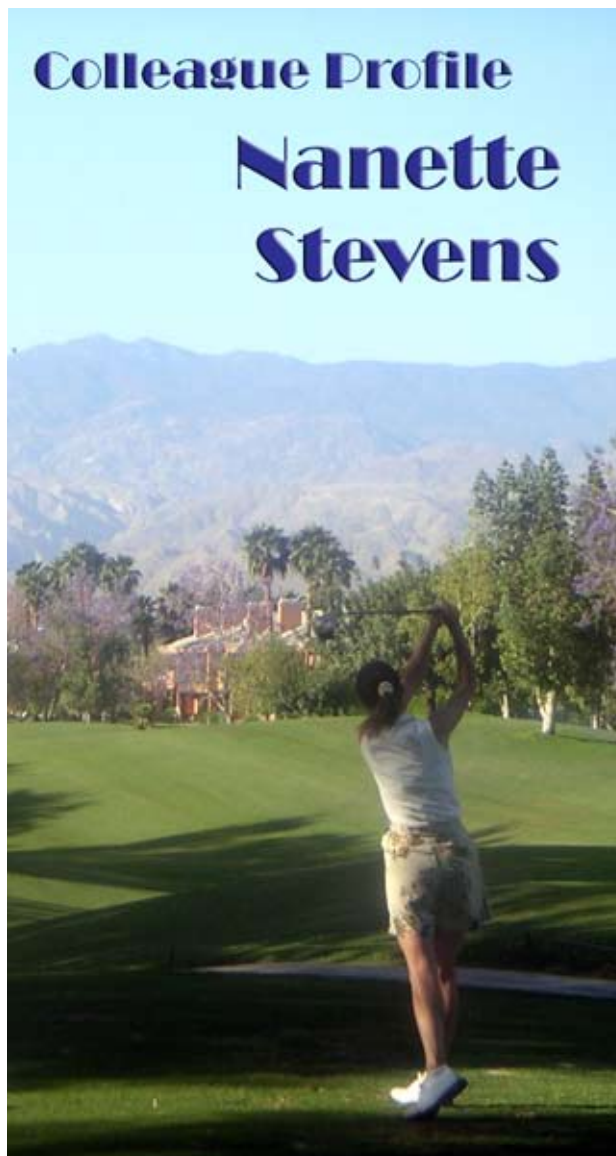


Nanette Stevens was addressing a group of bankers taking a course on trust services. She had recently left a brokerage firm to join the Trust Department of Vermont National Bank as an investment manager. When asked why she left, she replied “I was encouraged to sell the riskiest investment products because they generated the highest commissions. One morning I felt I couldn’t look at myself in the mirror and I decided to leave.” The year was 1989. Ten years later, almost to the day, she co-founded the Trust Company of Vermont.

Nanette’s a skilled investment manager, but when asked what she likes about working in trust her response is “I am very organized, and I like to get things done. I get a good feeling when I can use these skills to help people”.

In our company, the investment managers are not isolated from the client. Although they all have much in common, we are unable to suppress their individuality. Recognizing this, we try to match our client’s needs and personality to the manager that is the best match. Nanette’s a natural project manager and she’s a perfectionist. What we have discovered is that these particular skills are very much in demand. Clients not only want us to pay attention to their portfolios, they want us to help in collateral family matters from riding herd on the attorney to finish the will, to taking care of a relative with special needs.



Colleague Profile

Nanette Stevens

*“She’s half my size
and out-drives me?”*

- Anonymous 230 lb male golfer

So we would like to profile a colleague who has these special skills. However, we have one problem. Our profilee is reserved. You wouldn’t notice this if you met her. You certainly wouldn’t see it on the golf course when she collected her winnings on the 18th tee. But this profile will be uncomfortable for her. So we will try to avoid our usual interview process designed

to disclose something we didn’t know about the person. Nor will we attempt a Jungian analysis of her all time favorite “The Phantom of the Opera”.

Nanette spent her first eleven years in Whitestone, New York. That’s Queens County, Long Island, which is a far cry from Bennington, Vermont, where the family moved their business so that their four children would have a better place to grow up. Nanette had spent summers in Wilmington, so the move wasn’t as jarring as one would expect. Nonetheless, as an eleven year old living next to the Mount Anthony golf course she encountered a few challenges. Oddly enough, one of those was a pressure to play golf, and she wasn’t fond of the sport.

Nanette graduated from the University of Vermont in 1983 with a major in Business Administration. She then began her career as a trust investment officer at the Chittenden Bank.

In 1987 she joined a local brokerage firm and shortly thereafter discovered that investment management, rather than security sales, matched her talents and her values. So she returned to the world of trust investing where she has remained ever since.

Not long after joining the Chittenden, her destiny started to unfold in the

rough between the second and eleventh holes at the Burlington Country Club. That's where she met Bob Stevens, grew to love the sport of golf, and, one might say, started her second career as mother of the three daughters that followed.



Jacqueline, Jennifer and Nina are all athletes, and Nanette is their project manager. Their many activities provide endless opportunities for her to exercise her organizational talents.

Maintaining two careers is difficult in the best of times and we salute Nanette, and the other mothers in our company, for being there for their clients and their families.

