is usually more than one bank in your geographic area and that you might make this fact quite clear to the officers of the bank of your choice.

Do not hesitate to shop around for the best possible terms in which to open a trust account. If your trust is efficiently operated and successful, there is a high probability that great sums of money will be transferred through your trust checking and savings accounts. These sums would bring in a substantial return to the bank involved. Remember, banks do not pay any interest on funds in checking accounts, but nevertheless earn substantial income on funds deposited in checking accounts.

Always remember that you are a potential customer and they are a potential servant. Don't be buffaloed by marble halls or obnoxious bank employees. In no case, need you show any bank officer trust minutes, trust account records, or trust employment contracts. Beneficial interest certificates and property deeds also have no bearing on any bank operation. Your bank need not know your trust's insurance company, agent or securities broker unless you desire to tell him. The only information your trust's bank needs is the authorization to open the account in the proper name and the