Michael S. Neri

PROFESSIONAL EXPERIENCE:

Visting Professor of Practice/Adjunct Professor of Law - August 2025 to Present
Wilmington University School of Law, Wilmington Delaware
Adjunct and Visting Instructor for Wills, Trusts and Estates class. Visting Professor of Practice for Professional Responsibility, Property and Trust and Estates Skills Course. Reviewed recommended casebooks. Created syllabi using the casebook supplemented with the appropriate Delaware case and statutory law. Guest speakers were invited to provide additional experiential learning. Used the Canvas Learning Management System and other Wilmington University applications. Created learning aids, practice problems, and student examinations.

Head of Delaware Trust Services, Director - December 2022 to Present
JTC Group (Formerly Citicorp Delaware Trust Company, Citi Private Bank), Greenville Delaware
Managed Citibank's Delaware trust company. Supervised, motivated and mentored a team of trust professionals. Ensure all Delaware accounts are administered responsibly and efficiently in accordance with bank policies and procedures. Represented the Delaware trust business both internally to Bankers and product partners, and externally to ultra-high net worth clients, prospects and their advisers. Driving force for innovation to improve internal and external processes to enhance the client experience. Provide Delaware expertise to the new business review team. Approved new Delaware business. Led internal audits and OCC examinations. Member of several risk committees. Proactively reviewed and modernized statutory trust business.

Senior Delaware Trust Team Leader, Managing Director– November 2009 to Present
U.S. Trust Company of Delaware, Wilmington Delaware
Directly supervised a staff of over 35 trust professionals administering over $40 Billion of assets with fees exceeding $39 Million. Presented to internal associates, external COI's and clients on Delaware trusts. Presented several times at the Delaware Trust Conference, Estate Planning Council and at internal sales conferences. Review and accept new business. Approved negotiated fees. Personally managed three separate billion dollar relationships for over 15 years. Successfully merged Merrill Lynch Trust Company of Delaware with U.S. Trust Company of Delaware. Partnered with Bank of America and U.S. Trust transition groups to merge policies, procedures and fee schedules and to create new marketing materials. Manage Merrill Lynch and Legacy US Trust based trust business. Supervise annual bank examinations, audits and self-identified audit issues. Corporate Secretary and Chair of the Administrative and Investment Review Committee. Partner with inside and outside counsel to resolve complex fiduciary matters.

Senior Trust Officer, Director and Vice President – April 2005 to November 2009
Merrill Lynch Trust Company of Delaware, Wilmington, Delaware
Established new trust company and administration office. Grew business to over 300 accounts and more than $1.3 billion of assets under management. Chairman of trust committee. Managed Delaware trust administration team. Interviewed, hired and trained staff for Delaware trust office. Partnered with new product development, marketing, internal counsel and others to create and roll out new Delaware trust products. Partnered with trust sales to promote Delaware trust products. Presented on Delaware trusts to trust sales staff and financial advisors. Reviewed and accepted new Delaware trust prospects. Administered a book of high net worth client trusts. Regularly met with clients, financial advisors and legal advisors regarding ongoing administrative and estate planning issues. Merged with U.S. Trust Company of Delaware in 2009.

Senior Trust Administrator – September 2000 to April 2005
Loring, Wolcott & Coolidge Office, Boston, Massachusetts
Managed the administration of trust, investment management and retirement accounts for ultra-high net worth family office. Lead a team of nine trust administrators. Served as a technical and legal resource to trust administration team. Managed portfolio of commercial and residential real estate. Reviewed account contracts and estate documents. Researched probate, fiduciary, income, retirement and estate tax planning issues and law.

Published legal and administrative updates for the office. Prepared investment programs and account specific performance reviews. Prepared and reviewed gift tax returns. Managed estate and gift tax audits. Interviewed trust administration candidates. Organized and completed an office-wide administrative review and digesting of over 1,000 irrevocable trusts.

Associate Attorney - August 1998 to September 2000
Flowers and Lichtman, LLP, Boston, Massachusetts
Developed sophisticated financial and estate plans for high net worth individuals. Drafted estate planning documents from wills to life insurance trusts. Advised clients on retirement distribution planning. Administered various trusts. Researched tax law relating to all matters ranging from corporate reorganizations to estate tax elections. Presented innovative income and estate tax preservation ideas. Financial and tax analysis of commercial real estate deals including like-kind exchanges. Prepared personal, fiduciary, partnership, corporate, gift, and estate tax returns. Prepared client advisory documents.

PROFESSIONAL AFFILIATIONS:
Massachusetts Bar - Admitted attorney in good standing

Delaware State Bar Association – Former Chair of Estate and Trust Section, Current active member

University of Delaware – Founder of Trust and Wealth Management Program, Advisory Board Member, Marketing Committee Chair

Delaware Estate Planning Council - Active Member

Wilmington Tax Group - Active Member

Philadelphia Federal Reserve Bank – Former Board Nominating Advisory Committee Member

EDUCATION:
Certified Trust Financial Advisor (CTFA), 2003
American Bankers Association, National Graduate Trust School, Northwestern University, Evanston, Illinois

Juris Doctor (JD), 1998, Dean’s List, Distinguished Oral Advocate
Suffolk University Law School, Boston, Massachusetts

Master of Business Administration (MBA), 1995, Dean’s List, Concentration in Accounting
University of Massachusetts, Boston, Massachusetts

Bachelor of Science (BS), 1993, Dean’s List, Agricultural Business Management
University of Delaware, Newark, Delaware