

MINNESOTA FIDUCIARIES ASSOCIATION
Town & Country Club, St. Paul
Dinner - January 6, 1966

~~Trust~~ - Trust offices

Old career. Wistful

Awakening interest in trust depts
through districts - Problems of local
trust company are problems of large
trust company. Political sensitivity -
image throughout district. Incubated
of the 20's & 30's. Self dealing
& dishonesty. Chilean bonds -
Historical compartments -

① Customer relationship
sales - service

② Investment

③ Record keeping

Form out of second & third functions
to large trust dept. but importance
of local flavor to 1 - People to
people function.

Refinement of the trust device -
Business management & planning -

Profit sharing -

Pension planning

P.S. plan -
uses.