

SOLICITATION OF TRUST, CUSTODY AND  
ASSET MANAGEMENT SERVICES  
FOR WAYNE WEALTH MANAGEMENT<sup>1</sup>.

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As a full-service bank, Wayne Savings Community Bank cares about your investment goals and objectives. That is why we work hard to deliver quality financial products and services that fit your financial needs both now and in the future. We recognize that for many of our clients, part of their estate planning involves the creation or on-going administration of a living trust, testamentary trust or other fiduciary and investment management account services. As a result, we often refer our valued clients, such as you, to Wayne Wealth Management, which provides a full array of trust, custody and asset management services for individuals.

In referring you to Wayne Wealth Management, we want you to know and understand more about our relationship with Wayne Wealth Management:

- Wayne Savings Community Bank and Thomasville National Bank (Thomasville National Bank does business under the name Wayne Wealth Management) have entered into a written agreement whereby Wayne Savings Community Bank has undertaken to contact those persons and organizations that may wish to utilize the trust, custody, or investment management services of Wayne Wealth Management and to recommend or introduce such persons and organizations to Wayne Wealth Management. In addition to providing recommendations or introductions, Wayne Savings Community Bank may also perform other administrative or office support services for Wayne Wealth Management and provide furnished, office space and other use of Wayne Savings Community Bank's facilities and equipment. Wayne Savings Community Bank may also assist Wayne Wealth Management in developing client relationships, and where appropriate, maintain continuing contact with the clients introduced to Wayne Wealth Management to ensure that referred clients are fully satisfied with their relationship with Wayne Wealth Management and with the trust or investment services received from Wayne Wealth Management. Please note, however, that only Wayne Wealth Management will be performing the trust or investment services for you.
- In return for Wayne Savings Community Bank's assistance and services, Wayne Wealth Management has agreed to compensate Wayne Savings Community Bank up to 25% of the trust, custody, or investment management fees actually received from Wayne Wealth Management clients who have been referred to Wayne Wealth Management by Wayne Savings Community Bank. For each referred client/account, Wayne Savings Community Bank's agreement with Wayne Wealth Management provides that Wayne Savings Community Bank will continue to receive the agreed-upon referral fee payment for so long as Wayne Wealth Management continues to provide trust or investment services to such referred client.
- If you decide to establish a fiduciary account with Wayne Wealth Management, the services provided to you by Wayne Wealth Management will be based on Wayne Wealth Management's standard fee schedules for the type and size of your account and the scope of services being performed for you. **ACCORDINGLY, PLEASE KNOW THAT ANY REFERRAL FEE PAYMENT PAID TO WAYNE SAVINGS COMMUNITY BANK BY WAYNE WEALTH MANAGEMENT WILL NOT CAUSE YOUR FEES WITH WAYNE WEALTH MANAGEMENT TO BE INCREASED IN ANY WAY OR SUBJECT YOU TO A HIGHER RATE OR FEE SCHEDULE.** Thus, the scope of your services, and the related

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<sup>1</sup> Wayne Wealth Management is a trade name of Thomasville National Bank, Thomasville, Georgia.

account fees charged by Wayne Wealth Management, would have been the same whether or not you are referred to Wayne Wealth Management by Wayne Savings Community Bank.

- If you decide to establish a fiduciary account with Wayne Wealth Management, also understand that you will be contracting only with (or establishing a fiduciary relationship only with) Thomasville National Bank (which does business under the name Wayne Wealth Management). While Wayne Savings Community Bank does have a contractual relationship with Wayne Wealth Management to provide specified support and services (as disclosed in this document), Wayne Savings Community Bank *is not* an affiliate, partner, joint venturer, or other related party of Wayne Wealth Management. As a result, Wayne Savings Community Bank has no control or influence over Wayne Wealth Management or your fiduciary account with Wayne Wealth Management. Wayne Savings Community Bank is also *not* authorized to enter into any agreement or undertaking on behalf of Wayne Wealth Management with any person or organization, and no person acting on behalf of Wayne Savings Community Bank may render any investment advice or make any fiduciary decision on behalf of Wayne Wealth Management.

**By signing below, the undersigned acknowledges that he/she has read and understands each of the foregoing statements and disclosures of Wayne Savings Community Bank and Thomasville National Bank (which does business under the name of Wayne Wealth Management), and that this disclosure document was presented to the undersigned prior to meeting with any representative of Thomasville National Bank regarding its investment management and fiduciary services.**

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Print Name: \_\_\_\_\_