

## Fiduciary Operating Plan—Instructions

*(To be submitted by federal branches licensed less than two years or as required by the OCC.)* Submit a copy of the projected operating plan or feasibility study prepared to support the establishment of the proposed fiduciary operation. The plan, at a minimum, should address sufficiently the following considerations.

1. Discuss the applicant bank's plans for fiduciary activities at the federal branch and how they relate to the bank's overall United States strategy.
2. Identify the proposed primary market area by:
  - Demonstrating the need for fiduciary services in the proposed market area and the degree to which business may be drawn from outside this area.
  - Specifying the types of fiduciary services to be offered and the fees to be charged for each service.
3. Identify the institutions offering fiduciary services in the same market area and their competitive role, including their relative size and market share of fiduciary business. The applicant should describe in what way it intends to draw from those institutions or otherwise establish its fiduciary customer base.
4. Provide an estimate of the number of fiduciary accounts and the projected volume of assets under management for the first three years of operation.
5. Provide a resume or work experience chronology of the proposed trust officer(s).
6. Discuss any additional factors that the applicant considers may be relevant to OCC's decision.