



Outsourced CIO (OCIO) and Investment Consulting Services

Small and mid-sized bank trust departments and RIAs need to offer a broad suite of investment solutions to compete against larger organizations, but often have limited resources. TMI Trust Company's Outsourced CIO (OCIO) solution complements these firms' operations with a dedicated, seasoned investment professional to deliver a comprehensive offering. TMI provides an unbiased, fiduciary-based process across multiple investment solutions, leveraging its deep industry connections and historical perspective to enhance the value proposition to its client and end customer. OCIO clients have a dedicated investment representative to support the firm's relationship management, administrative, and business development team. TMI utilizes third-party investment databases and technology, access to buy and sell side research, a time tested institutional decision making process, and the perspective that can only be acquired through many years of industry exposure. TMI serves as an integral part of your service delivery, positioning your firm for success.

Features of TMI Trust Company

- Florida based, independent trust company
- Seasoned executive team across multiple areas of the Trust business
- Entrepreneurial, solutions driven
- Creative and willing to think "outside the box"
- Broad experience in Corporate Trust, Institutional Custody, Asset Management, Family Office Services, Compliance, Operations, and Trust Technology
- Dedicated resources for high-touch client servicing
- Applies fiduciary standards to oversight of client assets
- Leverages relationships across disciplines for improved outcomes
- Embraces the use of third-party resources to complement internal capabilities
- Develops solid, long-term relationships

Benefits of TMI's Outsourced CIO (OCIO) and Investment Consulting Services

- Disciplined, institutional oriented investment process
- Leverages TMI's industry connections to service providers, including managers and research firms
- Open architecture investment platform
- Independent of trust/custody platform used
- Seasoned investment professionals with deep history in the Trust / Asset Management industry
- Turnkey and bespoke solutions to meet the needs of each client
- Flexibility in asset management solutions utilized (Traditional & Alternative)
- Incorporate existing investment programs or create new solutions to meet client demands
- Accounting and Family Office support services available to enhance client relationships
- Increase revenues by introducing additional investment and related services

Key Service Components

- Fiduciary based processes
- Dedicated investment professional
- High touch servicing
- Portfolio modeling
- Best execution through B/D network
- Sales and service support

- Assist administration officers with contribution and distribution requests
- Client / Board meeting presentation material
- Periodic market commentary
- Trust accounting platform flexibility
- Confidentiality and non-compete clauses

Investment Alternatives

- Mutual Fund / ETF allocation portfolios
- Core Equity / Value Equity Separate Account
- Quality taxable / Tax-exempt Separate Account
- Third-party SMA managers
- ESG managers

- Recommendations on individual positions
- Manager consulting and due diligence reports
- Real estate development opportunities
- Venture capital opportunities

