David L. Sullivan, CTFA

DIRECTOR OF TRUST & WEALTH MANAGEMENT

(860) 240-1022

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Practice Areas

Trust & Wealth Management

Education

National Trust Graduate School, American Bankers Association, Graduate Trust Certification

New England School of Banking, Trust Certification

Colby College, B.A. (with honors) (International Political and Economic Relations)

Overview

David joined Reid and Riege in 1995 to manage the Trust & Wealth Management practice and has more than 30 years of experience working closely with clients to organize retirement and other investment assets, manage cash flow, execute charitable and family gift plans, and assist with other complex financial security needs.

David assists families by:

- Consolidating assets from multiple disparate advisors into coherent buckets for clients who have grown weary of managing the assets themselves. He works closely with the firm's investment advisor to coordinate assets and set investment objectives to provide appropriate cash flow, reserves and growth to meet clients' long term security needs.
- Working closely with surviving spouses and family members to provide continuity, peace of mind, and security during difficult transitions.
- Assisting clients with the fiscal and psychological change that is part of the retirement process as they shift from being net earners and accumulators to spenders of assets.
- Paying estimated taxes, overseeing the collection of documents for tax season, and reviewing drafts of tax returns prepared by clients' accountants.
- Paying bills and managing cash flow for clients, which frees them to travel abroad for extended periods of time.
- Organizing and executing large multi-year gifts to charitable organizations for clients, both anonymously and for recognition.
- Helping to structure and administer trusts for children with challenging personal situations.

Although there are often similar circumstances that occur with clients, David approaches each situation individually and works collaboratively with each client to find solutions that create peace of mind and security.

When a family's need calls for it, David gets involved in more complex or unusual circumstances. For example:

- He manages a web of interrelated family trusts, some of which own family business assets and farm property, to co-ordinate goals appropriate for each separate family entity, but organized around commonly held family goals and values.
- He helps the two principals of a family corporation manage corn and soy farmland, and has made several trips to the mid-west to interview and hire farm managers and meet with farmers.

Professional Designation

- Certified Trust and Financial Advisor (CTFA)

Professional & Community Involvement

- Investment Committee for Northern Middlesex YMCA, Member
- Haddam Land Trust Investment Committee, Member
- Estate and Business Planning Council of Hartford (EBPC Hartford), President (2010-2011)
- Connecticut Forest and Park Association
    - Board Member, Vice President (2005-2011)
    - Executive Committee
    - Development Committee Chair