

Key Accounts Manager

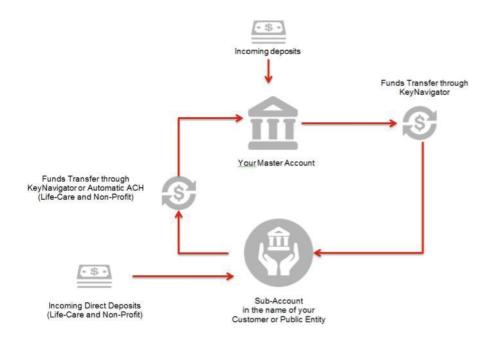
User Guide



Table of Contents

Key Accounts Manger Overview	03
1.1 Industry and State Availability	04
1.2 Support	06
Sub-account Opening and Closing	07
2.1 Open Sub-Account	07
2.2 Close Sub-Account	11
Reporting	15
3.1 Available Reports	15
3.2 Understanding Your Key Accounts Manager Reports	15
3.3 Understanding Life-Care and Nonprofit Reports	18
Fund Transfers	21
4.1 Transfer Funds Between Master Accounts	21
4.2 Transfer Funds Between Master and Sub-Accounts	22
Appendix	 25

Key understands the importance of providing you with clear, easy-to-follow steps to set up your subaccounts. The Key Account Manager (KAM) solution segregates client escrow funds into separate sub-accounts, each clearly identified by a unique account number, as well as your Social Security number or taxpayer ID number. Each sub-account is also linked to a single master account for disbursements.



To further simply the process, you will receive a monthly summary report via KeyNavigator®, our 24hour internet-based delivery channel. This report clearly describes all sub-account transaction activity and delivers the detail you need to reconcile efficiently and accurately.

You will also be mailed 1099s for sub-accounts with an accrued interest of \$10 or more per year. Key Accounts Manager is backed by a dedicated support team, so you will have access to the answers you need, leaving any guesswork behind.

With Key Accounts Manager, you will also enjoy the convenience of spending less time on bookkeeping and paperwork, while you enjoy the added value of earning a competitive money market rate of interest on all of your sub-account balances.

1.1 Industry and State Availability

Key Accounts Manager is available only for use in specific industries and for specific purposes.

Key Accounts Manager Version	Industry		
Rental Security	Property owners and management companies, for handling security deposits, including:		
	ApartmentsStorage units		
Life-care	Facilities that offer life-care, including: Nursing homes Extended care facilities Assisted living facilities		
Attorney Escrow	Legal firms as trustee, including: • Estate and trusts • Court settlements NOT IOLTA/IOTA		
Real Estate Escrow	For managing escrowed funds for real estate construction: Title companies Real estate developers		
Pre-Need and Funeral Trust	Funeral service providers		
Family Self Sufficiency	Public housing authorities		
Non-Profit	Non-profit organizations		
Public	Government entities		

Based on state laws and regulations, Key Accounts Manager can only be offered in certain states. The following grid shows Key Accounts Manager Version availability by state.

	Rental Security	Life Care	Attorney Escrow	Real Estate Escrow	Pre-need & Funeral Trust	Non- profit	Family Self- Sufficiency	Public
Alaska		Х	Х	х		х	X	Х
Arizona		Х				Х		
Colorado	х	Х	Х	х		Х	Х	Х
Connecticut			Х	х		Х	Х	*
Idaho	х	х	Х	Х		Х	Х	Х
Indiana	х	х	Х	Х		Х	Х	*
Kentucky	х	х	Х		Х	Х	Х	*
Maine	х	х	Х	Х		Х	Х	*
Michigan	х	х	Х	Х		Х	Х	*
New York	х	Х	Х	Х	Х	Х	Х	*
Ohio		х	Х	Х		Х	Х	*
Oregon	х	Х	Х	Х		Х	Х	Х
Utah	х	х	Х	Х		Х	Х	Х
Vermont	х	х	Х	Х		Х	Х	*
Washington	Х	Х	х	Х		Х	х	*

^{*} Contact your Payments Advisor for availability.

1.2 Support

The Key Accounts Manager Support Team is available Monday through Friday, 8:00 a.m. – 5:00 p.m. ET. The Key Accounts Manager Support Team is not available on weekends or federal holidays. The Key Accounts Manager Support team can provide communications to you through secure email or by phone.

- Phone: 800-361-4031, Dial 711 for TTY/TRS
- Secure Email: Key_Accounts_Manager@keybank.com
- Mailing Address:

KeyBank Key Accounts Manager

OH 01-51-2005

P.O. Box 5598

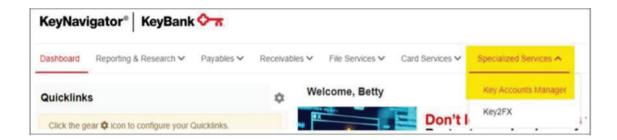
Cleveland, OH 44101-5998

Issues related to the usability of the Key Accounts Manager module on KeyNavigator will be handled through online alerts within the application.

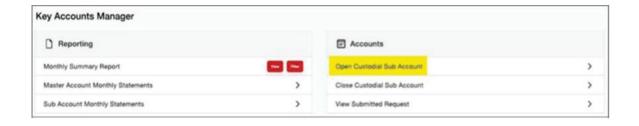
When possible, requests to open and close sub-accounts should be made through the Key Accounts Manager module for added security and improved experience. A KeyNavigator User with access to Key Accounts Manager and a Company Administrator role (Platform or Common Services) will need to complete the steps below.

2.1 Open Sub-Account

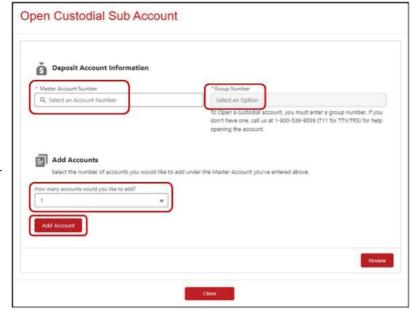
1. After logging on to KeyNavigator, select Specialized Services and then select Key Accounts Manager on the main navigation page.



2. Under the Accounts section, click on Open Custodial Sub Account.

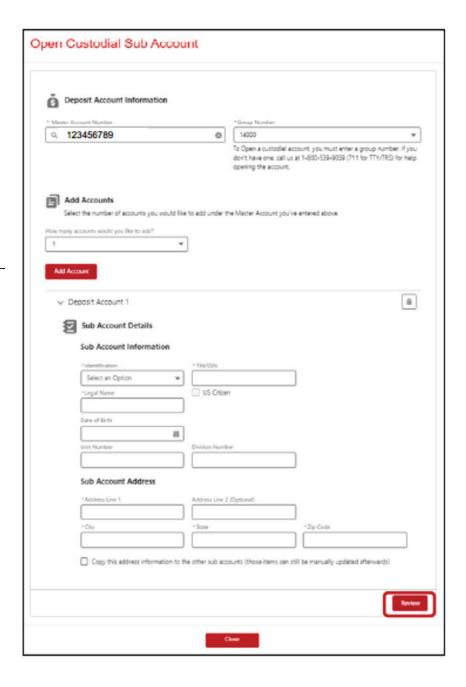


- 3. Complete the Open Custodial Sub Account form.
- 4. Click in the Master Account **Number** field to reveal a drop-down of all Master Accounts. Select the Master Account to which the new sub-account(s) will be linked.
- 5. Click in the Group Number field to reveal the Associated Group Numbers. Choose the Group Number under which you want the new subaccount(s) opened.
- 6. Select up to 20 sub-accounts to open. Clicking Add Accounts again will provide 20 more, up to 50.



- 7. Click **Add Account** to create the **Sub-Account Details** section.
- a. Each account section will need to be completed (see next step).
- **Note** Clicking on Close will cancel the request.
- 8. Complete the Sub-Account Details section for each sub-account that is being opened, including specific account details and address.
- **Note** You can copy address information to the other sub-accounts. If required information is missed, the form cannot be submitted and the missing information section will be highlighted.
- 9. Once completed, click on **Review** to proceed to the next step. Clicking on **Close will cancel** the request.

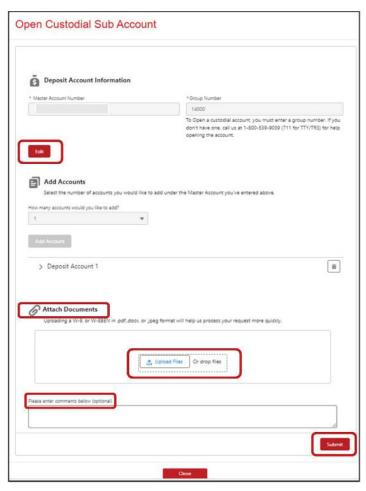
*Note** You can add more accounts here, if needed, by clicking on the Add Account button. These accounts must be tied to the already selected Master Account and Group Number. _____



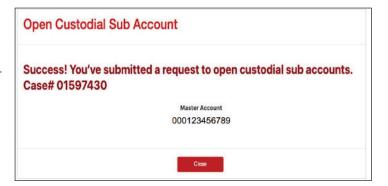
10. Edit the previous information provided, including adding more sub-accounts, if needed.

Note If you EDIT and change the Master Account number, it will override all previous information provided. To open additional sub-accounts under a different Master Account, you will need to complete a new request.

- 11. Drop or upload any required documentation as a .pdf, .docx, or .jpeg under the Attach Documents (see **Appendix** for required listing.)
- 12. Add any comments you feel are needed to help with the completion of the request.
- 13. Click **Submit** to have this request submitted and worked on by the KAM team.



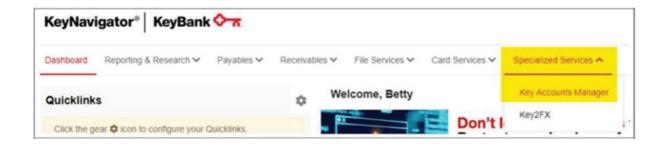
14. After submitting the request, you will receive a success notification referencing the associated Master Account to the subaccounts you requested to have opened.



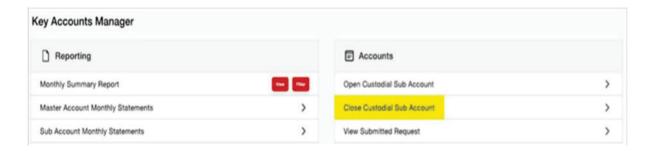
Note To open or close a Master Account, please reach out to the Relationship Officer or Client Manager assigned to your relationship.

2.2 Close Sub-Account

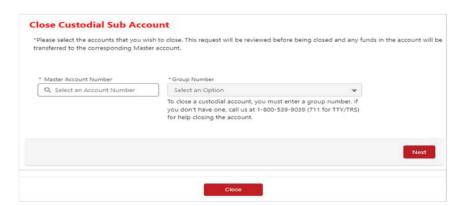
1. After logging on to KeyNavigator, select Specialized Services, then select Key Accounts Manager on the main navigation page.



2. Under the Accounts section, click on Close Custodial Sub Account.

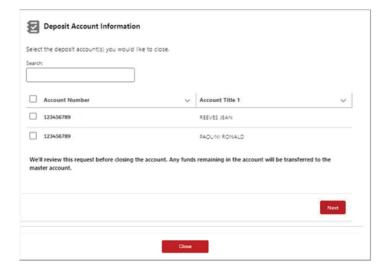


3. Click in the Master Account Number field to see/select the Master Account number from the drop-down list provided. Click in the Group Number field to have the corresponding Group numbers populate for you to choose from. Wait for the sub-accounts to populate.



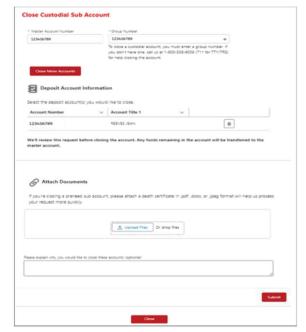
4. Select the sub-accounts that need to be closed by checking the box next to the account number(s). Click **Next** to continue or **Close** to cancel the request.

Note The request will be reviewed by the KAM team before closing the subaccount(s). Any funds remaining in the account will be transferred to the Master account.

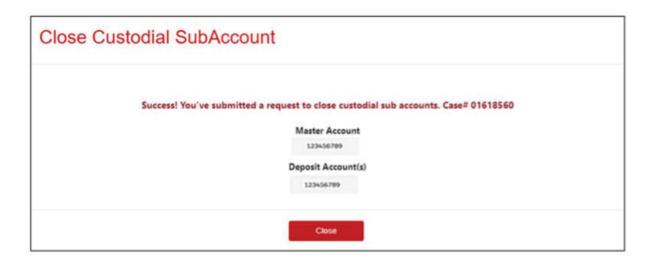


5. Download required documents for any sub-account requiring further documentation. A death certificate should be attached for pre-need sub-accounts. Attachments can be in .pdf, .docx, or .jpeg formats. You can add any comments that you feel would help with the request. Click **Submit** to be taken to the final step or Close to cancel the request.

Note If you need to close more accounts related to this Master Account, you can click on the Close More Accounts button. If you change the Master Account number, it will override the original request.

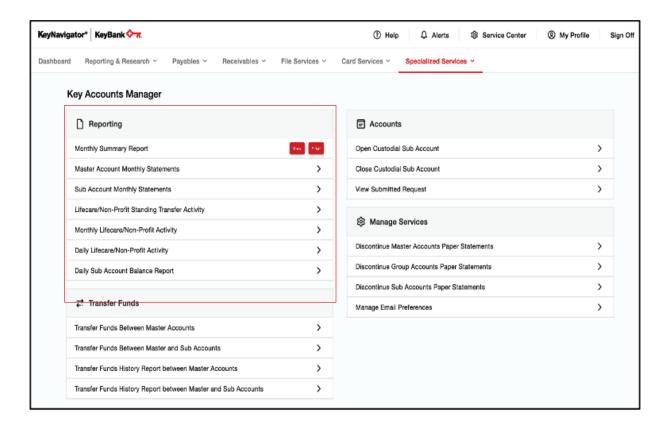


6. After submitting the request, you will receive a success notification referencing the associated Master Account to the sub-account(s) you requested be closed.



Key understands how important it is to provide you with clear, easy-to-follow reports for your treasury functions. Key Accounts Manager enables you to have a sub-accounting service that manages escrow deposits by linking multiple interest-bearing sub-accounts to a single master funding account.

Key Accounts Manager provides comprehensive sub-account information at your fingertips. Reports can be viewed online using KeyNavigator's Key Accounts Manager module.



3.1 Available Reports

The following reports are available through Key Accounts Manager on KeyNavigator:

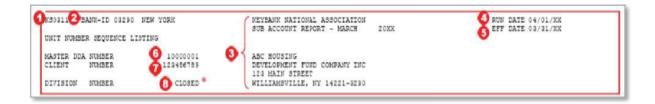
Report	Description	Availability	
Monthly Summary Report	All sub-account transaction activity	4th business day of the month	
Master Account Monthly Statements	Bank statements for master accounts	Monthly	
Sub-account Monthly Statements	Bank statements for sub-accounts	Monthly	
Life-care/Non-Profit Standing Transfer Activity Report	SSI/SSDI payments received by Life- care Sub-accounts (these payments are transferred into the master account automatically)	Daily (if activity occurs the previous business day)	
Monthly Life-care/Non-Profit Activity	Life-care Sub-Account activity	Monthly	
Daily Life-care/Non-Profit Activity	Life-care Sub-Account activity	Daily	
Daily Sub-account Balance	Daily balances of the sub-accounts	Daily	
Funds Transfer History (Between Master Accounts)	Transfers between master accounts	45 calendar days	
Funds Transfer History (Between Master and Sub-accounts)	Transfers between master and sub- accounts	45 calendar days	

3.2 Understanding Your Key Accounts Manager Reports

Key Accounts Manager reports are organized in up to five sections. Your report may not contain all five sections. These sections are:

- Section I: Divison Closed Sub-Account Detail
- Section II: Division Year to Date Closed Sub-Account Summary
- Section III: Division Open Sub-account Summary
- Section IV: Division Year to Date Open Sub-Account Summary
- Section V: Master Closed and Open Year to Date Summary

Header



The **Division Number** in the report header on each page identifies the section you are viewing.

- 1. Report Number: (For bank use)
- 2. Bank ID: (For bank use)
- 3. Report Title: Name of report, time period covered, client name and address
- 4. Run Date: Date the report was produced
- 5. Eff. Date: Date the report is "as of" (effective date)
- 6. Master DDA Number: Key Accounts Manager master account number
- 7. Client Number: Bank-assigned number to identify the set of sub-accounts associated (aka, "group number"). Multiple groups may be associated with the same master account.
- 8. Division Number: Optional number you assign of up to six (6) digits for the purpose of segregating sub-accounts within a group to produce subtotals on the report. For closed subaccounts, the division number is "CLOSED." If you have not assigned values to open accounts, the division number will be "000000."

In Sections I and III, the first line displays monthly values and the second line displays year-to-date values. The Division Number in the report header on each page identifies the section you are viewing. Accounts in Sections I-IV are sorted by the (optional) unit number field.

Note If for some reason an account does not reconcile from beginning balance to ending balance, it will be denoted by two asterisks (**). Contact Key Accounts Manager Support if you need more information.

Sections I and III



Sections II, IV, and V



- 9. Unit Number: Optional value you assign to identify sub-accounts of up to seven (7) alphanumeric characters. If you do not assign a value, the unit number will be "0000000." Sub-accounts are sorted by unit number.
- 10. Name: Name of the sub-account funds owner
- 11. Sub-Account Number: The account number of the sub-account
- 12. SPC: (For bank use)
- 13. Cust Number: Last four (4) digits of the sub-account funds owners' Social Security number or "0000" if certified by W-8BEN
- 14. Status: Sub-Account status "ACT" open sub-account; "INA" closed sub-account. Closed subaccounts are reported for one (1) year from the date of closure.
- 15. Open/Clo Dt: Date the sub-account was opened or closed
- 16. Beginning Balance: Prior month ending balance or "0.00" for newly opened accounts
- 17. Open Balance: The amount of the first item (i.e., check) deposited to the sub-account. If multiple items are deposited, only the first item will be displayed.
- 18. Interest Paid: Amount of interest credited to the sub-account
- **19. Management Fee:** (not available)
- 20. Withholding: Bank will withhold some interest for tax purposes if sub-account funds owner is subject to withholding as indicated on W-9 or W-8BEN.

- 21. Other Debits: All debit transactions except Management Fee and Withholding
- 22. Other Credits: All credit transactions except Interest Paid
- 23. Ending Balance: Beginning Balance + Other Credits + Interest Paid Withholding Management Fee - Other Debits
- 24. Month: Month
- 25. Active Accounts: Count of open sub-accounts
- 26. Inactive Accounts: Count of closed sub-accounts. Closed sub-accounts are reported for one (1) year from the date of closure.
- 27. Division/Master Account Totals: Year-to-date totals

3.3 Understanding Life-Care and Nonprofit Reports

The Daily and Monthly Life-Care Activity reports display all transactions in sub-accounts, including incoming deposits and amounts automatically transferred to the master account, residual funds (allowances), and the maximum amount that can remain in the sub-accounts. Activity for each of your locations appears together, with totals for all locations displayed at the end of the report.

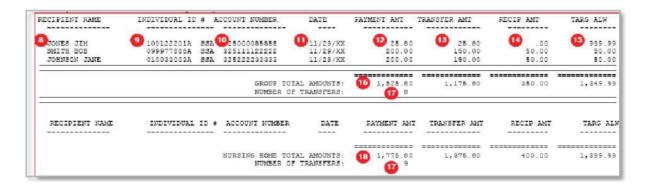
The Life-Care/Non-Profit Standing Transfer Activity report is generated twice a month when Social Security payments are received in the sub-accounts (generally on the 4th and 15th days of the month). Deposits are grouped together and totaled by location.

Header



- 1. Report Number: (For bank use)
- 2. Report Title: Name of the report
- 3. Run Date: Date the report was produced
- 4. Bank Name: (For bank use)
- 5. Group Number: Bank-assigned number to identify the set of sub-accounts associated
- 6. Name: Client or Facility Name
- 7. Account: Master account number

Activity



8. Recipient Name: Sub-Account funds holder (beneficiary)

Individual ID#: SSA/SSI claim number

10. Account Number: Sub-Account number

11. Date: Effective date of the transfer

12. Payment Amount: Amount of payment received

13. Transfer Amount: Amount that was automatically transferred by the Bank to the master account

14. Recip Amount: Amount of funds remaining in the sub-account to be used as a personal allowance by the funds owner. This amount is determined by the facility and Social Security Administration.

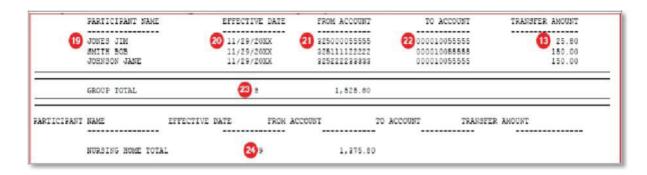
15. Targ Alw: Maximum balance that may remain in the sub-account

16. Group Total Amounts: Summary amounts for the group.

17. Number of Transfers: Summary count for the group/facility

18. Nursing Home Total Amounts: Summary amounts for the facility (all groups)

Standard Transfer Activity

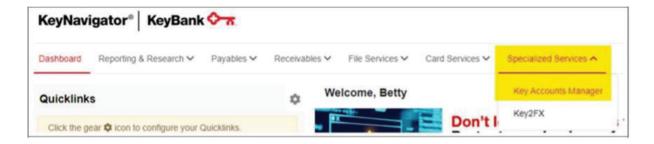


- 19. Participant Name: Sub-Account funds owner
- 20. Effective Date: Effective date of received payment and automatic transfer to the master account.
- 21. From Account: Sub-Account number
- 22. To Account: Master account number or alternate account number (if requested)
- 23. Group Total: Summaries for the group
- 24. Nursing Home Total: Summaries for the facility (all groups)

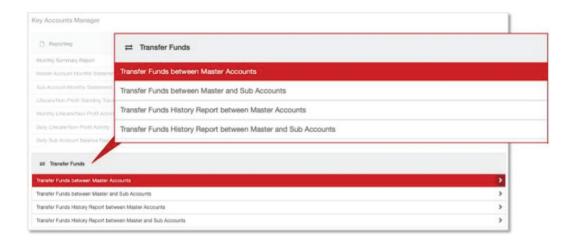
Funds can be transferred online via the Key Accounts Manager section between two master accounts and between master and sub-accounts. Transfers between sub-accounts are not allowed.

4.1 Transfer Funds Between Master Accounts

1. After logging into KeyNavigator, select Specialized Services then select Key Accounts Manager on the main navigation page.



2. Under Transfer Funds, select Transfer Funds between Master Accounts.



3. Use the drop-down menus to select the relevant Master Accounts from and to which the funds should be transferred. Enter the transfer amount then click Next.

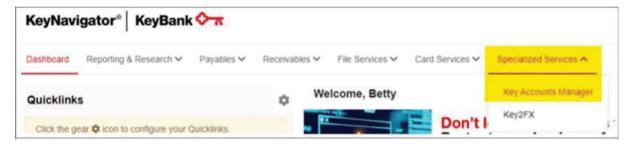


4. Review the information and click **Accept** to submit the transfer and view the **Request** Confirmation.

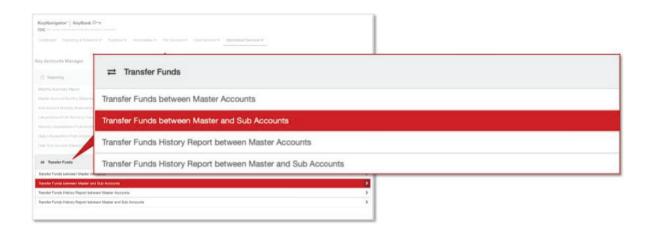


4.2 Transfer Funds Between Master and Sub-Accounts

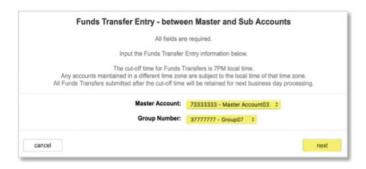
1. After logging on to KeyNavigator, select Specialized Services and then select Key Accounts Manager on the main navigation page.



2. Under Transfer Funds, select Transfer Funds between Master and Sub Accounts.



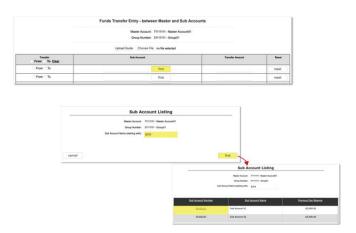
3. Use the drop-down to select the relevant Master Account and Group Number, then click Next.



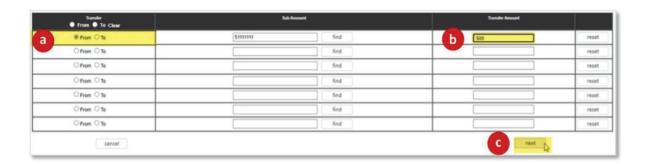
4. Either manually enter multiple transfers (to do so, skip to Step 5) or enter these transfers into a spreadsheet (.csv file), then click Choose File to upload, then Skip to Step 7. For information on how to upload these files, click Upload Guide and follow the instructions.



- 5. If not uploading a .csv file, click **Find** to select the Sub Account number.
 - a. Type the **beginning letters or numbers** for the relevant Sub Account.
 - Click Find.
 - Click the hyperlinked **Sub Account Number**.



- 6. From the Transfer page:
 - a. Indicate whether you are transferring From or To the relevant Sub Account.
 - Enter the **Transfer Amount** in dollars.
 - c. Repeat steps 5–7b for any additional transfers, then click **Next**.



7. Confirm that your transfer information is correct. Click Edit to make any changes. Click Approve to complete the transaction.



Appendix

Required Documentation

A W-9 or W-8BEN should be attached for the following sub-account types:

- Rental security
- Real estate escrow
- Life-care
- Nonprofit
- Pre-need sub accounts

Attachments can be in .pdf, .docx, or .jpeg formats.

Viewing Submitted KAM Requests

You can view the most recent Open or Close Service Requests by clicking on View Submitted Requests under the Accounts section on the KAM homepage, or by going directly to Service Center, Service Requests.

KAM Homepage



Service Center, Service Requests

