

# NEWSLETTER

Summer 2019

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Welcome to BMT Wealth Management's inaugural newsletter. In everything we do, you are our priority, and inside you will find insights designed to help you achieve your goals.

It is a wonderful time to lead the BMT Wealth Management team. We are experiencing strong growth, and in this issue, I am pleased to introduce a few of the newer members of our leadership team: Mark Bradford, Senior Vice President and Wealth Director based in Berwyn, and Kim Trubiano, President of BMT Insurance Advisors. In a newly created role, Elizabeth Wagner, Director of Institutional Wealth Management, shares advice and solutions for speaking with kids and grandkids about giving, a topic that likely resonates with so many of you. We are fascinated by the great work our clients do at home and around the world. Don't miss the inspiring story of Dr. Rodrigue Mortel and his foundation, Mortel High Hopes for Haiti, which educates children and adults for productive futures.

This newsletter provides a forum for us to connect with you, and I am excited about where we will go together. Also, this is an opportunity to introduce our BMT Guiding Principles, the foundation of our partnership with you and what drives and motivates us each day.

**Client Experience:** Our partnership with you is critically important. We are constantly focused on helping you achieve your goals in wealth and in life.

**Employee Connection:** By ensuring our employees are valued, well-resourced and supported, in a respect-filled environment, we deliver our best work for you.

**Business Results:** We operate in a manner that ensures our business is stable and well-managed. Doing so allows us to execute from a position of strength to deliver solutions you can trust for today's purpose and tomorrow's promise.

**Managing risk:** We always do what is right for you. That is why we have been trusted by friends, families, and foundations for over 130 years.

These principles are one way we connect with you; just as important is listening. I would love to hear how we are doing, and I invite you to contact me, any time, at [jfox@bmt.com](mailto:jfox@bmt.com).

Thank you, as always.

Cheers,

Jennifer Dempsey Fox, CFP  
President, Wealth Management



## IN THE COMMUNITY

### BMTERS VOLUNTEER AT A POP-UP SHOP FOR OUR CLOSET

BMT employees recently volunteered at Our Closet, a program that provides free clothes and accessories to vulnerable individuals and families throughout Greater Philadelphia.

Clothing builds confidence, meets a basic need, and prepares people for employment. Anyone can go to Our Closet to receive five free items – six, if it's their birthday month – without having to meet any eligibility requirements. Mark Bradford, BMT Senior Vice President and Wealth Director, said, "It was a wonderful experience meeting so many different people. They were all so appreciative to Our Closet."

We overheard touching stories as we worked with the steady stream of guests. One particular gentleman found a hoodie in his wife's size and was eager to take it to her in the hospital, where she was recovering after a fire in their home. Guests were shopping for family members who were unable to attend themselves. We saw many generous people give most or all of their five items to loved ones.

Tiffany Brouillet, a BMT Client Service Associate in the Berwyn office, noted, "We helped nearly 100 guests. A handful of them were new to the program, but I was surprised by how many were repeat guests." Every time one of the guests shared their thanks and a bit of their story, it reminded us why BMT keeps corporate responsibility at the heart of our work.

To learn more about Our Closet, visit their website at: <https://www.ourclosetpa.org>.

#### MARK BRADFORD

*CFP, ChFC, CRPC, AEP, AWMA*

*Senior Vice President, Wealth Director, Berwyn*

Mark leads an advice-driven, cross-functional group of BMT Wealth professionals – wealth advisors, investment advisors, and relationship managers – aligned to deliver an extraordinary client experience.

Outside the office, Mark's passion is travel. He lists trips to Italy, Australia and Scotland among his favorites. With a long list of places still to see, Mark is especially eager to visit New Zealand.





## EDUCATION FOR HAITI'S CHILDREN

Long-time BMT client Dr. Rodrigue Mortel is a man of many vocations: a gynecologic oncologist, an ordained deacon in the Roman Catholic Church, and the founder of two charitable organizations that serve Haiti's poorest children.

When he was four years old, Rod's family was evicted from their home in Haiti because they couldn't afford the four dollar rent. His mother, in anguish, cried, "If I had been educated, this would not have happened." He never forgot her words. Through great sacrifice, Rod's family sent him to school. After medical school, he worked in the United States and retired after a distinguished career having served, among other roles, as Chairman of the Obstetrics-Gynecology Department at Penn State University.

Rod prepared for retirement by shaping his next project: a school in Haiti, with tuition and food provided for free to students who are selected for their dire poverty. In time, it grew into a preschool, elementary school, secondary school and a full suite of literacy and vocational programs for adults.

Working with advisors at Bryn Mawr Trust, he founded the Mortel High Hopes for Haiti Foundation nearly three years ago. Rod explains, "I see myself in these kids. What my family was going through was just like them. When you take these kids, who come from the streets, and carry them all the way through, and they are in medical, business, administration school – that is the outcome that you want to achieve."

For years Rod went to Haiti every other month. His goal was to produce the future leaders of Haiti, harnessing the power of education to give his students and his native land a productive future. He says, not in jest, "Students enter at age three. The idea is to have a group of students know each other for fourteen

years. When one of them becomes the President of Haiti or, perhaps, some other powerful position, they know whom to call."

Self-sufficiency is important to Rod. In addition to the schools, he has developed adult programs to teach reading, writing and trades that will produce income. Parents of the schools' students have priority, building stability for their families.

The Mortel High Hopes for Haiti Foundation has flourished. Its Board of Directors is prepared to lead the schools into the future. Rod invites everyone he meets to join volunteer trips to the schools or to sponsor a student: "For less than \$1 a day, you not only save a life – 20% of Haitian children die before their fifth birthday – but you can also educate them and provide medical and dental care. If you sponsor a student, you can maintain a connection to a young person who will write to you several times a year. You'll see his or her report card and an updated picture annually. You'll support a future leader of Haiti."

BMT cares deeply about education, and we are proud to work with clients like Rod and his Foundation. He inspires us when he says, "I was one of these kids. I see their potential. They have a taste for education. After high school, none of our students stop there – they all go on to universities to learn more. So, I think they learn the value of an education, and don't stop. And, they can do what I have done."

To learn more about the Mortel High Hopes for Haiti Foundation's work, visit [www.highhopesforhaiti.org](http://www.highhopesforhaiti.org).

# ATTENTION VOLUNTEERS: ARE YOU COVERED?

We know BMT has many charitable clients. So many of you volunteer for your favorite nonprofits or serve as leaders on the Board of Trustees. We are impressed by how much good you are doing!

When joining a board, many people know to ask whether the organization carries Directors and Officers (D & O) liability coverage. It's a relief when the organization says "yes", but did you know that not all policies cover you and your Board activities equally? Here is what to look for:

- Ask to see a copy of the D & O Policy and a Certificate of Insurance. Read carefully to see who is defined as an "Insured Person" – is it only current trustees? Past members of the board? What about volunteers?
- In this litigious climate, you'll want to know that trustees are covered in the event of a suit arising from claims of sexual harassment, wrongful termination, discrimination and similar issues. Check for coverage of employment practices liability and whether it covers claims made by third parties (usually nonemployees, like a client of the nonprofit). If not, the nonprofit may elect to add it to their current management liability package.

You never want your personal assets to be at risk when you're trying to do good. Dennis Levasseur, BMT Insurance Advisors Senior Vice President and a commercial insurance expert, says "It's best to know your risks, exposures and coverages well before a claim is tendered." He encourages clients to review coverage limits and ensure they're sufficient.

What happens if you want to join a board where you will not be covered? To manage liability, consider a policy you take out yourself. Take a look at your own Homeowners' Policy first, as sometimes you may find you have coverage when you're acting in your capacity as a nonprofit Director. If you find you are covered, confirm whether that extends to personal injury claims. If you're not covered for this kind of work, explore the option of a Personal Liability Policy that offers broader coverage.

Volunteers who are not in leadership positions have special liability considerations, too. Ask to see the organization's Workers Compensation Policy and determine whether it covers volunteers. Most do not, so you may want to recommend that the organization explore volunteer accident coverage separately, which covers medical claims for a volunteer's service-related injury.

By raising these topics with the nonprofits you love, you may well be protecting them from an unpleasant future event. Ask these questions even though they often feel awkward, Levasseur advises.

BMT admires our clients' volunteer work and we commend your efforts to make our region stronger, safer, healthier, and more beautiful. Thank you for all you do.



## KIM TRUBIANO

CPCU

*President, BMT Insurance Advisors*

As head of the Insurance Division at Bryn Mawr Trust, Kim leads BMT Insurance Advisors in providing integrated risk management solutions to both retail and commercial clients. She oversees all of BMT's insurance offerings, including personal and commercial lines and products tailored to the needs of specific industries. Her team focuses on building personal connectivity to understand client needs and on maintaining the highest level of client service.

Kim joined BMT in 2019 after 20 years' experience in progressive roles with an insurance and financial services company, most recently as head of the property claim division for its mid-America and Northeast regions. While there, she was responsible for oversight of litigation, the regulatory environment, performance management, compliance, data analytics, and quality standards.

Kim's athletic family has her criss-crossing the state every weekend for basketball, football and track competitions. When she can get away, Kim can be found kayaking and enjoying time on the water.

# PHILANTHROPY COLUMN

## TALKING ABOUT GIVING WITH KIDS & GRANDKIDS

By Elizabeth B. Wagner

Why do you give to your favorite causes?

I was recently listening to a very generous 92-year-old. She mused aloud, "I don't know exactly why I give. I feel an obligation to others who are not as fortunate as I am. My mother never had any money to give while we were growing up, but she did care about people and shared what she had: her smile, compassion, food. I suppose I learned to give from my mother. Oh, and also I learned that giving makes me happy, so now I do it for me, too."

I often hear from clients who want to pass on what they have learned about giving to their own kids or grandchildren. What do you do if you're worried that talking about your values will come across as lecturing? Consider inviting the next generations to give with you. Here are a few ideas:

- **Establish a family giving vehicle.** Although many people have used family foundations in the past, more opt for donor-advised funds now. You can set up a donor-advised fund in minutes, and use a tax-smart asset like appreciated stock to fund it. Giving is easy and there is only one receipt to find at tax time. Once it's set up, use the family fund together.
- **Host regular family meetings about giving.** At each meeting, let a different member, including the youngest, present their favorite charity and why they may want to volunteer or give money to that organization. Vote annually on a joint contribution. Many families like to do this around Thanksgiving.
- **Match the gifts of young children or grandchildren.** To encourage the young philanthropists in your family or network, grow their gifts. One family doubled the gifts of their teenage sons and tripled them when the two kids gave to the same charity together, hoping to encourage not just giving but siblings working together.
- **Volunteer together.** There is no lesson more powerful than seeing you get your hands dirty. Invite others to join you as you clean up a stream, ladle soup, bathe a stray dog, or blaze a forest trail. I once heard a 13-year-old observe, "Grandpa got really excited about cleaning up this park. He played here as a kid, but we live out in the suburbs, so I've never been here before. He said the kids who play here now are just like him." This grandpa didn't argue with his grandson about why it mattered. Instead, he was a role model and told stories about his early life.

Contact your Wealth Advisor or Elizabeth B. Wagner at  
[ewagner@bmt.com](mailto:ewagner@bmt.com) for giving inquiries.



### ELIZABETH WAGNER

*Senior Vice President, Director of Institutional Wealth Management*

Elizabeth has nearly two decades of experience advising long-term charitable solutions for high-net-worth individuals, families, and nonprofit institutions.

Active in the community, she sits on the board of directors of the Lutheran Immigration and Refugee Service, serving on the finance & investment committee. Presently, she co-chairs the Essentials Track at Fundraising Day in New York, one of the nation's largest annual gatherings of nonprofit professionals and is a member of the Mercer County Estate Planning Council.

Elizabeth speaks frequently, addressing national and regional gatherings of foundations, nonprofits, and individuals on charitable topics. She offers workshops to nonprofit trustees on governance, endowment, gifting and strategic growth issues, and is a resource and community connector across the philanthropic sector.

## BMT Go Green Initiative

BMT is committed to being responsible when it comes to managing client accounts, which extends to our impact on the environment. That is why we've increased our efforts with BMT's Go Green Initiative.

Encouraging clients in banking, wealth, and insurance to enroll in eStatements rather than paper is a major focus of our initiative. We will save tens of thousands of sheets of paper – and that is only the beginning. We've also outfitted our offices in Berwyn, Philadelphia, and Chestnut Hill with smart technology, allowing us to conserve energy when our employees and clients are not using an office or conference room. To decrease the number of cars on the road, we've added telecommuting options for employees whose positions allow for it, and continue to encourage employees

to use public transit. We will maintain our high level of customer service while lessening our carbon footprint.

All these steps on their own may seem small, but when combined into our Go Green Initiative, they allow us to make a definite and lasting contribution to preserving our natural resources for future generations.

We encourage you to switch to eStatements for your personal security and for our environment. If you need assistance, please reach out to your wealth or investment advisor today!



### WEALTH MANAGEMENT

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