



## **GFS Private Wealth Selects National Advisors Trust Company to Provide Branded Trust Services**

*Sandra Nesbit, GFS' Principal and Managing Partner, elected to Boards of Directors*

Kansas City, MO (June 28, 2016) – National Advisors Trust Company, FSB (NATC) announced that it has been selected by GFS Private Wealth (GFS) to provide branded trust services through NATC's Trust Representative Office (TRO) program. Under the TRO program, NATC established Mainsail Family Trust, a private-labeled trust services brand through which GFS will market trust and trustee services administered by NATC.

Becoming an NATC client gives GFS access to National Advisors' family of companies and its full spectrum of products, programs and services. National Advisors is comprised of: National Advisors Holdings, Inc., NATC, National Advisors Trust of South Dakota, Inc., and National Advisors Concierge Services.

"NATC's trust services are a strong complement to the Total Wealth solutions GFS provides its families," said Sandra Nesbit, Principal and Managing Partner of GFS. "By partnering with National Advisors, our families now have access to integrated trust services, which will help strengthen their legacies and better preserve their wealth transfer strategies."

GFS researched and evaluated several trust services options before selecting NATC. "We considered many options for trust services, but NATC and its TRO program was the best fit," continued Nesbit. "National Advisors was created by and for advisors, and is owned by advisors; they understand our business. The company's business model is advisor friendly, with non-competing services, a multi-custodian technology platform, and a national charter enabling us to offer trust services in all 50 states. Their corporate directed trustee model allows us to remain in charge of investment management and be named in our clients' trust documents as the investment advisor. Their private-labeled TRO program provides us with branded trust services to market to our clients and includes trust education programs and extensive marketing support. It's really a tremendous partnership with great synergies, helping us further strengthen the lifelong bonds we build with our client families."

### **Shareholder in NAH and Elected to Board of Directors**

GFS chose to become a shareholder of National Advisors Holdings, Inc. (NAH), the parent company of NATC. Nesbit continued, "We wanted to be a shareholder in order to have a voice in the company's strategy and be involved in its direction."

In addition, Sandra Nesbit was elected to the NAH and NATC Boards of Directors at the company's 2016 annual shareholders meeting and is currently serving on the Governance Committee. According to Jim Combs, CEO of NAH and NATC, "We are delighted to welcome Sandra to the NAH and NATC Boards and to have GFS as a client and shareholder. Sandra's extensive experience in the financial services industry, her dedication to clients, leadership as co-founder of GFS, and her innovation in the creation of the firm's relationship-based Family Governance process make her a valuable addition to the Board."

### **About GFS Private Wealth**

Based in Clearwater, Florida, GFS Private Wealth is a boutique wealth management firm that specializes in providing comprehensive investment and life-planning solutions to affluent individuals and their families.

### **About National Advisors**

Enriching lifelong relationships with trusted advisors and the clients they serve unites and unifies the people of National Advisors. We embrace our clients, delivering a seamless, consistent experience across our family of companies.

- **National Advisors Holdings, Inc.**

National Advisors Holdings, Inc. (NAH) is the holding company for National Advisors Trust Company, FSB, and National Advisors Trust of South Dakota, Inc.

- **National Advisors Trust Company, FSB**

A subsidiary of NAH, National Advisors Trust Company, FSB (NATC) is a premier, independent national trust company providing expert trust services and solutions. For more information on NATC, visit [www.natrustco.com](http://www.natrustco.com).

- **National Advisors Trust of South Dakota, Inc.**

A subsidiary of NAH, National Advisors Trust of South Dakota, Inc. (NATSD) provides progressive trust services for high net worth and ultra high net worth clients who wish to take advantage of South Dakota's unique trust jurisdiction opportunities for protecting and passing on wealth. South Dakota is the nation's top situs for asset and creditor protection. For more information on NATSD, visit [www.natrustsd.com](http://www.natrustsd.com).

- **National Advisors Concierge Services**

National Advisors Concierge Services (NACS) delivers third-party services to clients of NATC and NATSD. NACS third-party services include: specialty asset services (unique and hard to value assets such as mineral/oil/gas, farm and ranch, etc.), banking services including lending and retail banking, and a client experience benchmarking syndicate (CX2020).

For more information contact:

GFS Private Wealth  
Jessica Duxstad  
727-614-4333  
[jduxstad@gfspw.com](mailto:jduxstad@gfspw.com)

National Advisors  
Corrine Smith  
913-234-8247  
[csmith@natrustco.com](mailto:csmith@natrustco.com)