Truist Perspectives
magazine

Estate planning for your digital life
Why it matters and how to get started

Understanding charitable trusts
Advice for putting your money to work for you

Protect your wealth with insurance
How to prepare for the unexpected

Issue 1, 2023

Insights for a purposeful, prosperous year

How many times a day do you add to your digital footprint? With each email you send and photo you take, you're creating an electronic record. The amount of digital property each of us "owns" is quite astounding.

What will happen to all your digital items when you're no longer here to control them? Similar to other property you own, it's important to plan now. Step one: Get your digital life organized and make your desires known. There are many rules to follow when creating this plan. We'll tell you about the important ones, and outline more steps to help you begin.

Actionable insights
Our series of insights continues in this issue with three important topics:

- A down year has some questioning a traditional 60/40 portfolio approach, but we think a simple mix of stocks and bonds still works. Find out why.
- As life changes and your wealth grows, it's wise to regularly determine whether you have enough insurance. We describe a few key points that can help.
- Charitable trusts are a popular way to give back as part of your estate plan. We outline the basics of two popular trust types to help you consider the right path.

Memorable advice
What's the best financial advice you ever received? We asked three Truist Wealth teammates whose job it is to give advice. Their responses show that wisdom about money can come from anywhere.

Caring for our communities
Finally, the devastation from Hurricane Ian last year was truly heartbreaking. On our community pages of the magazine, we tell stories of teammates coming together to support the places they live—and each other.

Joe Thompson
Chief Wealth Officer
Truist Financial Corporation

Investment and Insurance Products:
• Are not FDIC or any other Government Agency Insured • Are not Bank Guaranteed • May Lose Value

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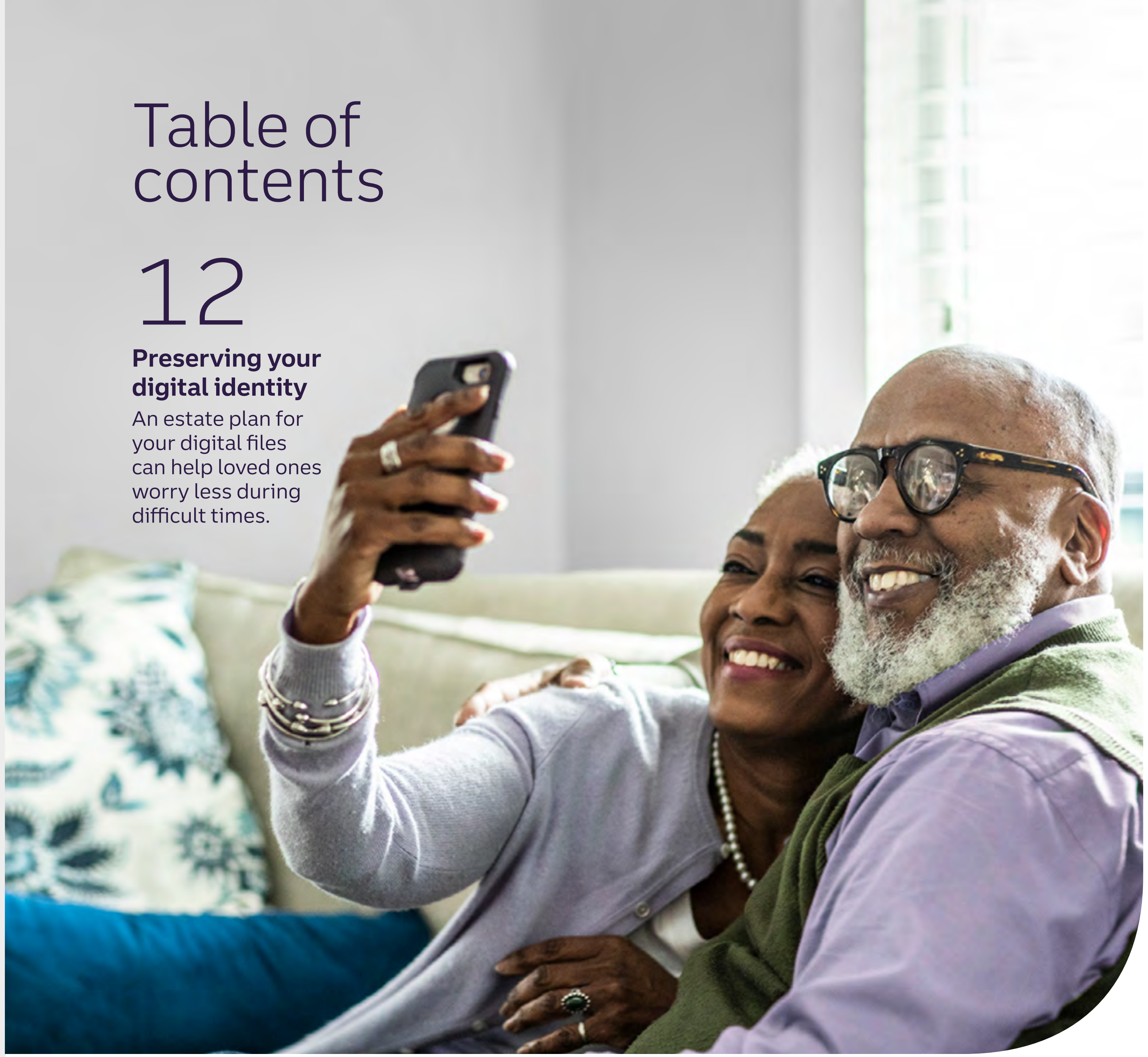


What's new

Our thought leaders help you plan purposefully in the new year.

Our new Truist Purple Paper℠ – The impact of purpose

The lines have blurred between our personal and work lives. For many of us, the line is also blurring between our investments and personal beliefs—where we choose to invest our assets is becoming an extension of what we want for our families and society. We may no longer be keeping careers, family life, hopes, and money in neat, separate compartments.

What does that mean to you? Consider integrating how you want to live—your aspirations, your values, and your purpose—with a financial plan for building and maintaining your wealth.

In our Purple Paper "The impact of purpose," we share perspectives from 13 of our thought leaders on trends and solutions for developing a holistic financial plan in which your decisions are driven by purpose.

Read "The impact of purpose" for insights on connecting your financial plan to the "why" of your life.

3 keys to successfully navigating 2023

We've said goodbye to one of the most challenging years in history for capital markets. For the new year, we see three factors vital to investing:

- **Remain defensive:** Recession risk is elevated, and credit valuations are uncompelling. Invest more in fixed income relative to equities.
- **Remain tactical:** We expect volatile markets that will provide investment opportunities.
- **Remain open-minded:** We find ourselves with an unprecedented post-pandemic backdrop. The historical playbook may be challenged, and a wide range of potential outcomes persists.

> "Investors should remain flexible and **be prepared to adjust** as the data changes."
>
> ***—Keith Lerner,***
> co-chief investment officer
> of Truist Advisory Services, Inc.

To learn more about our recommended investment positioning, **watch a video with Keith Lerner, co-chief investment officer of Truist Advisory Services, Inc.**, and **read our Annual Outlook publication**.

Our take:

Some of the best financial advice we've received

Tips from the Truist team

When you spend your career as a wealth advisor helping clients realize their financial goals, you inevitably gain wisdom from other professionals—and even clients themselves. We asked these advisors to share the wealth, so to speak, by asking for **the best piece of financial advice** they've ever received.

Create a blueprint for success

Have a plan, and start early. While this can be applied to many facets of life, it's certainly applicable to wealth management. Investing for retirement, funding a generational family foundation, or saving for a first home all require proper planning. Without a blueprint, there is little by which to measure success toward a goal. Time is precious: The longer our clients have to execute an investment strategy or savings plan, the higher the likelihood of success to achieve or exceed their goal. While compounding returns are undeniably powerful, time also reduces the short-term effects of market volatility and any life setbacks, and it keeps the client in the driver's seat of financial success.

Gordon Kellam
Managing director

Naples, FL

Prioritize protecting your legacy

Always have a financial plan with protection mechanisms to mitigate the unexpected, regardless of your personal wealth. My sister's husband and three of their four children passed away unexpectedly in a car accident, leaving her and her newborn as surviving family members without a financial plan or wealth strategy. I have witnessed the devastating results of failing to implement a financial plan to mitigate risks, and I sometimes share her experience with my clients as an example of how failing to properly plan has real consequences. I discuss ways for my clients to protect their wealth and legacy with a plan that ensures their family will be taken care of in the "worst-case scenario," so they never have to worry about financial matters, especially during times of grief or hardship.

Meyada Soufan
Senior vice president, wealth advisor

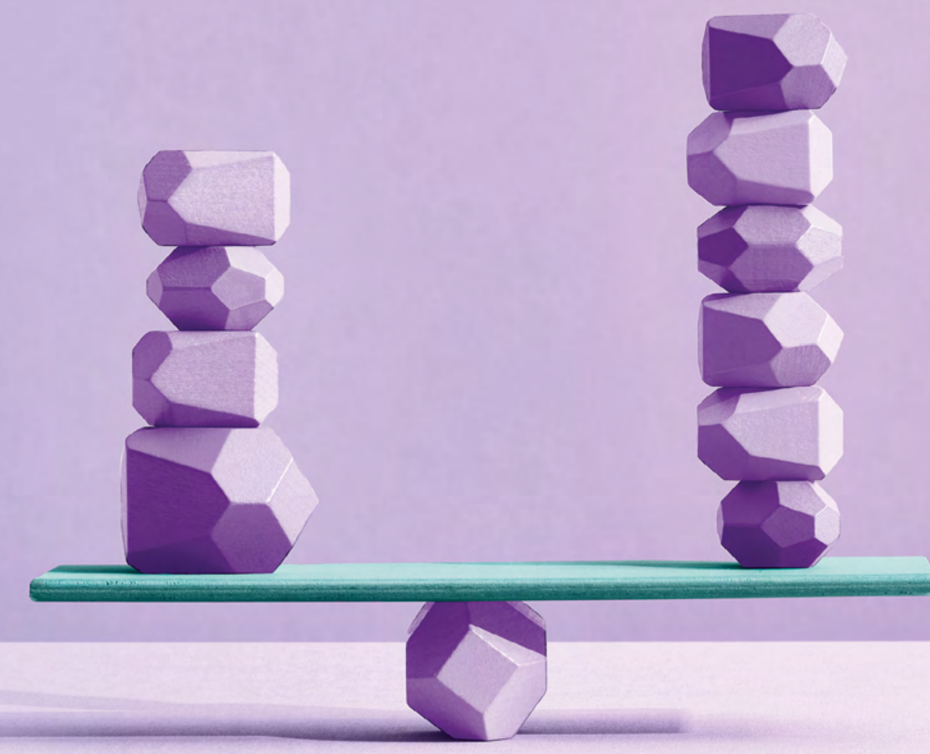
Winter Park, FL

Harness the power of compound interest

"Compounded interest is the eighth wonder of the world and the most powerful thing I've ever encountered. Those who understand it, earn it; those who don't, pay it!" Often attributed to Einstein, this quote is so profound, and accessible to all, yet often ignored. Whenever I share this axiom with young people as they face financial choices throughout their lives, I ask them to ask themselves if the passage of time will make their choice better or worse for their financial life.

Chris Trokey
Managing director, Truist Wealth Sports and Entertainment Group

Nashville, TN



The 60/40 portfolio: Still standing

*A down year has some questioning a traditional portfolio approach. But a **simple mix of stocks and bonds** still works.*

In down markets, you'll often hear that the old rules of investing no longer apply. But they usually still do.

One notorious example: In August 1979, amid a weak period for stocks, BusinessWeek published a cover story titled "The Death of Equities." At that time, the S&P 500 was below 500. But in July 2022, the index was above 4,100—a return of more than 11% a year when you include dividends that are reinvested.

In 2022, another turbulent time in the market, some experts questioned the wisdom of maintaining a portfolio mix of 60% stocks and 40% bonds. This strategy has been a cornerstone of portfolio management for decades. And Wasif Latif, managing director of portfolio and market strategy at Truist Advisory Services, Inc., believes it still should be.

"There are a lot of questions about it, but we don't think the 60/40 portfolio is dead," he says. His conclusion is based on recently published research with Truist Advisory Services, Inc., colleagues Shelly Simpson, senior investment strategy analyst, and Evan Daugherty, investment strategy analyst.

The term "60/40 portfolio" is just shorthand for a strategic mix of stocks and bonds. Stocks are generally riskier than bonds, and depending on your circumstances, time horizon, and goals, it might make more sense to own 70% stocks and 30% bonds or 50% stocks and 50% bonds.

A time-tested strategy

The 60/40 portfolio is effective for many investors because they can benefit from the harmonious historical relationship between stocks and bonds, Latif explains. When stocks go up, bonds tend to go down, and vice versa.

The key is that over the long term, both stocks and bonds have provided positive returns. "Both stocks and bonds tend to move in a positive direction," Latif says. That has been the case in 75 of the past 97 calendar years. "But when there's volatility, bonds can hold up better than stocks."

As a result of this diversification, investors can make progress toward their financial goals in most market conditions. "Even in the 1970s, a bad time for both stocks and bonds, there was a positive return for the 60/40 portfolio" of about 7% annually, Latif says.

But in 2022, we saw stocks fall into bear market territory and bond prices drop. Since 1926, stocks and bonds have both been negative for the year only three times, including in 2022.

Still effective, with a range of options

Regardless, some experts have questioned the future of the 60/40 portfolio because they're concerned that stock and bond returns might not be good enough in the future. An alternative strategy might include owning precious metals, real estate, and commodities.

But the Truist research team believes that the case for the 60/40 portfolio is intact. Bond yields—the interest rate you receive as the bondholder—have increased and will provide more income to help portfolio returns. "While the journey to higher rates has been painful for bonds, we believe these more productive rates provide greater ballast and should support the historical relationship that has benefited the 60/40 portfolio," the team's recent study states.

Another point in favor of a stock/bond mix is that investors have a wide range of choices within these asset classes. Stocks range widely in their risk profiles and growth potential, Latif points out, and investors can add higher-risk, higher-growth stocks to the stock portion of their portfolio, depending on their situation. Bonds also have a wide range of quality, from relatively safe ones issued by the U.S. Treasury to riskier ones that offer higher returns.

Stay in balance

So if the 60/40 portfolio is still an efficient, effective strategy, then maintaining the balance of stocks and bonds you choose is important. Over time, stock price increases and decreases can throw your mix out of whack and turn your 60/40 portfolio into a 70/30 or 50/50 one. If this happens, you might not achieve the return you expect.

To prevent this, periodically rebalance your portfolio by buying or selling stocks and bonds to reach your target mix. It's best to have a systematic approach, Latif says, and to work with your advisor to monitor your portfolio allocation.

As the Truist research states, by maintaining your target mix in a simple, time-tested 60/40 portfolio, you'll be diversified and in a position to help meet your long-term financial goals.

Watch a video commentary with Wasif Latif and Oscarlyn Elder, co-chief investment officer at Truist Advisory Services, Inc.

Insights: Insurance

Ways to protect your wealth with insurance

As your wealth grows, you should regularly determine whether you have enough insurance to meet your liability, asset-protection, and estate-planning needs. ***Here's how to protect your wealth if the unexpected happens.***

Your career, your personal finances, and your family are always changing. So it's important to make sure you have the right insurance coverage to protect yourself today—not the you from a few years ago.

As major life events occur, assess your insurance coverage, says Rob Miles, managing director at Truist Wealth, and periodically review this critical part of an overall financial plan. Miles shared a recent example of a successful financial services executive who was "traveling around the world with no will and no life insurance for his spouse and three young children." Although the executive had developed a solid investment program, he had overlooked this part of the plan and created a major risk.

Beyond builder's grade

Your home and auto policies should be tailored to the unique details of your home, auto, and life.

Auto policy limits vary by state, so you'll need to work with an insurance agent to determine the appropriate coverage based on:

- Your ability to pay for damages caused to others in an accident, should you be at fault—or if another motorist lacks coverage. Hospital bills, vehicle damage, and lost wages can add up quickly.
- The amount of risk you're willing to accept.
- Whether you prefer the peace of mind that comes with a lower deductible versus a higher deductible with a lower premium.

Similar factors come into play with homeowners coverage. Plus, you'll want to ensure your home's unique features are adequately covered. Specialty high-value home insurance also typically provides higher liability coverage, the ability to add flood insurance and coverage for vacation homes, and increased coverage for personal items such as jewelry, fine art, and collectibles.

Another important consideration is personal liability. Depending on your career and community visibility, you could be seen as a desirable "deep pocket" in a lawsuit and exposed to damages above the maximums in your policies. "When you have wealth, you might become a target," says Jacqueline Parks, a Truist wealth strategist.

Umbrella policies and extra personal liability coverage

To give you additional coverage beyond your home and auto policy limits, Parks suggests considering an umbrella insurance policy.

Umbrella policies kick in after your other policies' maximums are exhausted and can provide additional coverage into the millions—often for a relatively low annual premium. But how much you need depends on your assets' total value, the risks involved, and other factors.

Umbrella policies also can provide more than supplemental coverage for your current policies. For example, some umbrella insurance also offers personal liability coverage for other types of lawsuits, such as accusations of libel and slander.

Your policies can also offer additional coverage for unique risks such as kidnapping or ransom. This might sound extraordinary, but if you regularly travel internationally or have a very public career (as an athlete or politician, for example), you should prepare for these potential threats. Athletes and entertainers should also evaluate insurance needs related to the risks involved with performing.

For example, Truist's Sports & Entertainment Group recommends that college athletes who might have the chance to play professionally acquire a personal total disability (PTD) policy. This policy protects athletes against consequences of a career-ending injury.

Policies can replace any current or projected future income, or they can help athletes make a comfortable transition to the next phase of their lives.

Everyone's situation is different, but the Sports & Entertainment Group says a policy that replaces current and projected future income might cost too much.

Insurance products may be subject to underwriting and not all products may be available in all states or markets. All guarantees are subject to the claims-paying ability of the issuing insurance company.

Instead, they advise that athletes focus on an amount of insurance that helps them make a transition as part of an overall financial plan.

Life insurance for estate planning

Different types of life insurance provide varying levels of coverage and benefits. For example, depending on your goals, you might want a term or permanent life insurance policy. Or perhaps a whole or universal life policy—which has a cash value that earns interest and might be helpful if you're currently saving the maximum allowed in tax-deferred accounts.

You should also review your policies regularly. Questions to ask include:

- Are your policies performing as expected?
- Are your beneficiaries correct and the coverage amounts enough?
- When was the last time your policies were reviewed objectively? If more than three years, it's time for a review.

"Life insurance can do more than just provide income replacement for your beneficiaries—it's also an effective financial planning tool to help them pay estate taxes and provide liquidity when it may be needed most," says Nathan Duncan, senior vice president and planning strategist at Truist Wealth. "To take advantage of this benefit, it's typically best to have the policy in an irrevocable life insurance trust. That way, the trust technically owns the policy and the death benefit won't be subject to estate taxes."

As you continue to build wealth, you'll have more to protect. Set regular reviews with your financial and insurance teams to ensure you have the coverage you need.

How charitable trusts can help you reach your goals

They are one way to take a balanced approach.

Charitable trusts are one way to balance your philanthropic wishes with the security of a reliable income stream. They can also provide a single strategy to help you achieve several goals simultaneously—benefiting yourself, your family, and a charity.

"Many people are very charitably inclined," says Patrick E. Beaudry, a senior vice president at Truist Wealth. "They want to make sure that their money does good things. But one thing that sometimes stops them from doing that is they have competing goals. They don't recognize that they can use charitable trusts to tackle more than one goal."

Choosing the right path

Beaudry says there are two main types of charitable trusts: charitable lead trusts and charitable remainder trusts. Their primary differences are who receives the income stream during the life of the trust and who receives the remaining assets when the trust ends.

Income can be generated from the sale of the assets you put into the trust or through money derived from owning the assets, such as dividends.

Important advice to consider

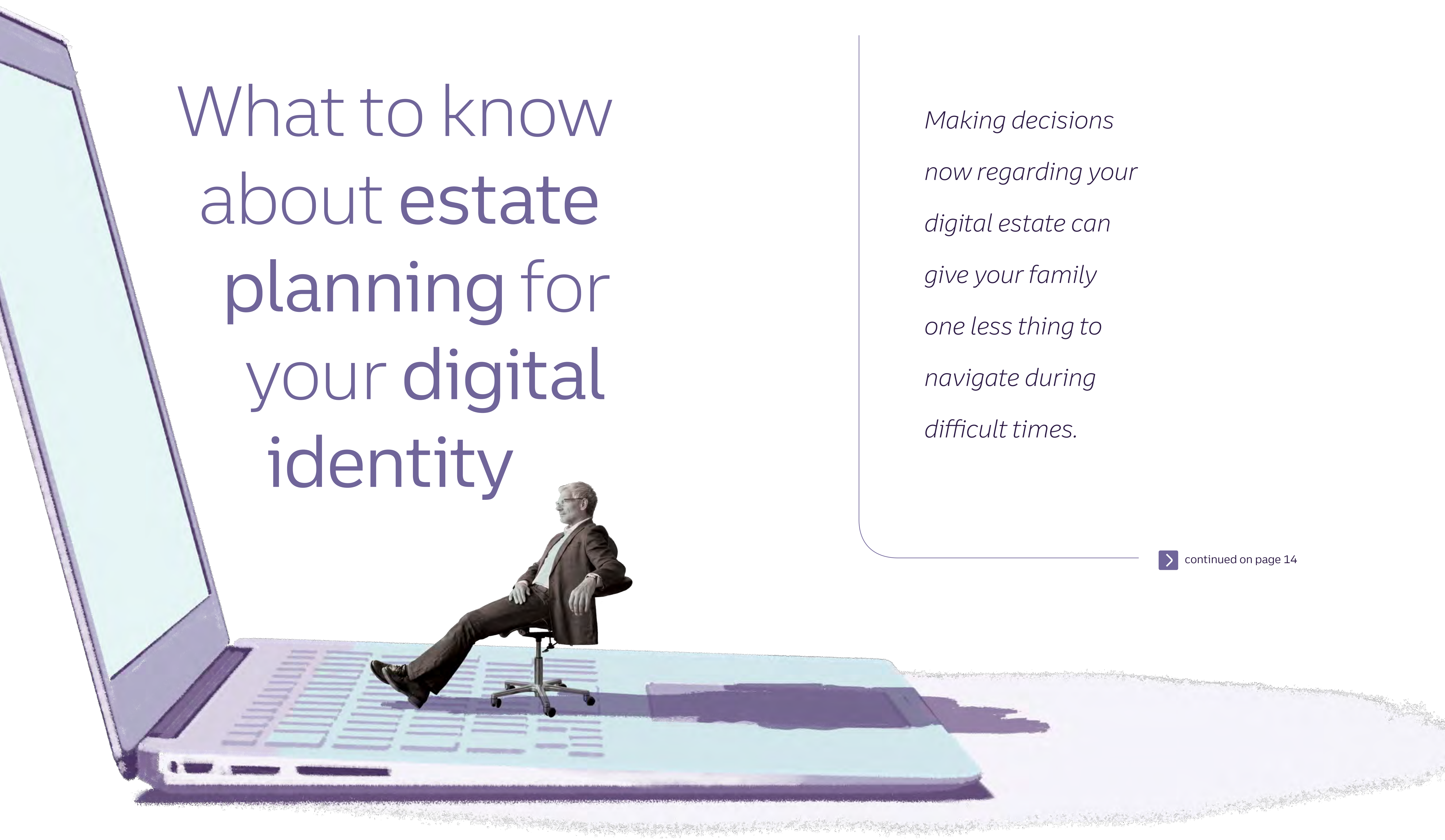
- They are for people with a strong charitable desire. Charitable trusts offer tax benefits, but they aren't designed primarily as a tax planning tool. Instead, they're a charitable giving strategy, Beaudry says. The IRS has rules governing the percentage of trust assets that must be given to charity. You can't receive the trust's tax benefits without really donating money to a charity.
- How you fund them matters. Many types of assets can be put into a trust—cash, real estate, stocks, business interests, and even cryptocurrency, says Nathan Duncan, a senior vice president and advice and planning strategist with Truist Wealth. But you should be thoughtful about how you fund a charitable trust because of the tax implications, Duncan says. For example, you can use charitable trusts to sell highly appreciated assets such as stocks or real estate while preserving their full value (rather than having the value reduced by capital gains taxes).
- They're irrevocable (but you can change the charity). Assets that go into a charitable trust can't be taken back. But, for example, you can set up a charitable trust to benefit one charity for the next 20 years, and then in year seven, redirect future money to a different charity, Duncan says. You can even change the charity multiple times. But Duncan points to one key stipulation: The new qualifying charity must be the same type (public vs. private) as the initial charity.
- Charitable trusts aren't just for the super wealthy. Once clients understand how these trusts can help with multiple goals, Beaudry says, "It really opens up a dialogue where they can say, 'I don't need to be ultra-wealthy to set up these trusts. I can set this up at a reasonable amount and make sure that what I care about is taken care of.'"
- Getting advice is essential. There are many different approaches and nuances when determining the right charitable trust, Duncan says. For example, with a unitrust, you can add more money to the trust—but you can't do that with an annuity trust. The assets in the trust can also be invested, a key consideration to help ensure the trust can make its required payments, Duncan says. Your wealth advisor, along with an accountant and tax expert, can help you determine the best approach.

Your advisor can also help you think about a charitable trust in the context of what you want to accomplish with your overall estate plan.

"Charitable trusts are really good tools, but the tools aren't the important thing," Beaudry says. "The result is what we're really after, and we use the tools to get to the results."

Charitable lead trust	Charitable remainder trust
Both split the assets between a charitable and a non-charitable beneficiary. The main difference is the order of when each receives your gift.	
Pays a qualified charity income from the trust. After a set number of years (or your lifetime), the remaining assets are passed back to you or a beneficiary.	Pays you or a beneficiary an income. The trust ends at the death of the last beneficiary (or a fixed number of years), and then the charity receives all remaining assets.
If you make regular gifts to a charity, or would like to, a charitable lead trust may offer a more efficient way to make those gifts.	A charitable remainder trust funded with a highly appreciated asset allows you to benefit from the sale of that asset without paying capital gains tax when the asset is sold.

What to know about **estate planning** for your **digital identity**



Making decisions now regarding your digital estate can give your family one less thing to navigate during difficult times.

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You respond to an email, check social media, and save photos to the cloud.

With each tap and click, you're creating an electronic record that's rightfully yours. And just as you plan for the legacy of your traditional possessions, you should also plan for the future of your digital assets.

Who will get your digital photos after you're gone? What will happen to your social accounts? Do you want your family to see all your emails? These are important questions that you should consider now, says John Marold, senior vice president and fiduciary resource director at Truist Wealth.

The people who handle your estate after you pass will need access to your digital assets. And in most states, your executor isn't automatically given that access. That's why it's important to name a digital executor and legally provide them with your digital account information.

"People should understand the importance of their digital assets," Marold says. "Just casually giving someone your login ID and password isn't enough. You need a written expression that you're giving them the power to access and manage the digital assets."

> *"Just casually giving someone your login ID and password isn't enough. You need a written expression that you're giving them the power to access and manage the digital assets."*
>
> —**John Marold,** senior vice president and fiduciary resource director, Truist Wealth

But there are so many pieces of your digital life—with more added every day. So how do you begin to create a digital asset estate plan?

Start with a digital audit

Before you can determine an action plan, you need to take stock of your digital footprint. Marold recommends making a list that summarizes all of your online accounts and digital assets, such as:

- Computers, external hard drives or flash drives, tablets, smartphones, digital music players, e-readers, and digital cameras
- Any information or data that's stored electronically, whether it's online, privately in the cloud, or on a physical device
- Any online accounts, such as banking and cryptocurrency, email and communications, social media, shopping and rewards, photo and video sharing, NFTs, video gaming, online storage, and websites and blogs that you manage
- Registered domain names
- Intellectual property, including copyrighted materials and trademarks

"The audit helps you see how broad the subject matter is," Marold says. "It reminds you to look in digital corners that you're maybe not thinking about."

One thing that can kick-start your inventory: The Truist Wealth advisory team offers a planner you can physically fill out, listing digital information along with more traditional assets such as real estate, trusts, and artwork. The planner prompts you to consider some of the less obvious digital assets, such as frequent flyer and hotel rewards programs.

Next, consider a plan for each digital asset

Now that you've taken inventory, think about what you want to happen with each digital asset. Do you want your social media accounts to be deleted after you die? Should your digital photos go to the family member who will cherish them the most? Who's responsible for canceling your online subscriptions?

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To better understand your options, learn more about your state's laws. Most states have enacted some form of the Revised Uniform Fiduciary Access to Digital Assets Act (RUFADAA), which gives you the power to dispose of digital assets in much the same way as tangible property.

RUFADAA allows designated fiduciaries to manage digital property including computer files, web domains, and virtual currency. But it restricts a fiduciary's access to electronic communication accounts and content—such as email, text messages, and social media posts—unless you provide consent in a power of attorney, will, trust, or other official record.

RUFADAA has a three-tiered priority system for how a digital asset is disposed of:

Tier 1: If a digital service offers a tool to designate what happens to your account after you pass away or become incapacitated, this designation prevails over all other documents. For example, you can use Google's Inactive Account Manager to designate a trusted family member to download parts of your Google data. Facebook, Apple, and other popular digital companies offer a similar legacy contact service.

Tier 2: If you don't use a tool from a digital service provider, your direction in a power of attorney, will, trust, or other record is used.

Tier 3: If there are no legal documents, fiduciary access to your account is decided by the digital service provider's terms of service agreement, which often restricts access to the original owner.

When considering whether to grant access to each digital account, it's important to remember all the information that's included in that account.

"There are times you'll want to grant access, and times you don't," Marold says. Granting access to your email account, for example, means every single email in your account can be accessed. "You may be providing information that maybe you don't necessarily want to share."

Finally, put your plan into action

With your inventory of digital assets and general knowledge of the law, you're ready for the next step—making your wishes official. This can include naming an executor to manage your digital property after you die, similar to the executor of a will that distributes your physical property and money. The digital executor can be the same as the will executor or someone else.

"Maybe there's somebody in your family who's better with online details and should be your digital executor," Marold says.

Sarah Slattery is an advice and planning strategist and senior vice president for Truist Wealth. She's part of the team that helps educate clients about estate planning—including digital assets. Slattery recommends communicating your wishes for your digital assets to your family in addition to formally adding them to your plan.

"The more you can explain to family, the easier it is for them to navigate it," she says.

And just as it's important to regularly revisit your overall estate plan, it's also wise to keep your digital asset plan current.

The role of your digital executor could include:

- *Distributing your digital assets to your heirs*
- *Archiving and deleting files and hardware*
- *Closing accounts, ending subscriptions, and continuing to pay bills*
- *Modifying or deleting social media accounts, including informing friends and followers of your passing*

On password management and crypto keys

Your digital executor will need usernames and passwords to access your information. Online services that store your passwords are a convenient way to keep them updated and, if used properly, will help ensure that your passwords are saved in one place for your executor, Marold says.

Some online password managers permit you to delegate access to a trusted third party. But that delegation doesn't mean the third party has legal authority to manage your digital assets after you die or become incapacitated.

With cryptocurrency, the private key needed to access your crypto creates a unique scenario. Since crypto isn't managed by a centralized authority, the private key is vital to accessing your money. The key can be stored in a secure crypto wallet. But, as with passwords, your digital executor needs specific access to the key, or else they won't be able to access the money.

Care in action

Truist supports community—and teammates—during Hurricane Ian

As soon as it was safe, teammates helped with relief efforts.

After the winds died down, Kimberly Scherman walked through the muck back to her house, losing a shoe along the way. Her Fort Myers Beach, Florida, home didn't look so bad, despite the upended vending machine that had somehow made its way to her backyard.

But when she tried to open the front door, it was swollen shut. Hurricane Ian had been strong enough to fill her house with water. It might have looked OK on the outside, but it wasn't habitable.

"I realized my life wasn't going to be normal for quite some time," says Scherman, a senior relationship branch banker at Truist.

She was one of thousands affected by Hurricane Ian in September 2022. Its swath of destruction caused damages estimated between $41 billion and $70 billion.[1]

But help was on the way.

Balancing needs before the storm

Truist branches across Florida closed early the day the hurricane hit. Allison Robinson, head of community branch banking and emerging markets, says it's a balancing act, knowing when to close during emergencies. "We want to make sure we help as many clients as we can with things like cash needs," she says, "and then match that with balancing the safety of our teammates.

"If you're actively engaged, caring leaders, you can do both."

Even as teammates headed home to safety, Truist was still hard at work behind the scenes. "The minute we saw this was going to impact our community, we started pulling together," says Robinson.

"As the storm was hitting, there were so many preparations for the post-storm recovery," says Kimberly Dorsett, Truist market executive for Florida, Texas, and Alabama. "We immediately organized a large humanitarian effort to the affected areas in southwest Florida to ensure basic needs were provided for our teammates and the community." They also tracked teammates very closely. "Who's staying, who's leaving. We wanted to have a clear view of their journey to safety."

Going above and beyond

Scherman was one of those teammates. When she and her husband, Jason, learned the storm surge was going to be as high as 15 feet, they headed to higher ground. With Jason's son and their macaw, Peaches, they took only a few meaningful possessions and walked to a nearby resort managed by their friend. He was still there, working in an otherwise evacuated building.

There, they waited out the storm on the second story. The water reached up to their balcony, and they could hear the first floor crumble and break. It was a trying time, but Scherman stayed positive. "We had no water or anything," she says, "but we had each other, and we had my bird." (Peaches offered comic relief, giving voice to everyone's emotion as she yelled "Argh!" from time to time.)

Scherman and her family fled to a nearby resort. The storm reached the second story.

At dawn, after the storm passed, they walked to their house to see the damage. On the way, Scherman saw two of her Truist clients, who approached her with banking needs. She directed them to the phone number to call. She also began hearing from Truist teammates, including leaders she'd never met. They texted and called, asking how she was, some offering to come to Fort Myers Beach to help. "I don't think you're allowed on the island, but thank you," she texted, astonished by the sheer number of people who reached out.

Teammates provided food, shelter, and emotional support.

The couple's car was destroyed in the storm, so they had to walk off the island to safety. But once they did, Truist had arranged for a shuttle to take Scherman and other teammates to get rental cars.

Truist also put about 75 teammates and their families, including Scherman's, in hotels. And Kevin Hart, retail region leader, took her shopping for clothes and got her a suitcase to hold everything. He followed up by heading to a pet shop for a cage for Peaches. "They went above and beyond to get us started," she says. Other teammates had similar experiences.

"We had leaders calling people, saying, 'Hey, do you want to meet me? I'm going to let you walk through the store and just pick out some items,'" says Robinson. "They did it one by one to give them care and respect in the situation."

Many teammates lost their cars to the flooding. So Dorsett and Truist's dealer finance and risk team streamlined a process for them to get low-interest car loans. With such a loan, Scherman bought a Ford Bronco when she learned it could drive through tire-high water.

Aid for the community, too

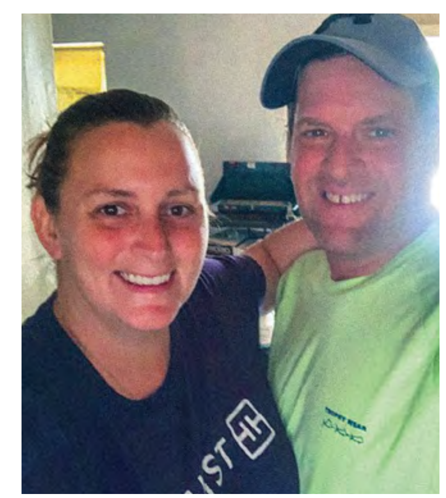
Truist provided immediate assistance to teammates and the entire community.

The Truist Foundation jumped into action as well, donating a total of $1.25 million to communities impacted by Hurricane Ian in Florida and South Carolina.

Relief efforts were challenging. Roads were blocked, and conditions were dangerous. Robinson had to turn away teammates who were offering to drive in sooner than was safe. Once roads were passable, she estimates at least 175 teammates came to help distribute supplies in Estero, Fort Myers, and Port Charlotte, Florida. That included Truist CEO Bill Rogers and Dontá Wilson, chief retail and small business banking officer at Truist.

Stations were set up with food, towels, cleaning supplies, water, and more. "Bill Rogers flew in with tarps because he heard we needed them," says Robinson.

"It's care in action that makes a difference," she adds.



Kimberly Scherman and her husband know better days are ahead.

When your whole company is behind you

Scherman was incredibly grateful to teammates for all they did after the storm, yet she also resisted the assistance. "I've worked hard for everything I have," she says, her voice breaking. "And when you're put in a position of having nothing, it's hard to accept help."

> "Having our executive leadership pivot so fast and be with us every step of the way and do whatever it took to support us **exemplified purpose to all of us."**
>
> —***Kimberly Dorsett,***
> Truist market executive for Florida, Texas, and Alabama

Dorsett says it was easy to take the next right step to help the community and teammates, without a lot of red tape. "Having our executive leadership pivot so fast and be with us every step of the way and do whatever it took to support us exemplified purpose to all of us," says Dorsett. Most recently, Dorsett helped create a Thanksgiving event to provide meals for affected teammates.

Scherman hopes to be back home by early 2023, even if the entire house isn't livable yet. Supply drives for the community are ongoing at Truist branches. Scherman met Bill Rogers at one of them. "He gave me a very strong handshake and a coin with Truist's purpose written on it. He said if I'm ever worried or scared just to hold this, to know that the whole of Truist is behind me for anything that we may need.

"I've never been so proud to work for a company than I am to work for Truist."

[1] "CoreLogic Analysis Shows Final Estimated Insured and Uninsured Damages for Hurricane Ian to be Between $41 Billion and $70 Billion," CoreLogic, October 6, 2022.

A sweet ride

Today's cutting-edge automobile technology delivers safety, style, and luxury at virtually every price.

Where's the line between a basic car and a luxury ride? The answer might surprise some discerning drivers as they shop for their next vehicle.

"Not long ago, active safety features such as automatic emergency braking or adaptive cruise control were the big things in high-end vehicles," says Matt Degen, senior editor at Kelley Blue Book. "Those features have trickled down to basic models."

At the same time, higher price tags don't necessarily deliver better technology. "Ultra-luxury brands have a different model cadence than other brands, and they don't update as frequently," says Degen, whose job is to review automobiles from the ordinary to the sublime.

"If you buy a Rolls-Royce, it's going to drive like nothing else you've ever driven. But it may not have the bells and whistles that you'd see on a Tesla," Degen says. "Yet a Tesla won't have the same powertrain or handcrafted finish as a Rolls-Royce. There's exclusivity in the ultra-luxury market, and you can't really put a price on that."

The best car features depend on how you define luxury and innovation. If you're in the market for a new vehicle, here's a look at what you might see on the showroom floor.

Top-of-the-line tech

Biometrics – Vehicles equipped with biometrics can adjust seat and mirror positions based on the driver's facial features. Some high-end cars even have fingerprint-activated storage compartments.

Semi-autonomous driving features – Forget fully self-driving cars; we're not there yet. But autonomous vehicle technology is becoming so advanced that features like turning assist, collision warning, blind-spot cameras, and hands-free driving assistance are becoming standard. Luxury cars are "smarter" now. "Their ability to prevent accidents is getting really good," Degen says.

Augmented reality – Augmented reality takes heads-up display technology a step further by integrating real-time information from the vehicle's cameras for, say, enhanced navigation.

Luxury amenities

Infotainment systems – Is bigger better when it comes to infotainment systems? "There's what I would call a screen war going on," Degen says. "Screens are getting larger and larger, and some are curved, or they stretch all the way across the dashboard."

Adventure features – Luxury doesn't end when you get where you're going. "Drivers want not only the car itself, but what the car can allow them to do," Degen says. "It's part of the adventure." That's why features like pull-out camp kitchens, built-in coolers, and tent kits are showing up on luxury trucks and SUVs.

Pure bling – If tech and adventure aren't for you, consider the car's look and feel. From Breitling clocks and fiber-optic starlight roofs to lambswool floor mats and massaging seats, the sky's the limit when it comes to extravagant features and finishes.

"I don't think consumers have ever had a better range of choices, whether it's a long-range electric car, a supercharged V8 muscle car, or an ultra-luxury car," Degen says. "That window may be closing as legislation starts to limit combustion engines, but right now, no matter what kind of buyer you are, there's something special out there for you."

Top luxury cars searched for at **Kelley Blue Book**[1]

Rank	Make and model
1	Tesla Model 3
2	Lexus RX
3	Tesla Model Y
4	Audi Q5
5	Genesis GV80
6	Lexus NX
7	Genesis GV70
8	Acura MDX
9	BMW X5
10	Lexus ES

[1] Based on organic traffic volume, monthly average, through August 2022.

"Charitable trusts are really good tools, but the tools aren't the important thing. The result is what we're really after, and we use the tools to get to the results."

Patrick E. Beaudry
Senior vice president at Truist Wealth (from "How charitable trusts can help you reach your goals," pages 10-11)

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