RANDALL B. KLOTZ

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SENIOR TRUST ADMINISTRATOR 4

Accomplished trust administrator with leading financial institution. Superior knowledge in all areas of estate and financial planning, fiduciary administration, business succession planning, investment management, income and estate taxes, regulatory requirements and compliance, and reporting to trustors, beneficiaries and management. Extensive background in the legal review and analysis of trust documents, risk management, trust litigation, real estate asset management, and full balance sheet cash flow analysis. Strong track record of success in wealth planning and business development through the analysis and implementation of sophisticated planning strategies that enable clients to leverage and protect the value of their estates. Excel at managing sales, service and implementation of wealth plans through collaboration with other financial specialists, such as private client advisors, investment managers, private bankers, insurance specialists, attorneys, CPA's, and other centers of influence. Licensed attorney (highest peer review rating) and real estate broker. Key strengths include:

- **Winning Sales Teams** – *organized and managed teams of internal financial specialists and outside professionals that sold over $10 million in new business, resulting in $100,000 new annual fees*
- **Business Succession Planning –** *selected, interviewed, and hired independent directors to manage $80 million family business, resulting in increased profitability, better control of expenses, and modernization of plants and equipment*
- **Trust Administration** – *managed all fiduciary responsibilities for accounts totaling over $450 million in assets, generating over $1.2 million annual fees for employer*
- **Nonprofit Companies** – *as chairman of endowment and planned giving, assisted high profile charity with major gift planning for donors and seminars for industry professionals, growing endowment fund by $5 million over 3 years*
- **Investment Management Accounts** – *maintained proper investment objectives and asset allocations on over $400 million in investment accounts, increasing returns for clients and reducing risk for employer*
- **Business Development –** *provided clients with a full compliment of financial services, such as securities and mutual fund investments, insurance products, charitable gift planning, lending and banking products, IRA/retirement planning, and elder services*
- **Real Estate Asset Management** – *acted as relationship manager for accounts totaling over $100 million in real estate, generating over $100,000 in special fees for leasing and sales*
- **High Profile Clients** – *chosen by regional manager over all other trust officers to handle high profile $180 million trust account, due to outstanding skills, experience and ability to meet or exceed client expectations*

PROFESSIONAL EXPERIENCE

WELLS FARGO BANK, San Diego, CA **2006 – 2008**

(Top-tier U.S. bank with $575 billion in assets, 159,000+ employees and 6,000 stores)

Vice President & Senior Trust Administrator 3 (Wealth Management Group)

Relationship Manager handling two distinct functions: **(A)** Trust and estate administration, including legal interpretation of trust documents, trust distributions, management of securities investments and real estate assets, income and estate tax planning, and reporting to trustors, beneficiaries and management; and **(B)** Estate and wealth planning for high net worth clients, including personal financial planning and implementing of comprehensive estate plans, using a full balance sheet approach, which analyzes all aspects of wealth planning and provides clients with a full compliment of financial services, such as securities and mutual fund investments, insurance products, charitable giving, lending, banking, IRA/retirement planning, risk management, and elder services.

- Managed over $450 million trust and investment accounts, including over $100 million real estate assets, resulting in $1.2 million annual fees and $100,000 special fees.
- Managed process for selecting, interviewing and hiring of new board of directors to bolster $80 million family business; new board played critical role in leading company to increased profitability.
- Selected over other trust officers to handle high-profile $180 million trust account, based on specialized knowledge and expertise; succeeded in expanding relationship with client increasing the profitability of the account (investment management account for family foundation - $2.5 million); when client dies the family foundation account will be funded with over $100 million in estate assets.
- Organized and managed teams of internal specialists and outside professionals (attorneys, CPA's, etc.) that sold over $10 million in new business, resulting in $100,000 annual fees.
- Served as trust specialist on cross-functional teams that sold over $20 million in new business, resulting in $200,000 annual fees.

SPARBER RUDOLPH ANNEN, APLC, San Diego, CA **2005 – 2006**

(Full service downtown law firm with 10 attorneys, founded in 1974)

Partner – Head of Trusts & Estates Practice Group

General trust, estate and probate practice, including estate planning, trust administration, family wealth planning, conservatorships, real estate transactions, probate court filings, trust litigation, foreclosures, loan workouts, short sales, and real estate property management.

- Organized and managed trust litigation team, which successfully pushed through dissolution of $30 million real estate partnership (which had been tied up in court for 4 years) and distributed $15 million to trust client; conceived and implemented intervention in family court divorce action (between other two husband-wife partners), which resulted in successful completion of the partnership dissolution.
- Completed $15 million real estate tax-deferred exchange for trust properties (30 condominiums), successfully deferring all state and federal income taxes on the capital gains for trust client.
- Organized and managed financial team which created a $3 million life insurance trust for client, resulting in strategic plan to pay estate taxes upon death of client and preserve estate assets for beneficiaries.
- Managed purchase of $2.3 million loan on commercial property and subsequent foreclosure sale, successfully acquiring property for trust client and earning over $700,000 profit for the client.
- Acted as family wealth counsel for trust client who owned two shopping centers valued over $20 million, giving advice on corporate compliance, leasing matters, and business succession planning.

KLOTZ & ASSOCIATES, APC, San Diego, CA **2002 – 2005**

(Downtown law firm with 1 – 3 attorneys, founded in 2002)

Principal and Founder

General trust and estate practice, including estate planning, trust administration, guardianships, banking and finance, business and corporate law, real estate transactions, and trust litigation.

- Managed $14.5 million shopping center refinance loan for trust client, resulting in client's taking profits out of shopping center and buying out partners.
- Negotiated and drafted 30-year ground lease for trust client on $20 million wind turbine project, creating an income stream out of unusable land (potential for over $200,000 per year income).
- Organized and managed trust litigation team, successfully removing errant trustee, terminating trust, and preserving/ distributing over $1 million in trust assets to family members.

BRANTON & WILSON, APC, San Diego, CA **1994 – 2002**

(Full service downtown law firm with 19 attorneys)

Partner

General trust and estate practice, including estate planning, trust administration, banking and finance, business and corporate law, and real estate transactions and litigation.

- Handled $16 million sale of two real estate investment trust (REIT) properties (private storage facilities), meeting strict deadline to facilitate $500 million public offering; worked closely with securities counsel in New York.
- Managed team of attorneys and other professionals to handle $10 million post-mortem trust administration, including preparation and filing of IRS Form 706 estate tax return.
- Handled $5.5 million charitable remainder trust, resulting in favorable tax treatment for client.

OTHER SIGNIFICANT EMPLOYMENT

SHEPPARD, MULLIN, RICHTER & HAMPTON, San Diego, CA
(International law firm with eleven offices and over 500 attorneys)
Attorney

SHEARSON LEHMAN MORTGAGE CORPORATION, Newport Beach, CA
(Now Lehman Brothers Holdings, with $690 billion in assets and 20,000 - 28,000 employees)
Corporate Counsel

GREAT AMERICAN SAVINGS BANK, San Diego, CA
(Now closed, was federal savings bank with $15 billion in assets and 213 offices)
Mortgage Loan Underwriter

EDUCATION & CREDENTIALS

- Juris Doctorate – Loyola Law School, Los Angeles, CA
- B.A., Biology – University of San Diego, San Diego, CA
- California Real Estate Broker
- State Bar of California (Trusts & Estates, Real Property Sections)
- San Diego County Bar Association (Trusts & Estates, Elder Law and Real Estate Sections)
- Estate Planning Council of San Diego
- Planned Giving Round Table of San Diego
- University of San Diego Real Estate Institute (Commercial and Residential Real Estate Committees)
- Course Moderator, Continuing Education of the Bar (Tax-Deferred Exchanges)

VOLUNTEER LEADERSHIP EXPERIENCE

BOY SCOUTS OF AMERICA, San Diego, CA **1997 – Present**

- (1997 – Present) Boy Scout Troop Leader (Assistant Scoutmaster).
- (2000 – Present) Board Member for Eagle Scout Alumni Association, Vice President – 2008.
- (2003 – Present) Board Member for San Diego – Imperial Council, Boy Scouts of America.
- (2003 – 2006) District Chairman; ran district operations for 115 units and 2,000 Scouts.
- (2004 – 2006) Chairman of Annual Breakfast of Champions, raising over $20K for Boy Scouts.
- (2004 – Present) Chairman of Endowment and Planned Giving Committee, including major gift planning for donors and industry professionals.
    - Increased local Boy Scout Council endowment fund by $5 million from 2004 to 2007.
    - Organized wealth planning educational seminars for industry professionals.
- Eagle Scout.

COMPUTER SKILLS AND PERSONAL INTERESTS

Word, WordPerfect, Excel, PowerPoint, MS Access, Backpacking, Fishing, Golf, Kenpo Karate