



"Success depends on a due mixture of special and non-special minds - of minds which attend to the means and of minds which attend to the end"

Walter Bagehot (1826 - 1877)
British Author and Banker

At Trust Services, S.A. we have that essential combination of minds. Walter Bagehot also said: "One cannot make men good by Act of Parliament". In a similar vein, professionalism is either just on the surface or substantive and so if you are venturing offshore, wherever you choose, remember the financial services equivalent of the Seven Pillars of Wisdom:

- Deal with professionals who are licensed in the jurisdiction where their principal office operates.
- Do business with professionals who are audited annually, preferably by an international firm.
- Consider obtaining references or find out how long the business has been operating.
- Take into account the calibre of management, particularly their qualifications and experience.
- Give thought to meeting the senior personnel before conducting business.
- Do not base your choice of professionals on the lowest fees tariff.
- Take tax and legal advice whenever it is necessary.

Our Seven Pillars of Wisdom is not infallible of course, and in the end it may come down to judgement on your part.