



**Terry Laughlin**  
**Vice Chairman**  
**Head of Global Wealth and Investment Management**

TERRY LAUGHLIN is vice chairman of Bank of America Corporation, and a member of the company's executive management team. His responsibilities include oversight of the company's Global Wealth and Investment Management division, which includes Merrill Lynch Wealth Management, U.S. Trust, and Retirement and Personal Wealth Solutions. Together, the wealth management businesses are among the largest in the world with \$2.6 trillion in total client balances and approximately 17,600 wealth advisors.

Global Wealth and Retirement Solutions provides a comprehensive set of investment products and services, as well as retirement solutions, to clients of Merrill Lynch Wealth Management and U.S. Trust.

Previously, Laughlin was president of Strategic Initiatives for Bank of America Corporation, responsible for Global Corporate Strategy and the company's market engagement activities. He also established and had responsibility for Legacy Asset Servicing, the group created to support mortgage customers in need of assistance and resolve mortgage issues, and served as the chief risk officer of Bank of America Corporation, overseeing the company's governance and strategy for global risk management.

Before joining Bank of America Corporation, Laughlin was a member of the investor group that acquired IndyMac Savings Bank from the FDIC. Subsequent to the acquisition of IndyMac, it was renamed OneWest Bank, and he served as chief executive officer and president of the bank. Laughlin's experience also includes various senior leadership positions with Merrill Lynch, including serving as chairman and chief executive officer of Merrill Lynch Bank & Trust, and FleetBoston Financial, where he served on the company's management committee, led strategy and development, and oversaw the international banking business, including the market-leading franchise in Latin America.

Laughlin is a member of the board of the Bank of America Merchant Services (a joint venture with First Data Corporation), the Urban Institute, and the Brooklyn Museum. He is also a member of the board of trustees at the University of Pittsburgh, where he serves on its Executive, Investment, and Institutional Advancement committees.