

# Team Insights



Published by  
**Chudom Hayes**  
Wealth Management Group  
at Morgan Stanley

- 2 A Note From The Team
- 3 The Power of Compounding
- 4 The Financial Planning Corner
- 5 Women and Wealth
- 6 Schedule Online
- 7 Team Tidbits
- 12 Accolades



## Team Members:

### **Kyle Chudom**

Managing Director, Wealth Management  
Investing with Impact Director  
Senior Portfolio Management Director  
Workplace Advisor - Equity Compensation  
Wealth Advisor

### **Eric Hayes**

Senior Vice President  
Senior Portfolio Management Director  
Family Wealth Advisor  
Workplace Advisor - Equity Compensation  
Financial Advisor

### **Ryan M. DeProsperis, CRPS®, CEPA®, QPFC®**

Senior Vice President  
Senior Portfolio Management Director  
Financial Planning Specialist  
Workplace Advisor - Equity Compensation  
Financial Advisor

### **Mary McGovern, CFP®, QPFC®**

Associate Vice President  
Financial Planning Specialist  
Workplace Advisor - Equity Compensation  
Financial Advisor

### **Sean Graft, CFP®, QPFC®**

Insurance Planning Director  
Financial Planning Specialist  
Workplace Advisor - Equity Compensation  
Financial Advisor

### **Julia Schulz, CFP®, QPFC®**

Financial Planning Specialist  
Workplace Advisor - Equity Compensation  
Financial Advisor

### **Oswaldo Alanis CFP®, QPFC®**

Financial Planning Specialist  
Financial Advisor

### **Rosemary Iadarola**

First Vice President  
Director of Business Strategy

### **Anthony Even**

Assistant Vice President  
Group Director

### **Lin Mata**

Assistant Vice President  
Business Development Associate

### **Moosa Rizvi, CRPC®, CRPS®, QPFC®**

Assistant Vice President  
Financial Planning Specialist  
Financial Planning Analyst

### **Antoni Wolan Jr.**

Assistant Vice President  
Portfolio Management Associate

### **Peggy Jandris**

Business Development Associate

### **Laura Berglund**

Registered Client Service Associate

### **Cameron Warland**

Registered Client Service Associate

### **Aseen Amin**

Client Service Associate

**Chudom Hayes Wealth Management Group is honored  
and proud to be named to the 2024 Forbes Best-in-State  
Wealth Management Teams.**



Source: Forbes.com (Jan 2024) 2024 Forbes Best-In-State Wealth Management Teams ranking awarded in 2024. This ranking was determined based on an evaluation process conducted by SHOOK Research LLC (the research company) in partnership with Forbes (the publisher) for the period from 3/31/22–3/31/23. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to SHOOK Research LLC, for placement on its rankings. This ranking is based on in-person and telephone due diligence meetings to evaluate each Financial Advisor qualitatively, a major component of a ranking algorithm that includes client retention, industry experience, review of compliance records, firm nominations, and quantitative criteria, including assets under management and revenue generated for their firms. Investment performance is not a criterion. Rankings are based on the opinions of SHOOK Research LLC, and may not be representative of any one client's experience; investors must carefully choose the right Financial Advisor or team for their own situation and perform their own due diligence. This ranking is not indicative of the Financial Advisor's future performance. Morgan Stanley Smith Barney LLC is not affiliated with SHOOK Research LLC or Forbes. For more information, see [www.SHOOKresearch.com](http://www.SHOOKresearch.com).

© 2024 Morgan Stanley Smith Barney LLC. Member SIPC.



## A Note from The Team

*Hello Friends,*

*A lot has happened since our last issue. The solar eclipse and cicadas were the talk of the town - and something fun and educational to spark conversation!*

*Here in our office, the buzz is all about our office construction project. It has been exciting to watch the progress as our space was completely gutted and our new beautiful, modern office is taking shape. We are excited for you to visit us in our new home! Our plan is to move in over the summer.*

*We know you have been busy with college graduations, welcoming new members to your families, planning vacations, home improvement projects, retirements and more! Please take a few minutes to read the article on *The Power of Compounding*. It is amazing how much more you can save simply by starting early! There is also useful information to review about Medicare 101 as well as the importance of *Engaging with Your Finances*. A fun way to review your financial gameplan is to turn it into a date!*

*We are here to listen and help you navigate your financial future. Don't hesitate to reach out if there is something you would like to discuss. We remain committed to our Mission Statement and look forward to hearing from you soon.*

***The Chudom Hayes Wealth Management Group helps a select group of families manage their financial lives so they can focus on areas of their life that bring them joy, meaning and purpose.***

***Chudom Hayes Wealth Management Group at Morgan Stanley***



# The Power of Compounding

With graduation season in full swing, many young people are flush with cash. Now is a great time to have a heart-to-heart conversation with your loved ones about saving. An easy way to stir up excitement about saving is by talking about the power of compounding. Compounding is the snowball effect that occurs when money grows and builds on itself through interest and dividend accumulation.

One way we encouraged saving in our household was through matching contributions. Years ago, when my daughter Khloe started her first job at a local bakery, we agreed to match her

contributions into a Roth IRA account. If she saved \$500, we matched that with another \$500. (Note that in 2024, you can make a Roth IRA contribution up to \$7,000 or your earned income, whichever is lower. Contributions are subject to certain income limits). The beauty of a Roth IRA is that it is a retirement account where contributions go in after taxes are paid, grow tax free, and can be withdrawn tax free if certain conditions are met.

There are many other ways to save. When their daughter Emma, was small Eric and Jennifer taught her by using the “piggy bank” savings strategy where you allocate

between giving, spending, and saving. Ryan and his wife, Kate started saving into 529 plans for their kids before they were even born to take advantage of the power of compounding.

Be encouraging and make savings fun! We are here to help.

*Kyle Chudom*

The below illustration shows the importance of starting to save early..

## Sam

Age:	21	22	23	24	25	26	27	28	29	30	31
Investment:	\$0	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Value:	\$0	\$5,000	\$10,400	\$16,232	\$22,531	\$29,333	\$36,680	\$44,614	\$53,183	\$62,438	\$72,433
Age:	32	33	34	35	36	37	38	39	40	41	42
Investment:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Value:	\$78,227	\$84,486	\$91,244	\$98,544	\$106,428	\$114,942	\$124,137	\$134,068	\$144,794	\$156,377	\$168,887
Age:	43	44	45	46	47	48	49	50	51	52	53
Investment:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Value:	\$182,398	\$196,990	\$212,749	\$229,769	\$248,151	\$268,003	\$289,443	\$312,598	\$337,606	\$364,615	\$393,784
Age:	54	55	56	57	58	59	60	61	62	63	64
Investment:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Value:	\$425,287	\$459,310	\$496,054	\$535,739	\$578,598	\$624,886	\$674,876	\$728,867	\$787,176	\$850,150	\$918,162

**Sam's Total Investment: \$50,000** **Account Value at Age 65: \$991,615**

## Palmer

Age:	32	33	34	35	36	37	38	39	40	41	42
Investment:	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Value:	\$5,000	\$10,400	\$16,232	\$22,531	\$29,333	\$36,680	\$44,614	\$53,183	\$62,438	\$72,433	\$83,227
Age:	43	44	45	46	47	48	49	50	51	52	53
Investment:	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Value:	\$94,886	\$107,476	\$121,075	\$135,761	\$151,621	\$168,751	\$187,251	\$207,231	\$228,810	\$252,115	\$277,284
Age:	54	55	56	57	58	59	60	61	62	63	64
Investment:	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Value:	\$304,466	\$333,824	\$365,530	\$399,772	\$436,754	\$476,694	\$519,830	\$566,416	\$616,729	\$671,068	\$729,753

**Parker's Total Investment: \$170,000** **Account Value at Age 65: \$793,133**

*For illustrative purposes, this example use 8% compounded annually and is assumed to never change, it also does not factor in taxes. Real rates of return may vary over time.*



# Financial Planning Corner



**Mary McGovern, CFP®, QPFC®**

Associate Vice President  
Financial Planning Specialist  
Workplace Advisor – Equity Compensation  
Financial Advisor

**Moosa Rizvi, CRPC®, CRPS®, QPFC®**

Assistant Vice President  
Financial Planning Specialist  
Financial Planning Analyst

## When Should You Apply for Medicare?

In most cases, you are eligible to enroll in Medicare Parts A and B beginning three months before you turn 65 and ending three months after the month in which you turn 65. Most people do not have to pay a premium for Part A, so you may want to apply at age 65 - even if you are still working. However, if you are participating in a High Deductible Health Plan with a Health Savings Account (HSA), you may want to delay applying for Medicare (including Part A) because you will no longer be eligible to contribute to the HSA once you enroll.

If you are retired and age 65 or older, you should sign up for Medicare within the 8-month Special Enrollment Period after you or your spouse stop working. If you miss this window, you need to wait to sign up during the annual enrollment period and may encounter several months without coverage. Importantly, there may be a lifelong (or as long as you have Part B) monthly penalty for not enrolling promptly. Note also, that your 8-month Special Enrollment Period to sign up for Part B starts when you stop working, even if you choose COBRA or other coverage that is not Medicare.

In some situations, people are enrolled in Medicare automatically. When you apply for Social Security benefits or Railroad Retirement Board benefits, you also apply for Medicare. Once approved for either of these benefits, you will automatically be enrolled in Part A coverage once you become eligible for Medicare. If you are receiving benefits from Social Security or the Railroad Retirement Board for at least four months before you turn 65, you will automatically receive Part A coverage. In addition, you will be enrolled in Part B (unless you live outside of the U.S. or in Puerto Rico). There is also an option to opt out of Part B, which charges a monthly premium.

For more information, go to [Medicare.gov](https://www.medicare.gov) or reach out to our team for assistance.

## Medicare 101

Medicare is a federal health insurance program for people aged 65 and older. Younger people with end-stage renal disease, ALS or certain other disabilities may qualify for Medicare as well. The program, administered by the Centers for Medicare and Medicaid Services, began in 1965.

### Medicare Has Three Parts

#### Part A- Hospital Insurance

Helps to cover:

- In-patient hospital stays
- Limited care in skilled nursing facilities
- Hospice care
- Some home health care

#### Part B- Hospital Insurance

Helps to cover:

- Doctor's services
- Certain physician-administered drugs
- Certain medical supplies
- Some preventative services

#### Part D- Prescription Drugs

### There are Two Main Medicare Coverage Options

#### Traditional or Original Medicare

- Covers Part A and Part B.
- Part D is an optional add-on.
- Use any doctor or hospital that takes Medicare, anywhere in the U.S.
- With Traditional Medicare alone, there is no annual limit to out-of-pocket expenses.
- To cover many of the costs not covered by Traditional Medicare (including 20% coinsurance), individuals can purchase a Medicare Supplement (Medigap) plan from a private company.
- Lower income Medicare beneficiaries may qualify for supplemental coverage under Medicaid.

#### Medicare Advantage (Part C)

- Alternative option offered by private health insurers and governed by the Medicare program.
- Plans can have different rules for accessing services such as utilizing only in-network physicians for non-emergencies and requiring referrals to see specialists.
- Parts A, B and D are generally bundled together, and plans may offer extra benefits not offered by Traditional Medicare such as vision, dental and hearing services.

# Women and Wealth - Engaging with Your Finances

The future of wealth is female. By 2030, American women are projected to control as much as \$30 trillion in financial assets.<sup>1</sup> For context, annual U.S. GDP was close to \$27 trillion as of December 31, 2023.<sup>2</sup> Today, women in the workforce are climbing the corporate ladder and building their own wealth. They are also controlling more assets because of the generational wealth transfer. Further, women tend to outlive their male partners. 80% of women will die single, while 80% of men die married.<sup>3</sup>

Many women will remain single throughout their lives, and some will experience a divorce. While the overall divorce rate has fallen in the last 20 years, the divorce rate for older adults has increased dramatically. According to census.gov, 43% of 55-64 year-olds and 39% of 65-74 year-olds have been divorced. Divorce often hurts women financially more than men. On average, a women's standard of living decreases 27% after a divorce, while a man's increases 10%.<sup>4</sup>

With the high likelihood that women will be in control of their wealth at some point during their lives, it makes sense to understand and be engaged in household finances and investing.



**Mary McGovern, CFP®, QPFC®**

Associate Vice President  
Financial Planning Specialist  
Workplace Advisor – Equity Compensation  
Financial Advisor

**Julia Schulz, CFP®, QPFC®**

Financial Planning Specialist  
Workplace Advisor – Equity Compensation  
Financial Advisor

## Steps You Can Take:

### 1. Get Your Financial House in Order

- Understand the big picture - Identify your financial goals and plans for the future.
- Dig into the details - track your income and expenses so you know where your money is going. It is about awareness!

### 2. Prioritize Saving!

- While it is never too late to start saving, start as early as possible.
- Set up automatic payments to a savings or retirement account.
- Save at least enough to take advantage of your company match. That is free money!

### 3. Make it Fun!

- Schedule money dates with your partner to review income, spending and goals.
- Treat yourself to small rewards for reaching financial goals.

### 4. Be an Active Participant

- The more you engage, the more comfortable you will become.

### 5. Do Not Wait for a Crisis. Get up to Speed Now!

### 6. Complete Estate Planning (Wills & Trusts)

- Make sure accounts are titled properly and add/update beneficiaries.
- Establish Powers of Attorney so help is in place if you need it.

### 7. Plan a Family Meeting

- Engage your kids or other trusted people in your life to help you.

1) McKinsey & Company, "Women as the Next Wave of Growth in US Wealth Management," July 2020

2) Source: World Bank, Haver Analytics and Morgan Stanley Global Investment Committee Office

3) Transamerica, "The Future of Wealth is Female," 2021

4) The Divorce Revolution: The Unexpected Social and Economic Consequences for Women and Children in America

## Women and Wealth - Engaging with Your Finances *(cont'd)*

### We Will Help You:

- ✓ **Build a spending plan. Bottom-Up Approach - understand your income, expenses, and savings.**
- ✓ **Build a financial plan. Top-Down Approach - helps you understand the big picture, plan for big goals (retirement, new home purchase, college savings etc.), and gives you an understanding about how much you can comfortably spend.**
- ✓ **Align your investments with your goals and risk tolerance.**
- ✓ **Create tax efficient income for you in retirement.**
- ✓ **Engage in regular account reviews and other financial conversations.**

**We will meet you where you are in your knowledge and comfort level and are ready to guide you throughout your financial journey.**

---

## *Did You Know You Can Schedule an Appointment with Your Financial Advisor Online?*



It's easy! To use Online Scheduling:

- ☞ Log in to Morgan Stanley Online (MSO)
- ☞ On the Home screen, click Contact My Financial Advisor
- ☞ On the pop-up window, select Schedule Meeting and follow the directions
- ☞ You will receive a confirmation that your Financial Advisor accepted your meeting request
- ☞ Don't worry! You can modify or cancel your meeting if needed
- ☞ Need help? Call us and we will be happy to assist!

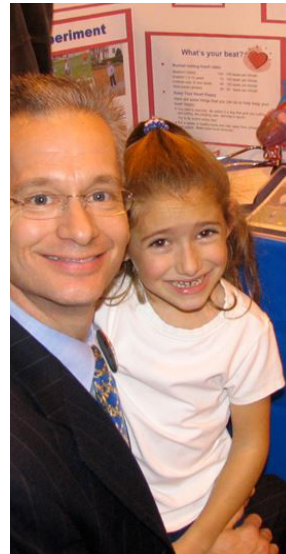


# Team Tidbits



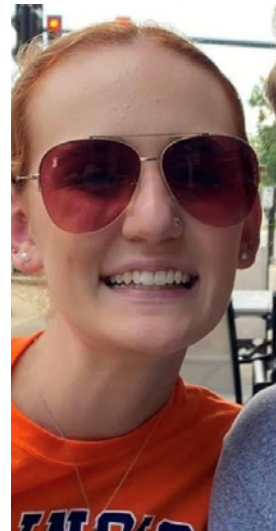
**Kyle Chudom**  
Wealth Advisor

*On Match Day (3/15) my daughter, Khloe was thrilled to learn she will begin her OB/GYN residency at Northwestern in June! This is the next exciting step of her journey to become a doctor. Northwestern was Khloe's first choice, and she was overjoyed to find out she matched with them. Since she was two years old, Khloe wanted to be a doctor, and I am beyond excited to witness her dream come true. She has worked incredibly hard and made many sacrifices to get to this point in her life. I am so enormously proud of her. I am of course a little biased, but Northwestern is lucky to have Khloe, and I am confident she will positively impact lives during her Northwestern residency.*



**Eric Hayes**  
Financial Advisor

*As my daughter, Emma is now in her second semester of her sophomore year attending University of Illinois, this chapter of our lives has proven to move by quickly; much like the others. Emma is enjoying her school, her classes and making new friends. Speaking of friends, two years ago our family adopted a dog that was rescued from the streets of Mexico. Penny has really worked herself into the hearts of the entire family. Penny gets to spend some time living with Emma while she is at school which both Emma and Penny really seem to enjoy. Emma and Penny love their walks around the neighborhood and campus. Penny even has University of Illinois themed clothing to show her school spirit!*



**Ryan DeProsperis**  
Financial Advisor

*2024 is the year of travel for our family! We started the new year in Mexico for a family vacation followed by a trip to Turks & Caicos for Kate and me. Spring break we will visit Aruba, followed by short trips over the summer tentatively to Michigan, Florida, Tennessee, and Oregon. Ben will be eleven and Josh 9 this year and we want to take advantage of this time together - while it is still 'cool' to travel with mom and dad. Personally, I am planning to attempt another Hyrox event in late spring and in the fall this year.*





# Team Tidbits



## Mary McGovern

*Financial Advisor*

*We have a lot of fun things coming up for our family! Our daughter, Erin is graduating from Miami of Ohio. Her major is Emerging Technologies in Business and Design, and she finished in 3 years! We are very proud of her hard work and accomplishments. After her graduation festivities, we are taking a family vacation to Rome, Florence, and Paris. It has been fun planning the trip and we look forward to spending time together enjoying these beautiful cities.*



## Sean Graft

*Financial Advisor*

*The Graft Family is finally feeling fully settled in our new home as a family of five. We are loving our location - we are surrounded by parks and lots of local happenings! Byron, Sasha, and Otto are growing up so fast. Brittany and I are enjoying watching the three of them bond and we are excited to get them started in more activities (swim, tennis, dance, etc.) to see what they gravitate towards most and keep them active! We are excited for what the future holds for our family!*



## Oswaldo Alanis

*Financial Advisor*

*I've always been intrigued by the idea of being recognized as a "regular" somewhere - a place where the staff knows your order by heart. It's a conflicting notion for me because, on the other hand, I love the excitement of trying new things. My girlfriend, Vanessa, and I have a restaurant strategy: she orders tried-and-true classics, while I explore new dishes. It's a partnership where we get the best of both worlds. This picture captures a moment from one of the places we're becoming "regulars". It's a local bottle shop we frequent several times a month. If you've never stepped foot in a bottle shop, let me paint a quick picture: 20 rotating beers on tap, fridges filled with craft brews, fine wines, and fantastic food. The*



*diverse selection here lets me enjoy being a regular in a 'choose-your-own-adventure' setting. On the evening this photo was taken, we attended a special Beer Series Dinner. It was an immersive event featuring a five-course gourmet meal, each course expertly paired with a unique drink selection from a local brewery. The evening was a blend of captivating storytelling, amazing food, and phenomenal company. Count me in as a regular for these culinary adventures!*

# Team Tidbits



## Julia Schulz

*Financial Advisor*

*Life is short! My children are growing up quickly. I am doing my best to spend as much time with them as they will allow. So recently, three of my daughters (Scarlett, Sophia, and Millie) and I went to a concert. They ordered the tickets and urged me to come along for the ride (literally and figuratively). Bella, our college daughter, was jealous while Alex, our son, says he doesn't like country music. I must be honest going out on a Tuesday night to a late concert is not my first choice. However, it was a great time, the girls lit up with excitement and sang along to every song. We were all tired the next day, but creating memories made it worth the lack of sleep. Sophia is heading to college in the Fall, and Scarlett will follow next year. Millie and Alex will be high school freshman, and these next four (4) years will fly by. Consequently, I am soaking up the last years with them under my roof.*



## Rosemary Iadarola

*Director of Business Strategy*

*Let's go!*

*This coming summer, I am looking forward to travelling to Spain with my sister and niece. We have been planning our days and nights in Madrid, Seville, and Granada. We are excited to try authentic tapas, enjoy Flamenco dancing, visit world class museums, and explore royal palaces! It will be a fun-filled adventure and I am looking forward to our time together.*

*Did I mention that Madrid has fabulous shopping?!*



## Anthony Even

*Group Director*

*We are really looking forward to the months ahead as my wife, Kelly and I are taking Arlowe (5) and Spencer (2) on a Disney Cruise. Kelly and I keep talking about the joy and excitement our girls will experience seeing their favorite Disney characters!*

*We are also in the process of buying a pop-up camper and planning to go on weekend adventures with the family. I am happy to start travelling to Canada again, with my dad and brother, for a week of fishing for Muskie, Northern Pike & Smallmouth bass.*





# Team Tidbits



## Moosa Rizvi

*Financial Planning Analyst*

*This year, my wife and I have lots of traveling to do due to vacations we planned and destination weddings we must attend. We will be traveling to Kentucky, Calgary (AB, Canada), Italy, Dubai (UAE) & Karachi (Pakistan).*

*It will be nice to get out and enjoy each other's company, as well as the company of friends and family. We will of course enjoy all the wonderful cuisine and attractions these destinations have to offer!*



## Laura Berglund

*Registered Client Service Associate*

*As of last December, we have a new addition to our family. A half Bichon Frise and half Shih Tzu puppy, aka a Teddy Bear puppy. Her name is Stella and it's under debate whether her full name is Stella Artois or Stellanuna.*

*Stella has already doubled in size weighing in at 8 pounds - when we got her, she was just under four pounds. Of course, with a face like that she rules the house already. I have been under pressure to get a companion dog for Stella, but I'm holding my ground, so far. You never know, maybe next time I'll be introducing our second new edition to the family!*



## Peggy Jandris

*Business Development Associate*

*2024 is off to a quick start, with plans for travel, a daughter getting married, and house projects. We are planning visits to Charleston and Myrtle Beach and look forward to exploring new places, relaxing by the water, and great seafood meals. My oldest daughter, Lauren is researching wedding options and dates, although it seems now post-covid years wedding activity is busy, so plans to be determined for a small party this year or 2025. I'm also interested in do-it-yourself landscaping and looking for design advice from our local garden club on an interesting, but low maintenance design that my active 3-year-old Aussiedoodle can't do too much damage to - that may be a challenge!*





# Team Tidbits



## Lin Mata

*Business Development Associate*

*I have plans to be in South America for the first time – heading to Asuncion, Paraguay and Iguazu Falls in late summer with new and old friends. Of course, our regular trip to Boston visiting my daughter and son-law is always a treat and we treasure time together. Last on my list is to meet up with my brother and sister-in-law somewhere in the States – they are coming from China. Our office is currently being renovated and this is another adventure since our temporary office space has our entire team in a ‘cozier’ environment. It has brought us closer together and with our own kitchen, I have a full belly going home every day! Is that a good thing??...yes indeed! This is a photo of ‘PI’ day (3.14) with the best chefs on the team!*



## Antoni Wolan, Jr.

*Portfolio Management Associate*

*With our son Niko’s (11, sixth grade) first season of basketball over and slowly recovering from March Madness, he will stay busy with Spring and Summer ball. Our daughter, Adela (8) continues to stay active in tumbling and is looking to get back into gymnastics and volleyball soon. This year’s Spring getaway was down in Mexico and the trip’s highlight was a monkey helping itself to the fruit bar inside the restaurant! With summer just a few months away, we are looking forward to doing some fishing and traveling.*



## Cameron Warland

*Registered Client Service Associate*

*Recently, my girlfriend, Ashley, and her family invited me to join them on my first ever trip to Yellowstone. The geological sites and natural landscapes were awe inspiring to witness and left me with deeper appreciation of our great national parks and all they have to offer. I can’t wait to visit more national parks and hopefully circle back to Yellowstone soon!*



## Aseen Amin

*Client Service Associate*

*It has been a life changing past few months for my career and personal life. I recently joined this amazing team and am studying to become fully registered. My wife, Hirni, and I welcomed our first child in January. We lost some sleep, but gained so many little precious memories in the few months he has been in our lives. Hirni and I are also in the market for our first house, which is more difficult than I would have imagined. Looking forward to creating new memories as a family as well as growing my career with the team.*





# Welcome!

---

**A Big WELCOME to Ali Schmitt who joins us as a Registered Client Service Associate!**

Ali is a graduate of Indiana University, Kelley School of Business with dual majors in Finance and Technology Management. She has a passion for providing excellent customer service and will focus on serving our clients' operational needs.



**Konrad Radecki** is spending the summer with us as an intern. A graduate of Whitney M. Young Magnet High School, Konrad will be attending Northwestern University in the Fall and is planning to pursue a dual major in Economics and Computer Science.

40

ANNIVERSARY



Four Decades of Dedication...

**Congratulations to Kyle Chudom on his extraordinary 40-year anniversary with Morgan Stanley!**

Kyle, your remarkable journey has been filled with unwavering vision, determination, innovation, and respect for others. You have been instrumental in shaping the success of our amazing team, and we are excited to celebrate this incredible milestone!

Thank you for your leadership and support. It is truly an honor to work with you.



## ***Outstanding Accolades***

Well Done **Moosa Rizvi** for earning the title of Assistant Vice President. We recognize your commitment to serving our clients and your focus on excellence.

It's been 10 years already? Cheers to **Lin Mata** who celebrates 10 years with Morgan Stanley.

We keep growing! A big welcome to **Aseen Amin** who joins our team as a Client Service Associate. Aseen has successfully passed his Series 7 exam and is continuing his studies to expand his role on our team.

Ohhhh baby! Another congrats to **Aseen Amin** and his wife, Hirni who welcomed their first child, Ahaan in January. He weighed in at 6 pounds, 9 ounces, is 20 inches tall and surrounded by family who adore him.

***And, congratulations to the below team members for obtaining the following designations to serve our clients better:***

**Ryan DeProsperis ~ Certified Exit Planning Advisor.** CEPA® is a unique credential that allows advisors to deeply engage with business owners.

**Ryan DeProsperis, Oswaldo Alanis and Moosa Rizvi ~ Qualified Plan Financial Consultant.** The QPFC® takes a year to obtain and involves extensive retirement planning training.

**Moosa Rizvi** had a busy year, also earning **Chartered Retirement Planning Counselor, CRPC®** and **Chartered Retirement Planning Specialist, CRPS®**, both designations are associated with obtaining a skilled focus in financial planning.

# Morgan Stanley

The Drake Oakbrook Plaza  
2211 York Road, Suite 100  
Oak Brook, Illinois 60523

8889 Pelican Bay Blvd.  
Naples, FL 34108

(Tel) 630.573.9680  
(Toll-Free) 800.755.9755



[www.ChudomHayes.com](http://www.ChudomHayes.com)



## Newsletter Disclaimers

Morgan Stanley offers you 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 consult with your Financial Advisor to understand these differences or review our Understanding Your Brokerage and Investment Advisory Relationships brochure available at:

<https://www.morganstanley.com/wealth-relationshipwithms/pdfs/understandingyourrelationship.pdf>

Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors or Private Wealth Advisors do not provide tax or legal advice. Clients should consult their tax advisor for matters involving taxation and tax planning and their attorney for matters involving trust and estate planning and other legal matters.

When Morgan Stanley Smith Barney LLC, its affiliates and Morgan Stanley Financial Advisors and Private Wealth Advisors (collectively, "Morgan Stanley") provide "investment advice" regarding a retirement or welfare benefit plan account, an individual retirement account or a

Coverdell education savings account ("Retirement Account"), Morgan Stanley is a "fiduciary" as those terms are defined under the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), and/or the Internal Revenue Code of 1986 (the "Code"), as applicable. When Morgan Stanley provides investment education, takes orders on an unsolicited basis or otherwise does not provide "investment advice", Morgan Stanley will not be considered a "fiduciary" under ERISA and/or the Code.

For more information regarding Morgan Stanley's role with respect to a Retirement Account, please visit [www.morganstanley.com/disclosures/dol](http://www.morganstanley.com/disclosures/dol). Tax laws are complex and subject to change. Morgan Stanley does not provide tax or legal advice. Individuals are encouraged to consult their tax and legal advisors (a) before establishing a Retirement Account, and (b) regarding any potential tax, ERISA and related consequences of any investments or other transactions made with respect to a Retirement Account.

The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Principal value and return of an investment will fluctuate with changes in market conditions.

Please note that the URL(s) or hyperlink(s) in this material is not to a Morgan Stanley Smith Barney LLC website. It was created, operated and maintained by a different entity. Morgan Stanley Smith Barney LLC is not implying an affiliation, sponsorship, endorsement with/of the third party or that any monitoring is being done by Morgan Stanley of any information contained within the linked site; nor do we guarantee its accuracy or completeness. Morgan Stanley is not responsible for the information contained on the third party web site or the use of or inability to use such site.

The views expressed herein are those of the authors and do not necessarily reflect the views of Morgan Stanley Smith Barney or its affiliates. All opinions are subject to change without notice. Neither the information provided nor any opinion expressed constitutes a solicitation for the purchase or sale of any security. Past performance is no guarantee of future results.

Morgan Stanley Smith Barney LLC.  
member SIPC