



*For Immediate Release*

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## **Trust Company of America Discontinues REIT Transfer Agent Business Line**

*Organizational shift allows dedication of more resources to Institutional Advisor clients*

DENVER (December 17, 2007) – Trust Company of America, a specialized provider of custody services to fee-based Registered Independent Advisors, today announced the discontinuation of its REIT transfer agent business line.

“Over the past several months, we have performed an extensive review of our business lines, analyzing resources, revenue, market share, and market potential,” said Terry Reitan, Trust Company of America president and CEO. “Ultimately, we determined that our company and clients would be best served if we refocused our resources and efforts away from our REIT transfer agent line of business.”

Trust Company of America’s REIT transfer agent clients have been notified of the discontinuation that will take place gradually over the next several months. In keeping with the company’s focus on client service, Trust Company representatives will help current transfer agent clients transition to a new service provider.

Reitan noted that the move will allow Trust Company of America to dedicate more resources to the company’s other business lines.

“We are experiencing tremendous growth in our institutional advisor services, including an annualized compound growth rate of over 50 percent so far this year,” said Reitan. “We ultimately decided that to maintain this high level of growth – and further build on our best-in-industry client service that fueled it – we should focus our talents and efforts on business lines that are of higher value to our institutional advisor clients.”

### **About Trust Company of America Institutional Advisor Services**

Trust Company of America Institutional Advisor Services is an independent, differentiated provider of custody, trading, and back office services to fee-only registered investment advisors. Trust Company Institutional Advisor Services provides unique benefits such as a state-of-the-art modeled strategies trading platform, specialized support for advisors who sell through representatives, and a flexible, complete fee management program. Trust Company Institutional Advisor Services delivers the scalability advisors need to spend less money on overhead and more time growing their business. For more information about Trust Company of America’s unique services for advisors, please visit [www.trustamerica.com/investment-advisor](http://www.trustamerica.com/investment-advisor).

**About Trust Company of America**

Trust Company of America is a specialized provider of custody and back office services to the financial services industry. Utilizing advanced technology and responsive client support, Trust Company services include registered investment advisor custody services, self-directed IRA account administration, and secure information processing. Trust Company is a privately-held company headquartered in Centennial, Colorado. For more information on Trust Company of America services, visit us at [www.trustamerica.com](http://www.trustamerica.com)

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