

Designations

Chartered Financial Analyst

- The CFA designation is handed out by the CFA Institute, which is the premier global nonprofit association for investment professionals that sets the highest standards for professional excellence and credentials.
- Chartered Financial Analyst designation is the highest distinction in the investment management profession, and it is one of the most respected designations in finance. It is widely considered to be the gold standard in the field of investment analysis.
- As of June 30, 2025, there are approximately 200,000 CFA charter holders across 160 markets worldwide, according to CFA Society Hong Kong's Member Demographics. [Cfasocietyhongkong.org](https://cfasocietyhongkong.org)

Certified Private Wealth Advisor ®

- The CPWA® designation is owned and issued by the Investments & Wealth Institute. Its stated mission is to deliver premier investment consulting and wealth management credentials and world-class education.
- Certified Private Wealth Advisor® (CPWA®) is an advanced professional certification for advisors who serve high-net-worth clients. It's designed for seasoned professionals who seek the latest, most advanced knowledge and techniques to address the sophisticated needs of clients with a minimum net worth of \$5 million. The CPWA® program takes a holistic and multidisciplinary approach that includes a deep dive into sophisticated wealth strategies, estate planning, wealth transfer, behavioral finance, family dynamics, tax management, and legacy planning.
- As of November 2023, there are 3,496 active Certified Private Wealth Advisor CPWA® holders nationwide, according to Financial Planning's guide to the CPWA designation. www.financial-planning.com

Information contained herein has been obtained from sources considered to be reliable, but we do not guarantee their accuracy or completeness.

Morgan Stanley Smith Barney LLC offers a wide array of brokerage and advisory services to its clients each of which may create a different type of relationship with different obligations to you. Please visit us at <http://www.morganstanleyindividual.com> or consult with your Financial Advisor to understand these differences.

Alternative Investments Director Designation Program

- The Firm program was developed for Financial Advisors who have significantly incorporated Alternative Investments into their practice.
- Eligible members must have satisfactory compliance record and demonstrate significant commitment to gaining specialized knowledge in alternative investments by completing the AL educational training requirements.

Morgan Stanley Pacesetter's Club

- The Firm's global recognition programs designed to recognize outstanding performance by Financial Advisors, acknowledge the highest professional standards and first-class client service.
- Since 2022, Carol Ejailat has been named to the Firm's prestigious Pacesetter's Club, an elite group composed of the firm's successful Financial Advisors.
- This accolade recognizes the consistent excellence in providing a wide range of investment products and wealth management services to clients. In addition to demonstrating leadership through best practices of wealth management.
- the Firm's recognition Club Members must be in good standing and satisfy other aspects of the Firm's performance, conduct and compliance standards and expectations.
- Morgan Stanley Wealth Management Pacesetter's Club members must meet a number of criteria including performance, conduct and compliance standards, revenue, length of experience and assets under supervision. Pacesetter's Club membership is no guarantee of future performance.

Qualified Plan Financial Consultant

- QPFC credential is issued by National Association of Plan Advisors. The QPFC program provides an understanding of general retirement planning concepts, terminology, distinctive features of qualified plans and the role of retirement plan professionals.
- OPFC is the professional credential for financial professionals who sell, advise, market or support qualified retirement plans. QPFC is for professionals with two to three years of retirement plan experience. A candidate will be expected to demonstrate a general proficiency of plan administration, compliance, investment, fiduciary, and ethics issues.

Information contained herein has been obtained from sources considered to be reliable, but we do not guarantee their accuracy or completeness.

Morgan Stanley Smith Barney LLC offers a wide array of brokerage and advisory services to its clients each of which may create a different type of relationship with different obligations to you. Please visit us at <http://www.morganstanleyindividual.com> or consult with your Financial Advisor to understand these differences.