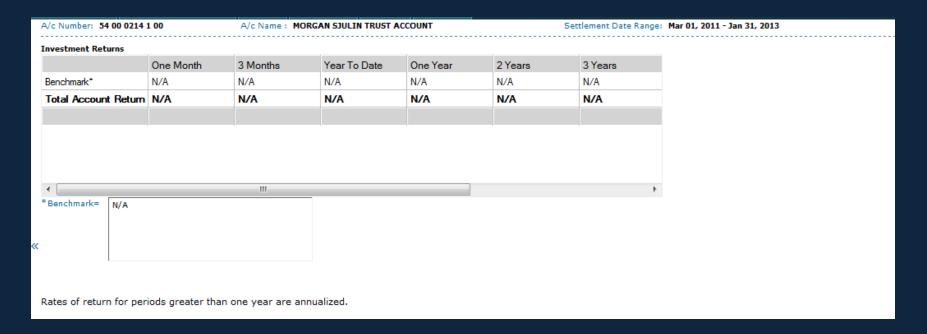
Sched	ule of Assets as of 01/31/2013	Moody's Ratings	AAA		P+					
Report	Asset Name	Shares or Face	Investment Cost Basis	Unit Price	Current Market Value	Value as of 03/01/2011 or Acuisition	Change in value since 03/01/2011	Estimated Accrued Income	% of Total (account)	% of Segment
	AAA									
	US BANCORP 2.25% DUE 03/13	0.0000	0.00	102.2100	0.00	0.00	0.00	562.50	0.0	0.0
	U.S. TREASURY BOND 9.125% I	20,000.0000	26,877.52	151.3910	30,278.20	30,278.20	0.00	4,919.57	0.0	35.1
	TOTAL AAA		26,877.52		30,278.20	30,278.20	0.00	5,482.07	0.0	35.1
	TOTAL FIXED INCOME SEC		26,878.52		86,339.20	86,339.20	0.00	10,823.81	0.1	100.0
	Total Investments		1,932,592.24		2,586,067.77	2,564,936.77	21,131.00	23,903.57	2.8	
	Total Cash				90,234,577.07	126,783.86			97.2	
	Total Accrued Income				23,903.57				0.0	
	Total Account Value				92,844,548.41				100.0	

IRMA: View Only – Allocation of Assets



Click on the graph and you will then have the option to save the Chart/Graph.

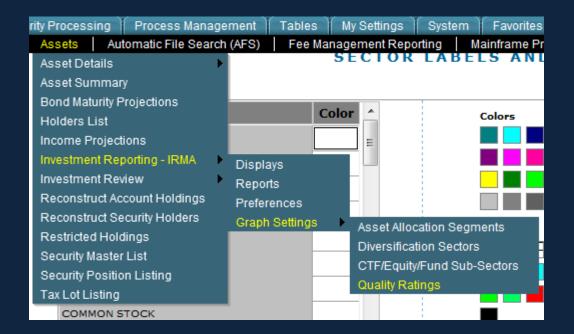
IRMA: View Only – Investment Returns



Investment returns will only be displayed if account uses First Rate or FIS' own Performance Measurement System.

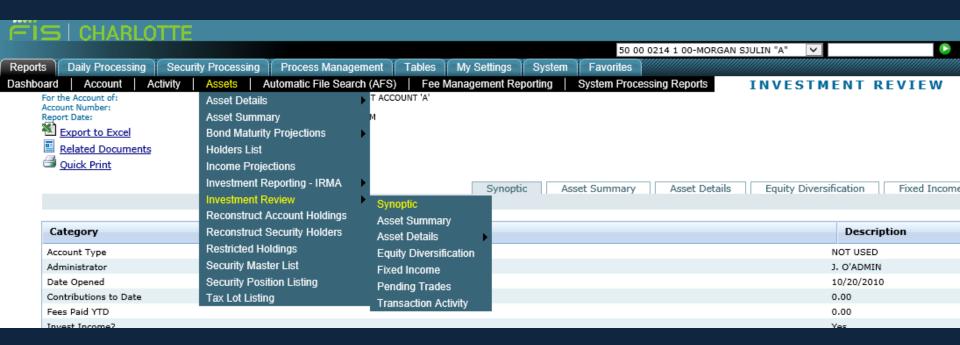
IRMA: Graph Settings

- All graph labels & colors can be customized.
- Reports > Assets > Investment Reporting > Graph Settings

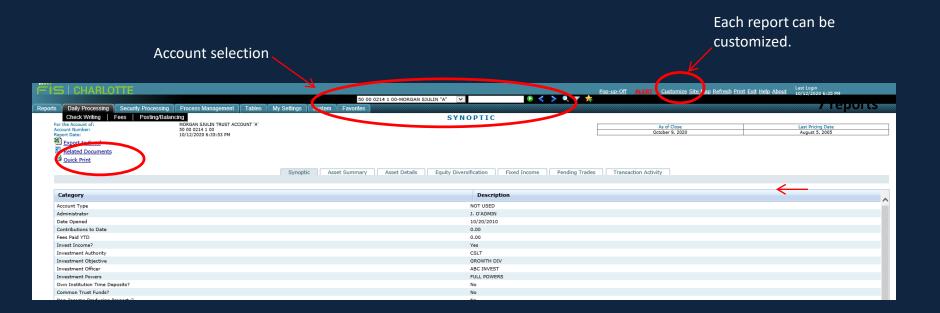




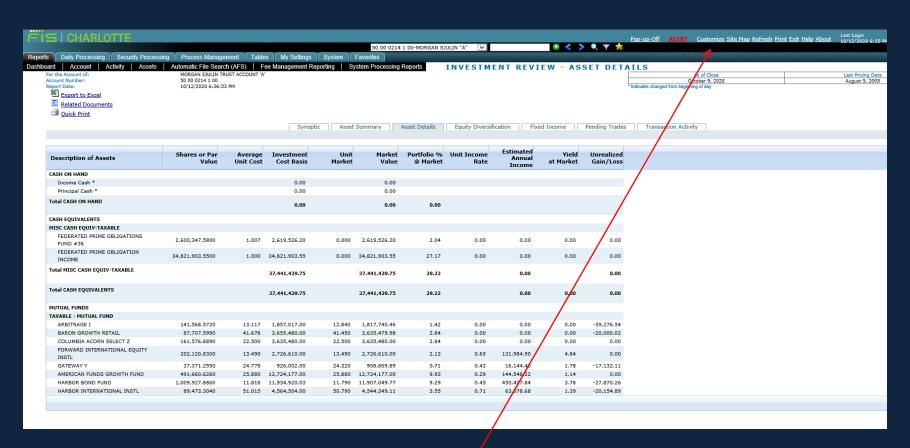
- Composed of seven individual reports.
 - Synoptic
 - Asset Summary
 - Asset Details
 - Equity Diversification
 - Fixed Income
 - Pending Trades
 - Transaction Activity
- Each report has customization options.
- Each report can be exported.
- Reports can be printed for all accounts based on Administrative Officer, Investment Officer, Account Type, Branch, or Review Date.



To start: Reports > Assets > Investment Review > Synoptic (or any of the seven reports)



Investment Review: Customize – Asset Details

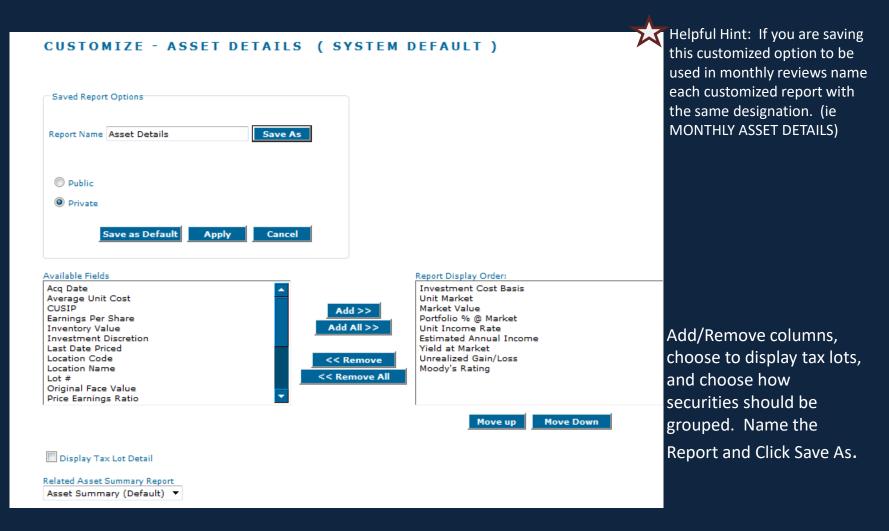


Click Customize

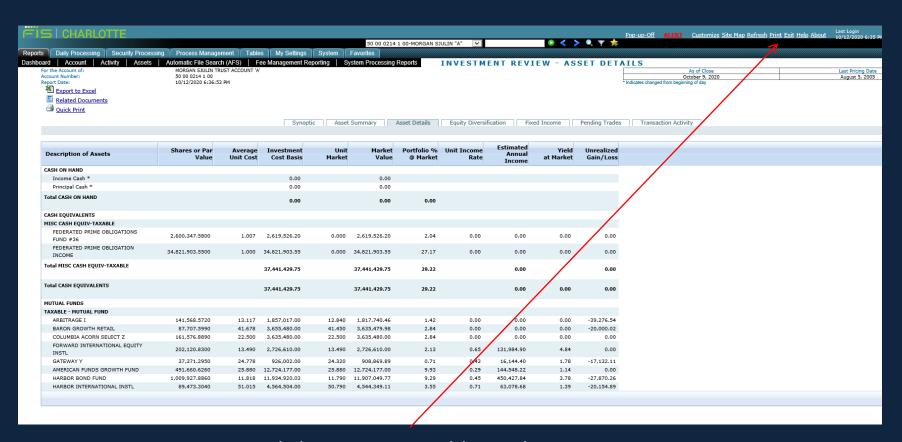
Customize – Asset Details

Investment Review: Customiz

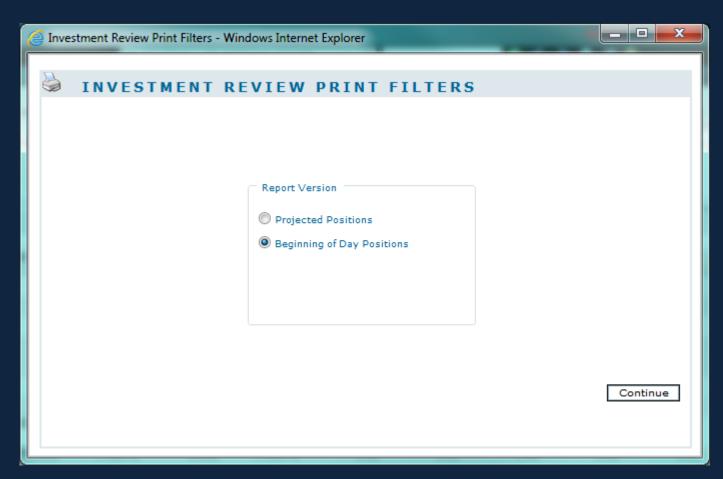
Customize – Asset Details



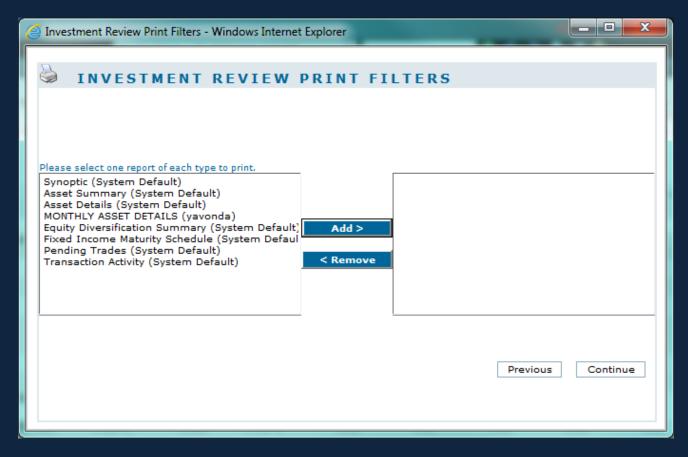
Investment
Review: Printing



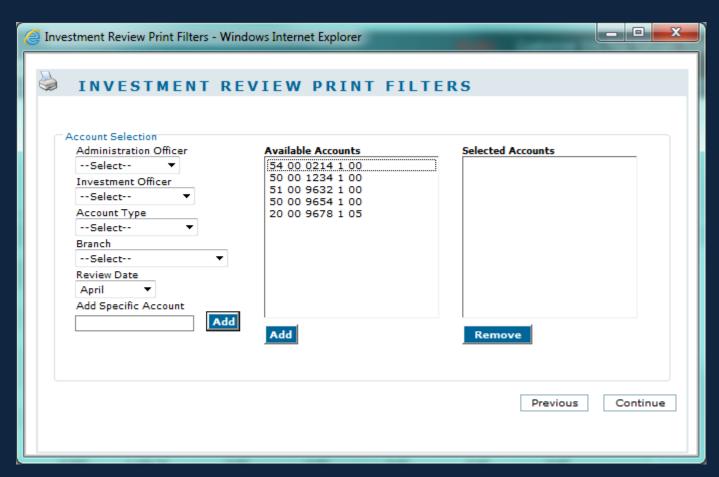
Click Print to get additional print options, click Quick print to just get the selected report for the selected account.



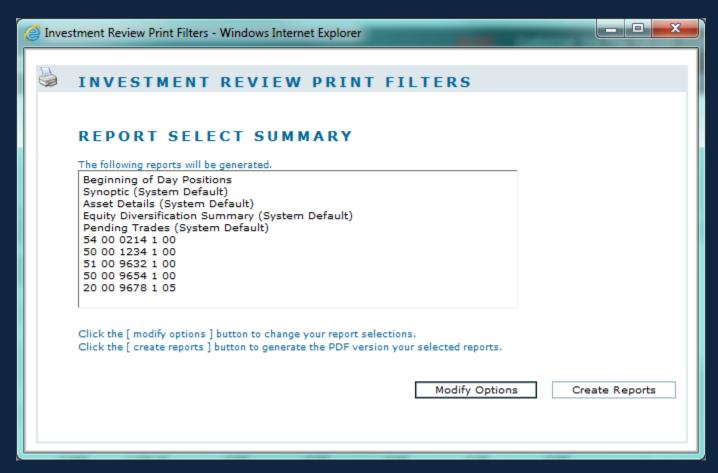
Choose Projected Positions or Beginning of Day Positions and click Continue



Pick which reports you want to print. This is where the helpful hint of naming each report with a similar designation is helpful. If they each start with monthly, they are easier to spot. Hold your CTRL key and mark each report you want to include, then click Add. Then click Continue.



After selecting the review month, all accounts scheduled for review in that month appear in the available accounts box. Highlight all of the accounts, click Add and then Continue.



On the Report Selection Summary Screen, click on Create Reports.

Investment Review: Printing

For the Account of: MORGAN SJULIN TRUST ACCOUNT

As Of Close: February 6, 2013

Last Pricing Date: August 5, 2005

Report Date: February 7, 2013 8:21 PM

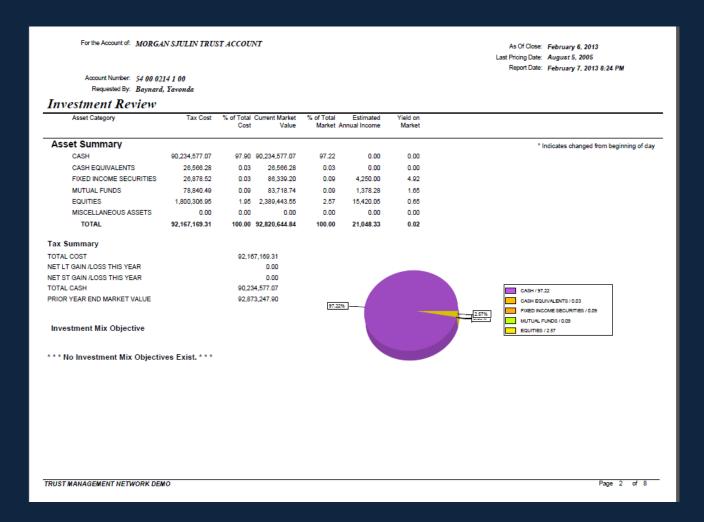
Account Number: 54 00 0214 1 00
Requested By: Baynard, Yavonda

Investment Review

Category	Description	Category	Description		
Account Synoptic Page					
Account Type	TRUST AGEN	PRS Model Number	001		
Administrator	J. ADMIN	Retention Powers	General		
Date Opened	10/20/2010	Own Institution Time Deposits?	No		
Contributions to Date	0.00	Common Trust Funds?	No		
Fees Paid YTD	34636.10	Non-Income Producing Property?	No		
Invest Income?	Yes	Real Estate?	No		
Investment Authority	CSLT	Own Institution Stock?	No		
Investment Objective	GROWTH DIV	Business Interests?	No		
Investment Officer	ABC INVEST	Last Review Date			
Investment Powers	FULL POWERS	Review Frequency	Annual		
Own Institution Time Deposits?	No	Review Month	April		
Common Trust Funds?	No	Account Situs State			
Non-Income Producing Property?	No	Tax Lot Retention	Separate Lots - Bonds, Equities, CTFs & Funds		
Real Estate?	No	Tax Lot Sale Method	FIFO		
Own Institution Stock?	No				
Business Interests?	No				
Principal Invasion	Yes				

TRUST MANAGEMENT NETWORK DEMO Page 1 of 30

Investment
Review: Printing



Investment Review: Printing

For the Account of: MORGAN SJULIN TRUST ACCOUNT

As Of Close: February 6, 2013

Last Pricing Date: August 5, 2005

Report Date: February 7, 2013 8:21 PM

Account Number: 54 00 0214 1 00
Requested By: Baynard, Yavonda

Investment Review

Description of Assets	Shares or Par Value	Average Unit Cost	Investment Cost Basis	Unit Market		Portfolio % @ Market	Unit Income Rate	Estimated Annual Income	Yield at Market	Unrealized Gain/Loss	
Asset Details									* Indicat	es changed from be	ginning of day
CASH ON HAND											
Income Cash			-31,559.37		-31,559.37						
Principal Cash			90,266,136.44		90,266,136.44						
Total CASH ON HAND			90,234,577.07		90,234,577.07	97.22					
CASH EQUIVALENTS											
MISC CASH EQUIV-TAXABLE											
FEDERATED PRIME OBLIGATIONS FUND #36	25,460.5400	1.000	25,460.54	0.000	25,460.54	0.02	0.00	0.00	0.00	0.00	
FEDERATED PRIME OBLIGATION INCOME	1,105.7400	1.000	1,105.74	0.000	1,105.74	0.00	0.00	0.00	0.00	0.00	
Total MISC CASH EQUIV-TAXABLE			26,566.28		26,566.28	0.02		0.00		0.00	
Total CASH EQUIVALENTS			26,566.28		26,566.28	0.02		0.00	0.00	0.00	
FIXED INCOME SECURITIES											
U.S. TREASURY BONDS & NO	TES										
U.S. TREASURY BOND 9.125% DUE 05/15/18	20,000.0000	134.388	26,877.52	151.391	30,278.20	0.03	9.13	1,825.00	6.03	3,400.68	
Total U.S. TREASURY BONDS & NOTES			26,877.52		30,278.20	0.03		1,825.00	6.03	3,400.68	
CORPORATE BONDS & NOTE	S										
AMGEN INC SR NT 4.85% DUE 11/18/2014	50,000.0000	0.002	1.00	112.122	56,061.00	0.06	4.85	2,425.00	4.33	56,060.00	
Total CORPORATE BONDS & NOTES			1.00		56,061.00	0.06		2,425.00	4.33	56,060.00	
Total FIXED INCOME SECURITIES			26,878.52		86,339.20	0.09		4,250.00	4.92	59,460.68	
MUTUAL FUNDS											
MUTUAL FUNDS-TAXABLE											
ASTON FDS TAMRO S CAP I	562.7460	17.770	10,000.00	21.400	12,042.76	0.01	0.01	7.88	0.07	2,042.76	
ARBITRAGE I	391.2360	12.780	5,000.00	12.840	5,023.47	0.01	0.00	0.00	0.00	23.47	
GATEWAY Y	200.1600	24.980	5,000.00	24.320	4,867.89	0.01	0.43	86.47	1.78	-132.11	
HARBOR INTERNATIONAL INSTL	292.2840	51.320	15,000.00	50.790	14,845.10	0.02	0.71	206.06	1.39	-154.90	
IQ ALPHA HEDGE STRATEGY INV	511.2470	9.780	5,000.00	10.600	5,419.22	0.01	0.00	0.00	0.00	419.22	
IQ ARB GLOBAL RES ETF	250.0000	26.380	6,595.00	31.192	7,798.00	0.01	0.00	0.00	0.00	1,203.00	

Investment
Review: Printing

For the Account of: MORGAN SJULIN TRUST ACCOUNT

As Of Close: February 6, 2013 Last Pricing Date: August 5, 2005

Report Date: February 7, 2013 8:24 PM

Account Number: 54 00 0214 1 00
Requested By: Baynard, Yavonda

Investment Review

Economic Sector	Cost Value	Current Market Value		Yield on Market	Estimated Annual Inc.	
Equity Diversification						* Indicates changed from beginning of day
-Information Not Available-	1,770,214.00	2,091,717.00	87.54	0.43	9,074.60	
BANKING	1.00	3,626.25	0.16	1.48	54.00	
BUSINESS SERVICES	1.00	4,719.20	0.20	1.15	54.40	
CHEMICALS AND ALLIED PRODUCTS	1.00	105,000.00	4.40	2.89	3,040.00	
COMMUNICATION	8,500.00	7,845.00	0.33	0.00	0.00	
FOOD AND KINDRED PRODUCTS	0.95	83,714.00	3.51	2.54	2,128.00	
HEALTH SERVICES	1.00	4,750.00	0.20	0.75	36.00	
INSURANCE	501.00	22,287.00	0.93	1.00	224.40	
MACHINERY EXCEPT ELECTRICAL	19,580.00	19,300.00	0.80	0.00	0.00	
MISCELLANEOUS RETAIL	1.00	5,088.10	0.21	0.48	24.65	
PETROLEUM REFINING & RELATED INDS	1,503.00	30,177.00	1.26	1.97	596.00	
TRANSPORTATION EQUIPMENT	3.00	11,220.00	0.46	1.67	188.00	
Common Stock Totals	1,800,306.95	2,389,443.55	100.00	0.64	15,420.05	

TRUST MANAGEMENT NETWORK DEMO Page 7 of 8



Profile Report

CFO – Profile Report

Each client should have a copy of their profile report. We will quickly go through the profile report and talk through some options.