

2026 TRI-STATE TRUST FORUM

OCTOBER 1 & 2, 2026
Venue at Portwalk Place
Portsmouth, NH

The New Hampshire Bankers Association, in cooperation with the Maine Bankers Association, Vermont Bankers Association, Inc. Trust Committees, and the NH Trust Council, invites you to attend this year's Tri-State Trust Forum.

MAINE
BANKERS
Association

NH Bankers
ASSOCIATION

VBA
Vermont Bankers Association, Inc.



NEW HAMPSHIRE
TRUST COUNCIL

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	AGENDA
WEDNESDAY	SEPTEMBER 30
Tee Times TBD	EARLY ARRIVAL GOLF Enjoy a day of golf at a local course. It's all for fun! Pre-registration required and further details will be provided as we get closer.
THURSDAY	OCTOBER 1
8:00 AM – 9:00 AM	EXHIBITOR & SPONSOR SET UP
9:00 AM – 9:30 AM	REGISTRATION & COFFEE WITH EXHIBITORS AND SPONSORS Sponsors: Cheetah – Exhibitor Receptions Fifth Third – Exhibitor Reception MainStreet Advisors – Thurs Afternoon Break Exhibitors: Estateably Infovisa, Inc. ProxyTrust Systems Engineering Trust Investment Solutions Thomson Reuters
9:30 AM – 9:35 AM	WELCOME Susan Martore-Baker , <i>President</i> , Cambridge Trust Company of NH <i>Chair</i> , NH Bankers Association Trust Committee Jeff Nowell , <i>SVP of Client Relationship Management</i> , Mascoma Wealth Management <i>Chair</i> , Vermont Bankers Association Trust Committee
9:35 AM – 10:15 AM	TRI-STATE ECONOMIC UPDATE Andrew Paolillo , <i>Vice President of Member Lending & Strategies</i> Federal Home Loan Bank of Boston A view of the local tri-state economy.
10:15 AM – 11:00 AM	THE UNIFORM VOIDABLE TRANSACTIONS ACT IN NEW HAMPSHIRE: IMPLICATIONS FOR TRUSTS, CREDITORS, AND ESTATE PLANNING Moderator: Heather Perkins Ogmundson , <i>VP, Associate Counsel & Chief Compliance Officer</i> , Jordan Park Trust Panelists: TBD This presentation will provide a broad overview of the Uniform Voidable Transaction Act and its recent adoption in New Hampshire, with particular emphasis on how New Hampshire modified the uniform act to protect qualified New Hampshire trusts and the state's trust industry. The program will explain the benefits of modernizing the older fraudulent-transfer statute, identify the estate-planning issues raised by the

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	UVTA and its official commentary, and discuss practical implications for trustees, estate planners, fiduciaries. It will also compare New Hampshire's approach with Maine and Vermont, highlighting how regional differences may influence trust situs, asset-protection planning, entity planning, creditor litigation, and future legislative developments in northern New England.
11:00 AM – 11:15 AM	MORNING BREAK Sponsored by
11:15 AM – 12:15 PM	MARKETING TO THE NEXT GENERATION Speaker Invited Every generation has its own characteristics that are driven by its experiences, beliefs, and values – learn how to engage with your audience effectively, increase brand awareness and build an authentic connection.
12:15 PM – 1:00 PM	LUNCH Sponsored by FEDERATED HERMES
1:00 PM – 1:45 PM	INTERNATIONAL MARKETS UPDATE Alex Urbani, CFA, Managing Director MainStreet Advisors This session evaluates the current economic and policy landscape and market environment, highlighting key trends, risks, and developments shaping investment decision-making and portfolio construction.
1:45 PM – 2:45 PM	FRAUD/CYBERSECURITY PANEL DISCUSSION Moderator: Jamie Schupp, <i>Director of Risk & Compliance Management</i> Pohl Consulting and Training, Inc. Panelists: Cameron G. Shilling, <i>Director, Litigation Department, Chair-Cybersecurity and Privacy Group</i>, McLane Middleton Law Firm (Invited) Erik Thomas, <i>Director of Advisory Services</i>, Systems Engineering An expert fraud and cybersecurity panel for trust and wealth managers will address the rise of AI-driven deepfakes, Business Email Compromise (BEC), and strict SEC compliance to help protect high-net-worth clients while managing internal firm risks
2:45 PM – 3:00 PM	AFTERNOON BREAK WITH EXHIBITORS Sponsored by MAINSTREET ADVISORS
3:00 PM – 4:00 PM	TRUST INSTRUMENTS IN ACTION: DRAFTING, INTERPRETATION, AND FIDUCIARY DECISION-MAKING Moderator: Heather Perkins Ogmundson, <i>VP, Associate Counsel & Chief Compliance Officer</i>, Jordan Park Trust Panelists: Mark Bartram, <i>Trust & Estate Planning Attorney-Shareholder</i>, Sheehan, Phinney Brendan Mitchell, <i>VP-Chief Fiduciary Officer</i>, Market Street Trust Company Deanna Meehan, <i>Founder & President</i>, Blackbird Trust Services, LLC

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This roundtable, audience participation-style discussion, will examine recurring trust administration challenges that arise from the interpretation and drafting of trust instruments. Participants will discuss how trustees and counsel should evaluate governing law, principal place of administration, dispositive provisions, distribution standards, tax clauses, fiduciary powers, trust protector provisions, modification and decanting authority, and ambiguous language before taking action. The discussion will also address when informal interpretation is sufficient and when court instruction, beneficiary consent, a nonjudicial settlement agreement, reformation, modification, or decanting may be appropriate.

Drawing on practical experiences, common drafting issues and the lessons of relevant case law, the program will explore the duty of impartiality, the duty to inquire, the treatment of beneficiary interests, and the documentation trustees should maintain when making significant administrative or distribution decisions. Participants will also be invited to share their own experiences and perspectives on what counsel should build into trusts before administration begins, including administrative roadmaps, fiduciary division provisions, tax-status guidance, reporting rules, trust protector authority, dispute-resolution procedures, modification tools, consent and release mechanisms, and succession provisions that can reduce uncertainty, minimize disputes, and support more effective trust administration.

4:00 PM - 5:00 PM

THE HIDDEN POWER OF SEGMENTATION: BOOST EFFICIENCY, DRIVE PROFITABILITY

John Henry, *Business Development Officer*

AssetMark

Client segmentation works differently in each industry and practice, and yet there are common methods of segmenting to be found almost everywhere. For financial advisors, the most common segmentation is by clients' contribution to assets under management (AUM), but segments by age, profession, and other characteristics can also be valuable. By positioning your clients according to criteria such as assets, revenue, age, and profession, you can achieve a high level of personalization with your services. This session will explore solutions and improvement ideas.

5:00 PM - 6:00 PM

EXHIBITOR RECEPTION

Sponsored by CHEETAH and FIFTH THIRD

Join us for a reception and peer discussions. Also take a little time to thank our sponsors/exhibitors for their support for our event.

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FRIDAY	OCTOBER 2
8:15 AM – 9:00 AM	FULL BREAKFAST WITH EXHIBITORS AND SPONSORS Sponsors: Cheetah – Exhibitor Receptions Fifth Third – Exhibitor Reception MainStreet Advisors – Thurs Afternoon Break Exhibitors: Estateably Infovisa, Inc. ProxyTrust Systems Engineering Trust Investment Solutions Thomson Reuters
9:00 AM – 9:05 AM	WELCOME Susan Martore-Baker , <i>President</i> , Cambridge Trust Company of NH <i>Chair</i> , NH Bankers Association Trust Committee Jeff Nowell , <i>SVP of Client Relationship Management</i> , Mascoma Wealth Management <i>Chair</i> , Vermont Bankers Association Trust Committee
9:05 AM – 10:05 AM	HOW TO HELP YOUR CLIENTS AVOID ELDER ABUSE Moderator: Christa Clapp , <i>MPA, Elder Abuse Program Specialist, Elder Abuse and Exploitation Unit, Consumer Protection and Antitrust Bureau</i> , New Hampshire Office of Attorney General Panelists: Aaron Ferenc , <i>Deputy Commissioner of Banking</i> , Vermont Department of Financial Regulation Acacia Colby , <i>paralegal</i> , NH Banking Department Jesse A. Devine , <i>Securities Administrator</i> , Maine Office of Securities Elder financial abuse can impact financial security, fracture families and lead to a potential loss of trust. Learn how you can protect your clients from becoming victims of elder financial abuse.
10:05 AM – 10:15 AM	MORNING BEVERAGE BREAK WITH THE EXHIBITORS Sponsored by
10:15 AM – 11:15 AM	BUILDING A COMPETITIVE, SCALABLE WEALTH MANAGEMENT PROGRAM Anne Schutt , <i>VP of Business Development</i> Midwestern Securities Trading Company, LLC Bank wealth management programs are no longer just a source of non-interest income, but a key deposit defense strategy. Many investment firms are starting to strategically target loans and deposits, and your wealth management program is a major line of defense to better serve your clients and prevent deposit outflow. This session will walk through some of the industry trends impacting banks in the wealth management space, as well as discuss tangible ways to evolve your program to ensure it is competitive with what outside investment firms are offering your customers. It will also discuss ways to make your program scalable so you can continue to grow, while still providing top-notch service to your clients.

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	Goals: > Gain a deeper understanding of the true competitive landscape for banks > Discuss assessing broker-dealer/OCIO relationships > Learn best practices to become more competitive > Understand key ways to build a more scalable program
11:15 AM – 12:15 PM	COPILOT & AI FOR BANKING AND TRUST PROFESSIONALS Mike Lannen, Founder Eternity Most of your team has heard about Microsoft Copilot. Far fewer have watched it draft a client review letter, summarize a dense trust document or compliance memo, or clean up an account spreadsheet in the time it takes to refill the coffee. This session shows trust officers, wealth managers, and bankers exactly where AI saves real time in everyday work and, just as important, where it should never be trusted without a human check. You will leave knowing what to try Monday morning and how to keep it safe. Takeaways: ➤ Put Copilot to work in real banking and trust tasks ➤ Build your own custom AI Agent ➤ A simple rule to catch AI mistakes
12:15 PM	ADJOURNMENT