



TRUST MANAGEMENT NETWORK
2022 Annual Client Conference

Welcome and Company Updates

Ryan Phillips, Managing Director

Welcome To Dallas!





CONFERENCE AGENDA

- **Thursday, October 20th**
 - **9:00 – 10:00 am CST**
TMN Welcome & Updates with Ryan Phillips and Yavonda Schaefer (Mosaic Ballroom)
 - **10:00 – 11:00 am CST**
Market Update with Rick Milton from 103 Advisory (Mosaic Ballroom)
 - **11:00 – 12:00 pm CST**
Vendor Introductions (Mosaic Ballroom)
 - **12:00 – 1:00 pm CST**
Lunch (Fortnight Ballroom)
 - **1:30 – 2:45 pm CST**
Compliance with Joanne Eby from Nth Degree Financial (Mosaic Ballroom)
 - **3:00 – 4:15 pm CST**
Right Staffing Your Trust Operations with Loyd Pohl from Pohl Consulting & Training (Mosaic Ballroom)
 - **4:15 – 5:30 pm CST**
Demystifying Blockchain & Cryptocurrency with Chris Nektivinda, PhD from Cannon Financial Institute (Mosaic Ballroom)



CONFERENCE AGENDA

- **Thursday, October 20th**
 - **5:45 – 6:45 pm CST**
Free Time
 - **6:45 pm CST**
Please be in the main lobby of the Joule for transportation to The Perot Museum
 - **7:00 – 10:45 pm CST**
Dinner at The Perot Museum Downtown
catered by WolfGang Puck
 - **10:45 pm CST**
Please be in the main lobby of The Perot Museum for transportation back to the Joule
- **Friday, October 21st**
 - **6:00 – 8:00 am CST**
Breakfast in the Fortnight Ballroom
 - **9:00 – 11:00 am CST**
Client Roundtable
 - **12:00 pm CST**
Checkout from The Joule



TMN

TRUST MANAGEMENT NETWORK

UPDATE

Today's Topics

1. The Company
2. The Team
3. The Clients
4. The Work

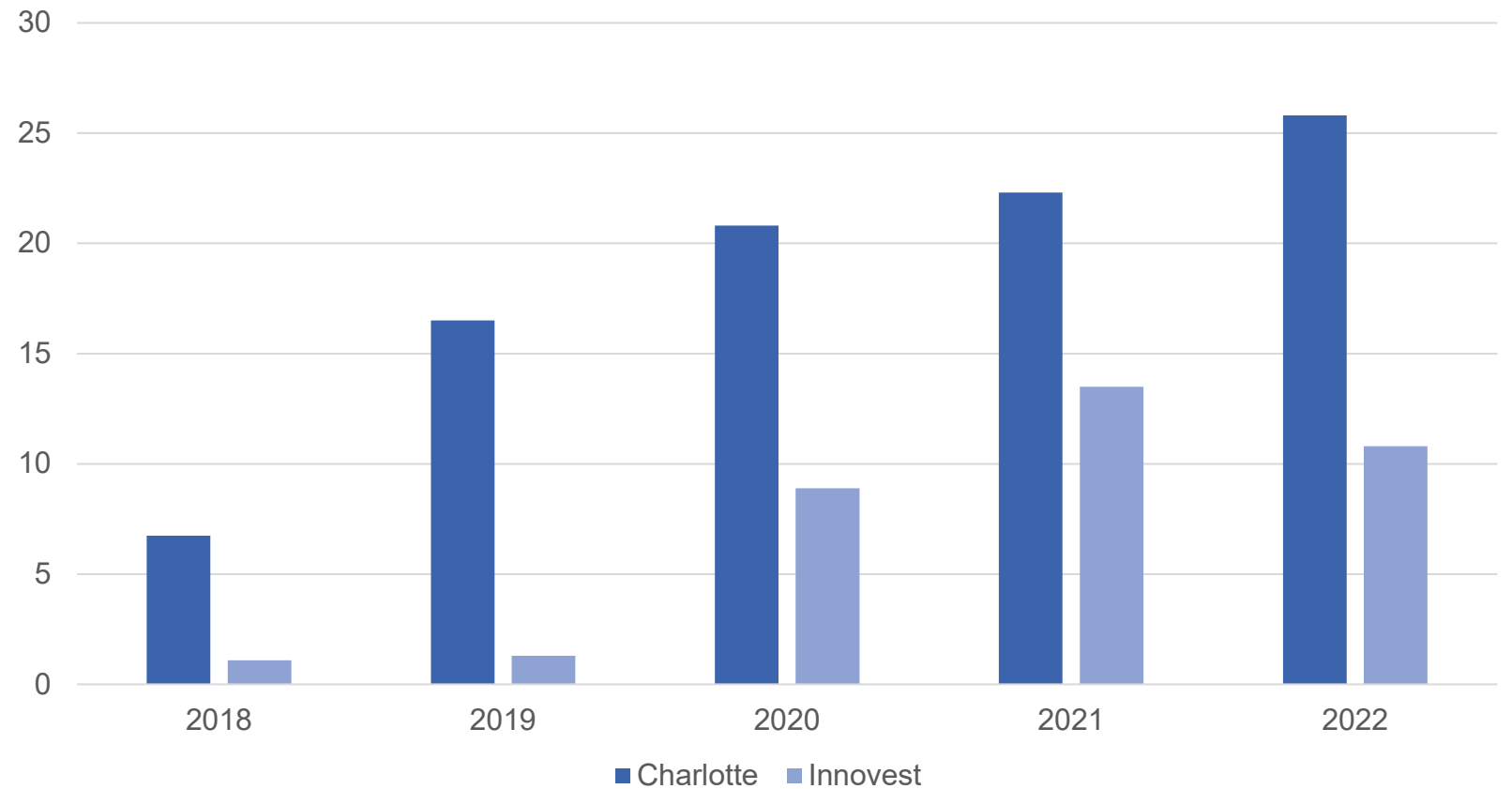
THE COMPANY

2022 Total Clients = 39

2022 Total AUM = \$36.5 BIL (+5.7%)

2022 Total Accounts = 24,822 (+3.6%)

AUM (In Billions)





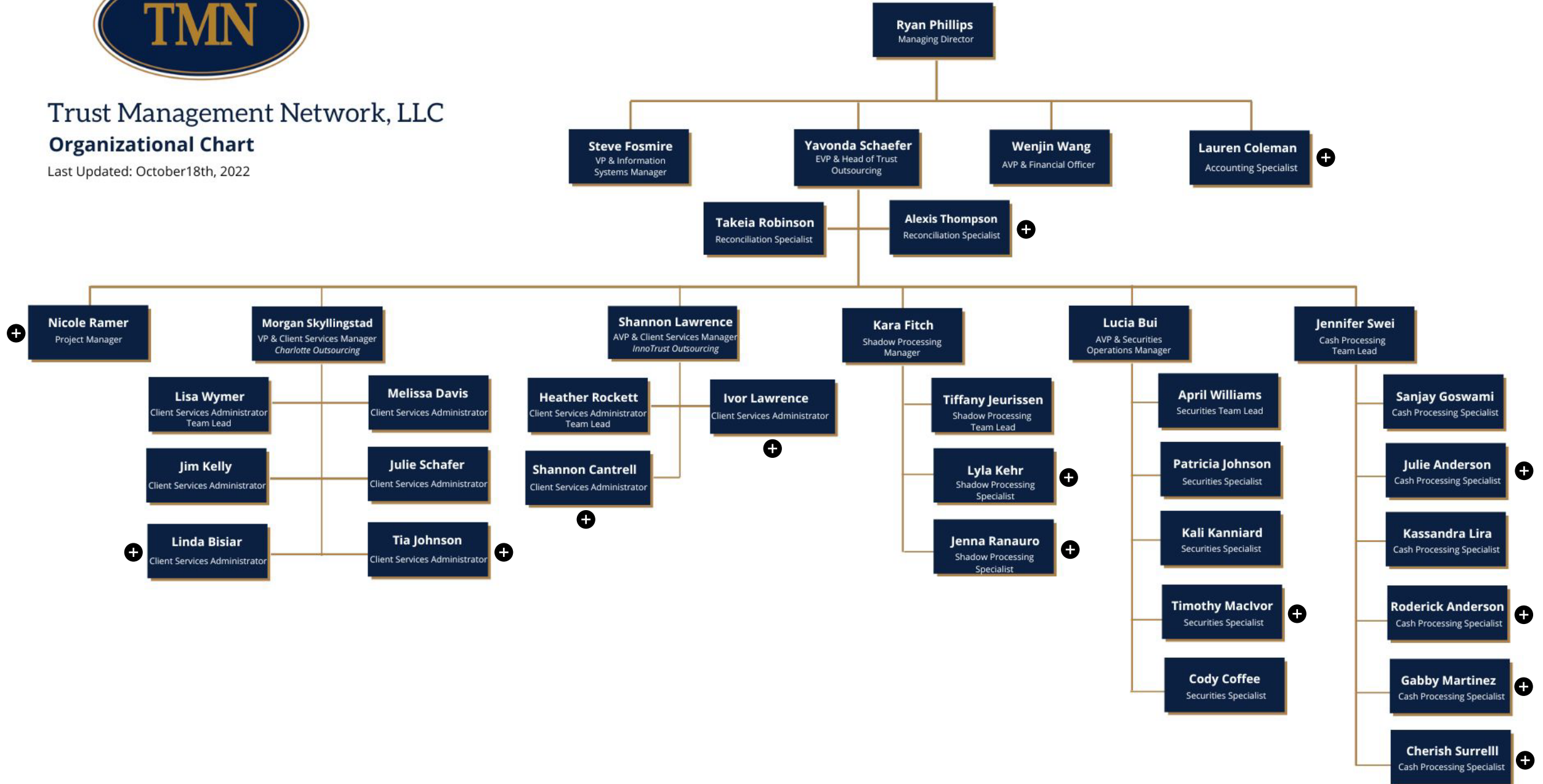
THE TEAM

- 36 Total Employees
- 14 New Employees (< 1 yr.)
- 6 Promotions to Management / Leadership
- 5:1 Client to CSA Ratio



Trust Management Network, LLC Organizational Chart

Last Updated: October 18th, 2022





THE CLIENTS

- TMN added 4 new clients (over the last 12 months).
 - 4 additional new clients with 2023 “Go Live”
- TMN also converted 2 existing clients to another trust accounting platform (over the last 12 months).
- Only 28% of TMN clients managed to grow their trust assets (over the last 12 months).
 - Compared to 92% in 2020-21
- However, 76% of TMN clients were still able to add more accounts than they lost (over the last 12 months).
 - Compared to 72% in 2020-21

ACCOUNT GROWTH 2021-22

Over 20%
17%

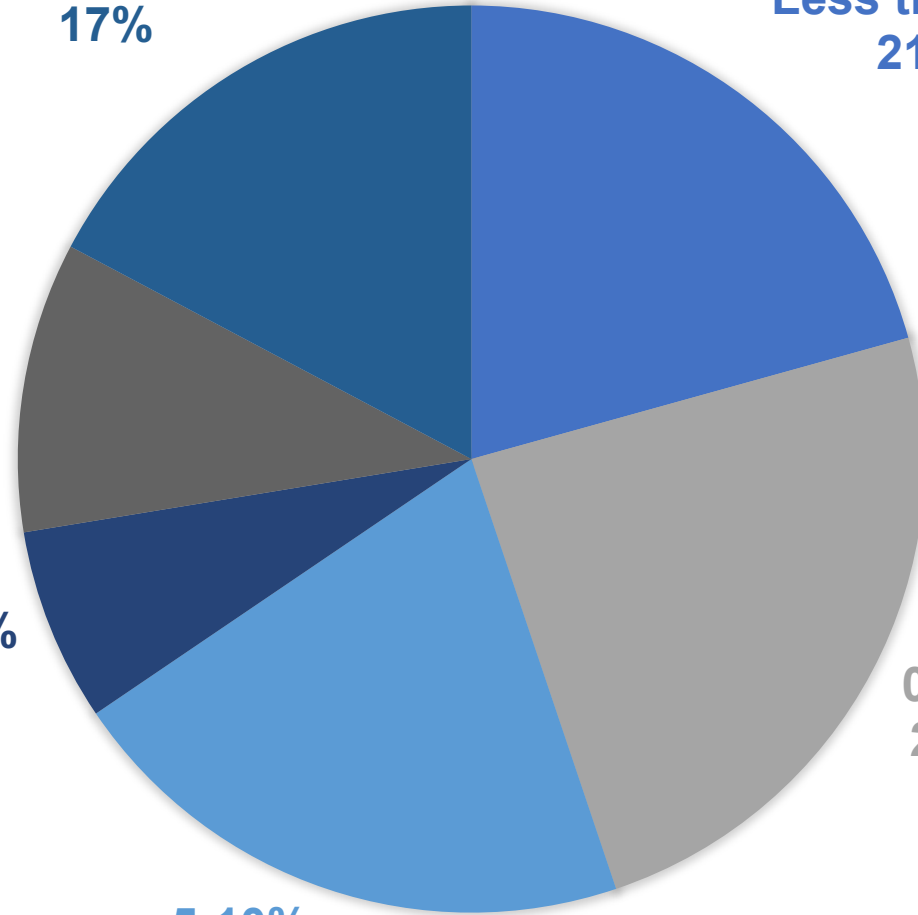
Less than 0%
21%

15-20%
10%

10-15%
7%

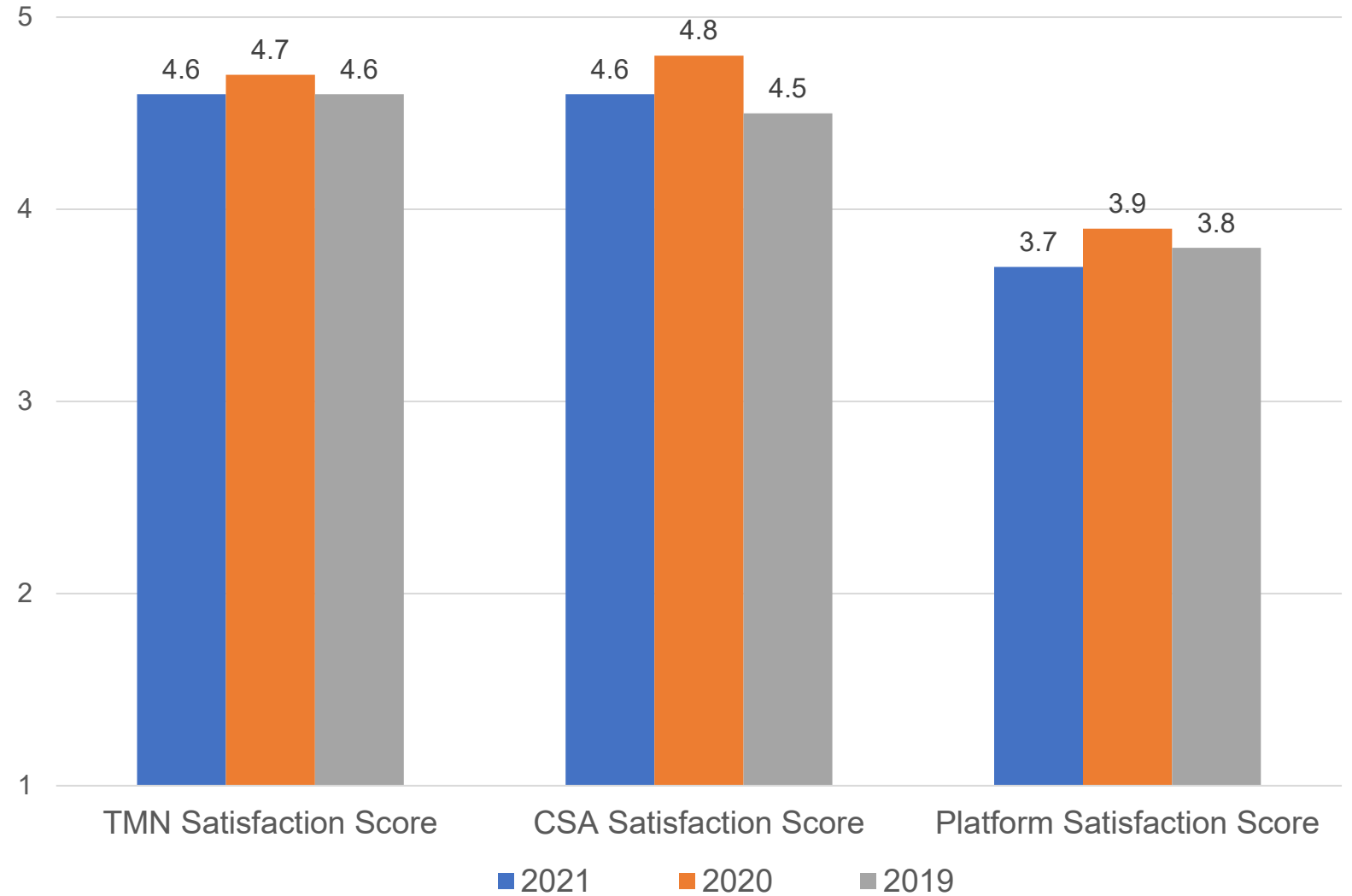
5-10%
21%

0-5%
24%



THE CLIENTS

Client Feedback Survey Results 2019-21





**THE WORK
2022**

- Reliance Custody Relationship – Mutual Funds
- WealthHub
- IT Enhancements
- New SOC1 auditor



THE WORK
2022
3rd quarter

- New SOC1 auditor
- Business continuity test
- FIS Charlotte update (IEC this weekend all other clients next weekend)
- Client Feedback Survey



**THE WORK
2023**

- Frost Bank Relationship – Clearing & Checking
- HWA Relationship – T*NET Platform
- SS&C InnoTrust
- TMN Rebrand

LETS CHAT



1-800-900-5853



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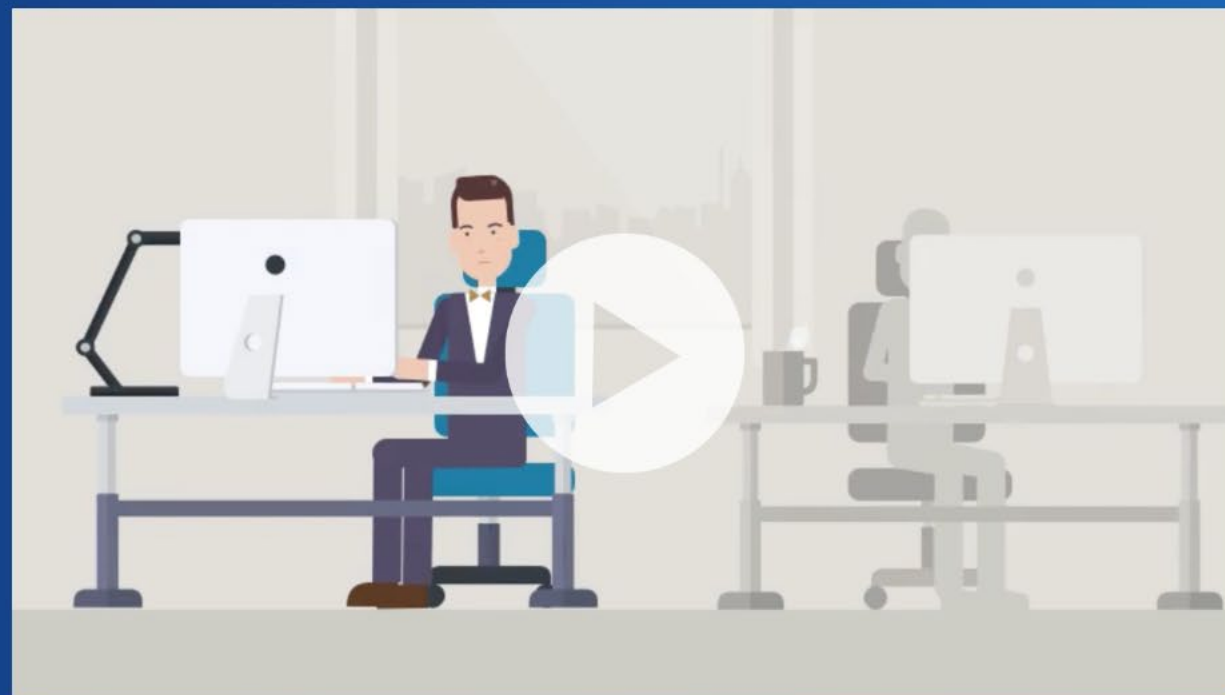
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TRUSTED | INDEPENDENT | FOCUSED

THE MOST TRUSTED NAME IN TRUST OPERATIONS OUTSOURCING



Trust Management Network



INITIATIVES

Purpose - Understanding our clients strategic needs and prioritizing yearly initiatives

- 2019 – Growth
- 2020 – Relationship Management
- 2021 – Product Development
- 2022 – Organizational Development
- 2023 – Increasing Software Solutions



Thank you!