

HR / Compensation Ctte

- ✓ Compensation & Incentive Models
- ✓ Compensation Implementation

Marketing

- ✓ Internal / External Positioning
- ✓ Proposal & Presentation Tools
 - ✓ Inside / Outside Pricing
 - ✓ Constituency Matrix

President

- ✓ Organizational Priority
- ✓ Strategic Fit

Board / Strategic

- ✓ Strategic Audit / Fit
- ✓ Organizational Priority
- ✓ Earnings Implication

External Audit

- ✓ Education
- ✓ Audit Protocols
- ✓ Trust Ctt / Audit Ctte

ALCO

- ✓ Implementation Plans
- ✓ Integration

Audit Committee

- ✓ Regulatory Oversight
- ✓ Audit Policy & Implementation
- ✓ Conflict (complex structure)

Regulators

- ✓ Issues Related to Open Architecture
- ✓ Policy Modification
- ✓ Audit Protocols

Constituencies Bank Wealth Mgt & Trust

Trust Committee

- ✓ Policy Amend / Reconciliation
- ✓ Strategic Implication
- ✓ Implementation Oversight
- ✓ Regulatory Oversight
- ✓ Conflict Audit

Internal Audit

- ✓ Education
- ✓ Policy
- ✓ Audit Protocols

Trust Admin

- ✓ Strategic Rationale
- ✓ Implementation
- ✓ Presentation Consistency
- ✓ Compensation (Post Management)

Sales Mgt

- ✓ Sales Integration
- ✓ Sales Mgt & Force Structure
- ✓ Compensation (HR, MGT)

Internal Investment Staff

- ✓ Investment Process Analysis & Discussions
 - ✓ Design & Positioning
 - ✓ Policy
- ✓ Trust Committee
 - ✓ Analytics
 - ✓ Implementation
- ✓ Monitoring & Metrics
- ✓ Compensation (post Management)

Operations

- ✓ Software Implementation
- ✓ Contract Negotiation / Review
- ✓ Vendor Coordination