

Morgan Stanley



**Women and Wealth**



## Agenda

1. Getting Started
2. Defining Your Goals
3. Retirement Takes Work
4. Navigating Challenging Circumstances
5. A Culture of Excellence

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**SECTION 1**

**Getting Started**



**\$24**  
**trillion**

Predicted global income  
of women in 2020

Source: PR Newswire. Global Female Income to Reach \$24 Trillion in 2020, says Frost & Sullivan, March 6, 2020. Available at <https://www.prnewswire.com/in/news-releases/global-female-income-to-reach-24-trillion-in-2020-says-frost-amp-sullivan-846488109.html>.



**\$1.9**  
**TRILLION**

Sales generated  
by U.S. women-owned  
businesses in 2019

## Define Your Goals

### Explore the Things That Really Matter to You

- How do you and your family enjoy spending your time?
- Where do you see yourself in five or 10 years?
- What are the five things you value most in life?
- What goals do you have for your life?
- What does it mean to you to be wealthy?
- What's the best way to build your wealth?
- How would you like to help your community?
- What do you envision your retirement to be like?
- What assets would you like to leave to your heirs?
- What would you like your legacy to be?

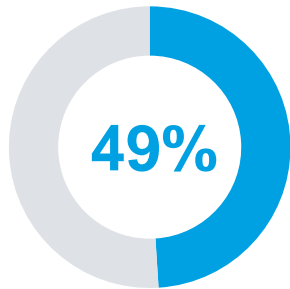
## Get Organized

### Create an Orderly System for Accessing Vital Documents Including:

- Personal Information
- Financial and Personal Plans
- Financial Statements
- Retirement Benefits
- Taxes
- Liabilities  
(mortgage and other loan documents)
- Legal Documents  
(will, power of attorney, etc.)
- Insurance Policies
- Real Estate Documents  
(deeds, titles, etc.)
- Government Benefits
- Health and Medical Information
- Beneficiaries

## Bringing in a Professional

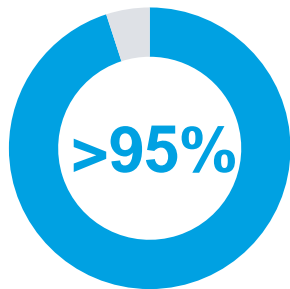
### Avoid Common Pitfalls and Devise More Effective Strategies With the Help of a Financial Advisor



of women defer big financial decisions to their significant others<sup>1</sup>

Finance and investing are complex topics  
A good financial advisor:

- Clearly explains concepts and strategies
- Keeps an eye on your goals, rather than the transactions in your portfolio



of women do not use a financial advisor when going through a divorce<sup>2</sup>

Work with someone you trust who communicates clearly and is responsive to your concerns

1. UBS. Own Your Worth 2020 Report.

2. Forbes. Women Don't Consult Financial Advisors When They Get Divorced. Here's Why They Should, January 20, 2020. Available at <https://www.forbes.com/sites/margueritacheng/2020/01/20/hidden-gems/#25c39c796a39>.

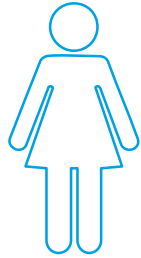


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**SECTION 2**

**Defining Your Goals**

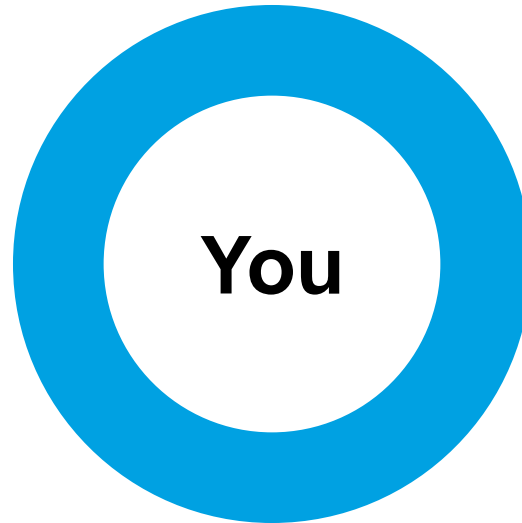


**WHAT ABOUT YOU?**



**WHO'S ON YOUR LIST?**

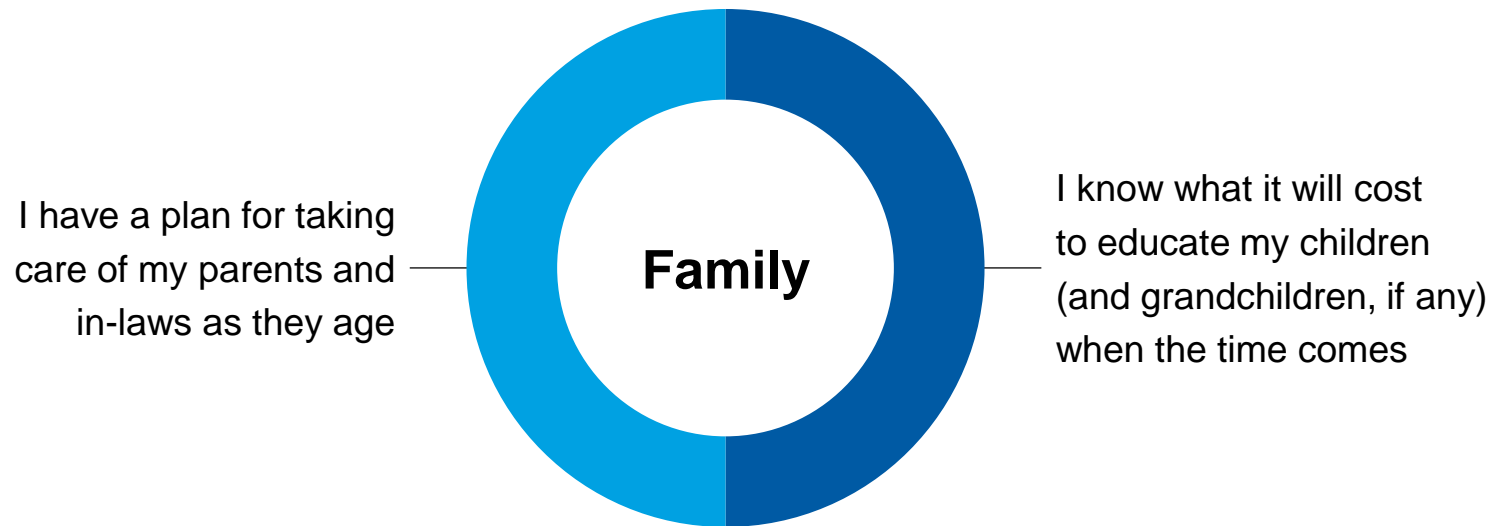
I know what it will cost to educate my children  
(and grandchildren, if any) when the time comes

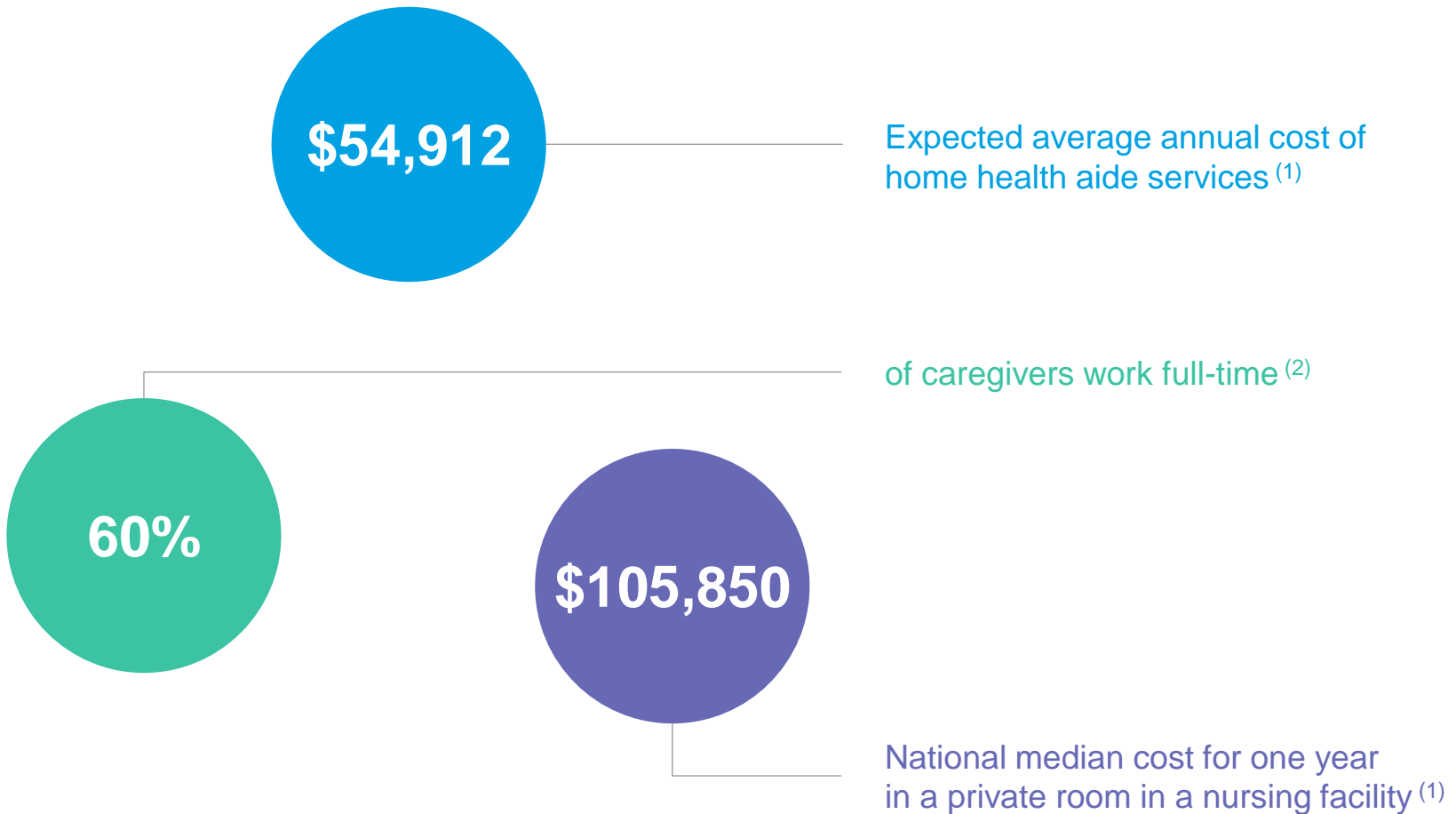




**\$80,975**

One year's tuition in 2033





1. Genworth Cost of Care Survey 2020. Available at <https://www.genworth.com/aging-and-you/finances/cost-of-care.html>.

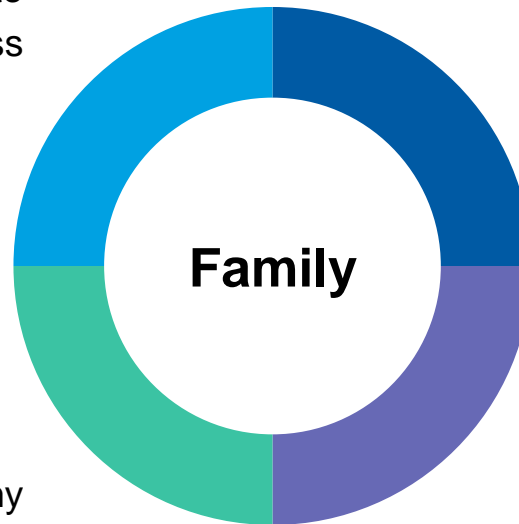
2. The San Diego Union-Tribune. Keeping your job while caregiving during COVID-19, September 11, 2020. Available at <https://www.sandiegouniontribune.com/caregiver/news-for-caregivers/story/2020-09-11/keeping-your-job-while-caregiving-during-covid-19>.

## Taking Care of Loved Ones

**Preparing for the emotional stress and expense of caregiving begins with asking yourself some key questions**

- Would you be able to continue working?
- If not, how would you replace your income?
- Will the time you need to spend away from your job affect your chances for promotions or raises?
- Can you afford to care for your parents and still meet your financial goals?
- What role will your siblings play?
- Have you thought about purchasing long-term care insurance for your parents?

I have a plan to  
transition my business



I know what it will cost to educate  
my children (and grandchildren, if  
any) when the time comes

I have a plan for taking care of my  
parents and in-law as they age

I have investments that I believe  
will provide a dependable stream  
of income in the future



**YOU**

- Buy a second home
- Pay for a child's wedding
- Go back to school
- Switch careers
- Go on a dream vacation

## YOU

- Buy a second home, pay for a child's wedding, go back to school, switch careers, take a dream vacation

## MY SPOUSE

- Retire early and comfortably

## MY CHILDREN

- Save for their college tuition

## MY GRANDCHILDREN

- Save for their college tuition

## MY PARENTS

- Look after their health and welfare

## MY EMPLOYEES

- Establish a corporate retirement plan

## CHARITY

- Support causes close to my heart

- Buy a second home, pay for a child's wedding, go back to school, switch careers, take a dream vacation
- Retire early and comfortably
- Save for college tuition
- Look after your parents and in-laws and their health and welfare
- Establish a corporate retirement plan
- Support causes close to my heart



**YOUR  
WEALTH MANAGEMENT  
STRATEGY**

## Planning to Achieve Your Goals

- Open an education savings account—like a 529 plan—to plan for a child’s or grandchild’s education
- Help ensure that you have the right amount of life insurance and health insurance for you and your family
- Research long-term care insurance for you, your spouse and/or parents
- Evaluate different strategies designed to generate income over the span of your life

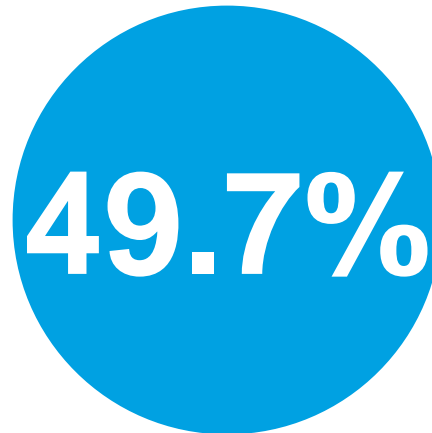
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**SECTION 3**

**Retirement Takes Work**

## Women Represent



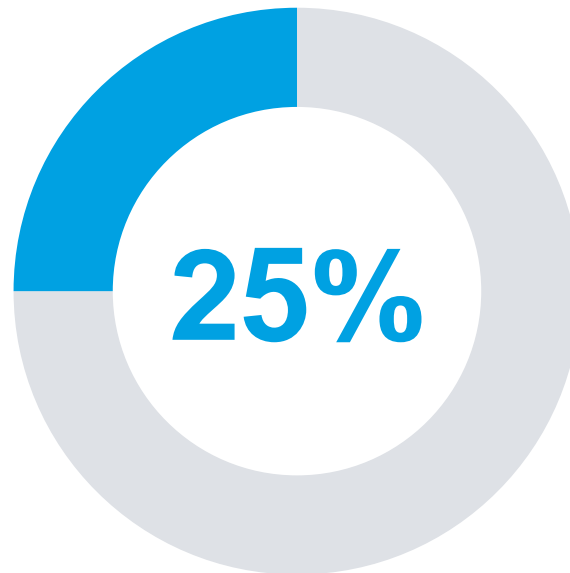
of the U.S. Professional Workforce



**\$10.9**  
trillion

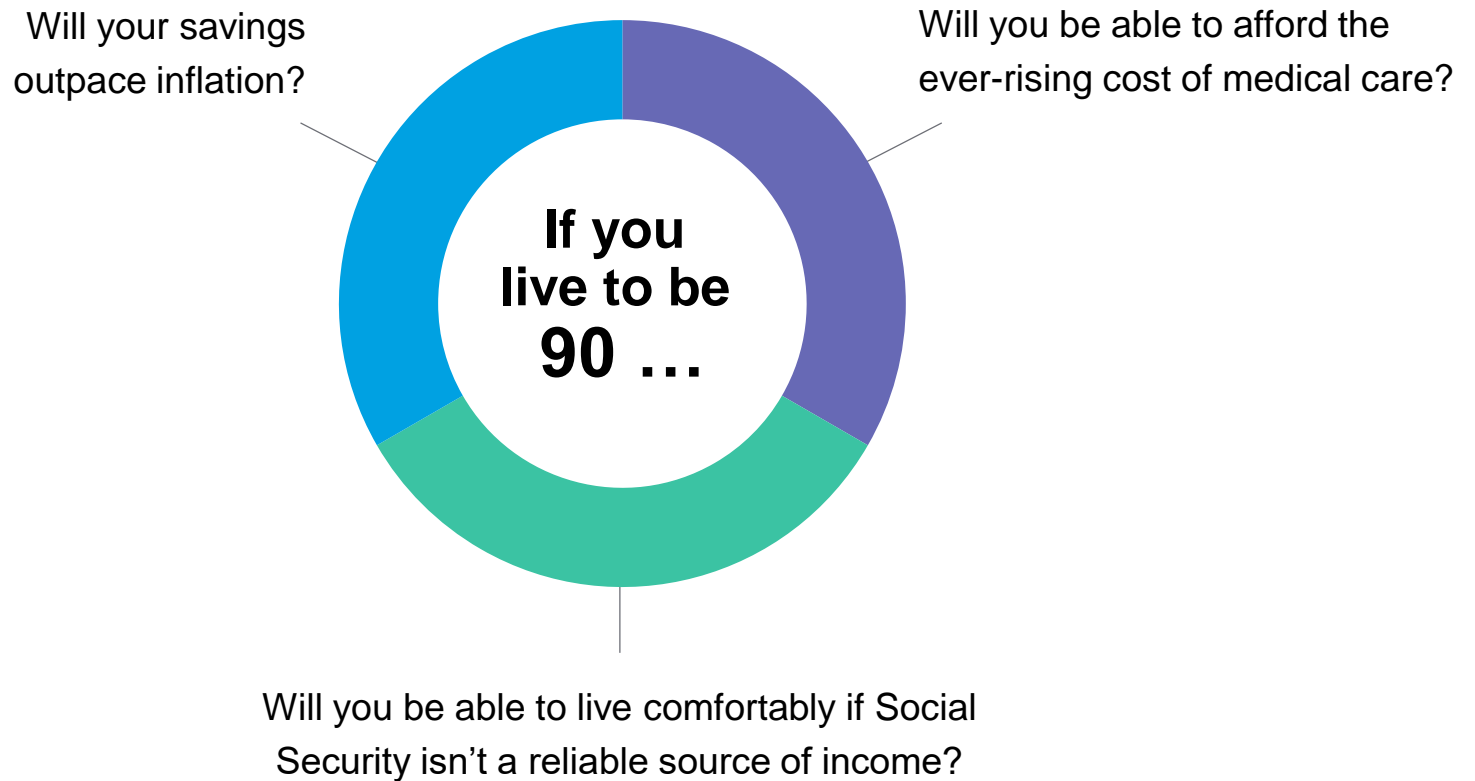
In assets controlled by  
women in the U.S.

Only



of women are 'very confident' they will be  
able to retire comfortably

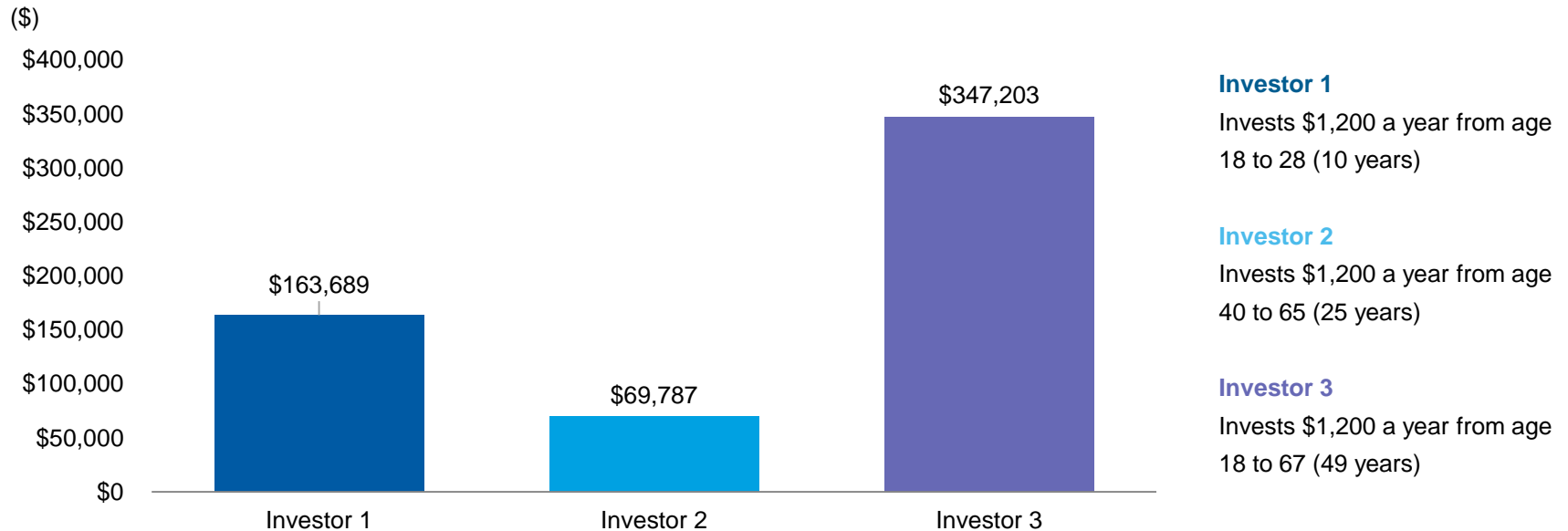




## Save Early, Save Often

**There is no substitute for saving as early and as often as you can. Compound growth makes a lifelong difference:**

### Accumulated Earnings at Age 67



*For illustrative purposes only*

Assumptions: Annual contributions of \$1200 and a hypothetical 6% annual rate of return, compounded (time frame). Rates will vary over time, particularly for long term investments. Hypothetical results are for illustrative purposes only and are not intended to represent future performance of any particular investment. Your actual results may differ. The principal value and investment return of an investment will fluctuate with changes in market conditions, may be worth more or less than original cost. Taxes may be due upon withdrawal.

## Preparing for Retirement

- Contribute to your company retirement plan
- Determine retirement lifestyle goals
- Calculate expected income during retirement
  - Remember, inflation may be a bigger enemy than stock market volatility
  - Consider what could happen if you became ill or disabled
- Check that your estate plan is aligned with your retirement plan
- Plan for the orderly transition of your business to a successor

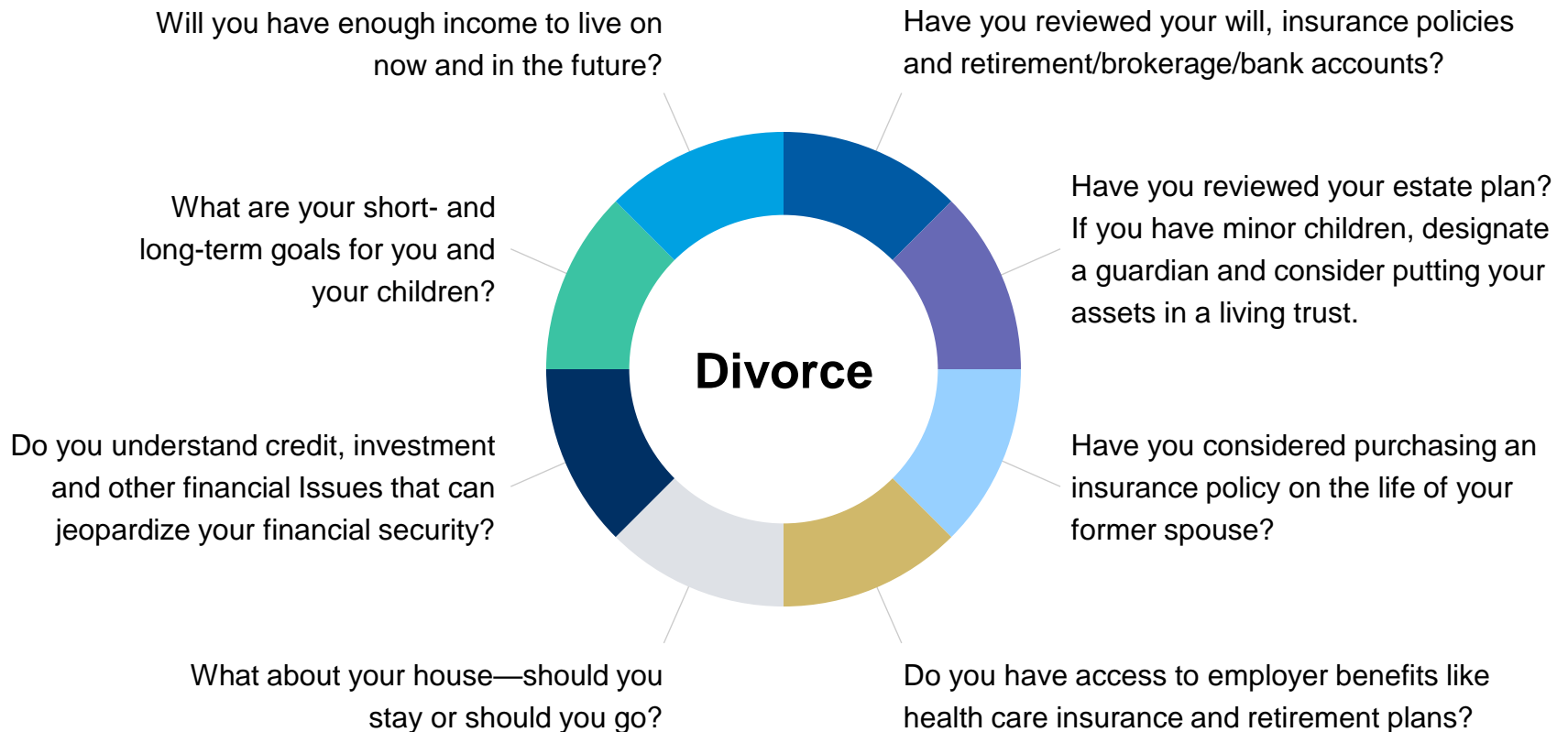
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**SECTION 4**

**Navigating Challenging  
Circumstances**

## Going Separate Ways



## Adjusting Financially to the Loss of a Spouse

Losing a spouse may be one of the most traumatic events you ever face in your lifetime. It is emotionally draining and can make it hard to focus on daily tasks, let alone financial matters.

**We Recommend  
a One-Year  
“Decision-Free”  
Zone**



- Organize your finances
- Manage bank and brokerage accounts
- Create or revise your budget
- Resolve insurance issues
- Maximize any employer benefits to which you might be entitled
- Understand Social Security and other retirement benefit options
- Manage your estate
- Develop or revise a financial strategy that reflects your new circumstances

## Planning for the People You Love

### PROPER ESTATE PLANNING CAN HELP YOU:

- Make certain your assets will be paid to your intended beneficiaries
- Engage in estate planning in order to minimize estate taxation
- Minimize family turmoil

### POSSIBLE TACTICS TO CONSIDER:

- Update or establish a Last Will and Testament, financial durable power of attorney, living will, health care directive
- Create a revocable trust to help avoid probate and maintain your privacy
- Implement a gifting program for people and causes you care about

# Morgan Stanley



## SECTION 5

# A Culture of Excellence



## Goals Planning System | GPS

Our integrated platform ties goals to implementation, leveraging the intellectual capital and sophisticated institutional capabilities of Morgan Stanley



### Discover

Start with a conversation to gain a thorough understanding of your needs, lifestyle and family – and your goals for the future.



### Advise

We work with you to develop portfolio strategies to help you achieve and protect the outcomes you envision.



### Implement

Look across multiple accounts and products to help you implement solutions that are an appropriate fit for your strategy.



### Track Progress

We help you track your progress as well as spending and savings to help ensure you remain on track toward your goals.

# We Offer Comprehensive Solutions

We help individuals manage their financial life, no matter the complexity of the specific situation

## WEALTH PLANNING



- Goals-Based Wealth Management
- Retirement Strategies

## INVESTMENT ADVICE



- Thought Leadership
- Asset Allocation
- Portfolio Construction
- Investment Manager Selection

## INVESTMENT SOLUTIONS



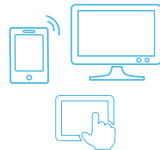
- Advisory
- Brokerage
- Traditional Products
- Alternatives
- Annuities
- Investing with Impact

## LENDING and CASH MANAGEMENT



- Home Loan Solutions
- Securities Based Loans
- Mobile Check Deposit/Bill Pay
- Morgan Stanley Cards (debit, credit, charge)
- Unlimited ATM access

## DIGITAL OFFERINGS



- Morgan Stanley Online
- Morgan Stanley Mobile App
- eDelivery
- Bill Pay
- Transfers
- Mobile Check Deposit Authorizations\*
- Send Money with Zelle®

## TRUST, ESTATE and LEGACY PLANNING<sup>1</sup>



- Wealth Transfer Strategies
- Wills, Trust, Estate and Legacy Planning
- Trust and Estate Professionals

## INSURANCE SERVICES



- Permanent Life
- Term Life
- Long-Term Care
- Disability

## PHILANTHROPY SERVICES<sup>1</sup>



- Charitable Lead Trusts
- Charitable Remainder Trusts
- Family Foundations
- Donor-Advised Funds

\*Subject to certain terms and conditions. Checks must be drawn on a U.S. Bank.

1. Although they may be admitted attorneys, planning directors and other wealth planning center personnel holding legal degrees are acting purely in a non-representative capacity. Neither they nor Morgan Stanley provide tax or legal advice to clients or to Morgan Stanley.

## Women and Wealth: Your Next Steps



**Take 30 minutes to think about the next 30 years.  
Make an appointment with a financial advisor you trust  
to build a custom wealth plan that reflects who you are.**

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## Disclosures

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**Securities based loans are provided by Morgan Stanley Smith Barney LLC, Morgan Stanley Private Bank, National Association or Morgan Stanley Bank, N.A. as applicable.**

**Important Risk Information for Securities Based Lending:** You need to understand that: (1) Sufficient collateral must be maintained to support your loan(s) and to take future advances; (2) You may have to deposit additional cash or eligible securities on short notice; (3) Some or all of your securities may be sold without prior notice in order to maintain account equity at required maintenance levels. You will not be entitled to choose the securities that will be sold. These actions may interrupt your long-term investment strategy and may result in adverse tax consequences or in additional fees being assessed; (4) Morgan Stanley Bank, N.A., Morgan Stanley Private Bank, National Association or Morgan Stanley Smith Barney LLC (collectively referred to as "Morgan Stanley") reserves the right not to fund any advance request due to insufficient collateral or for any other reason except for any portion of a securities based loan that is identified as a committed facility; (5) Morgan Stanley reserves the right to increase your collateral maintenance requirements at any time without notice; and (6) Morgan Stanley reserves the right to call securities based loans at any time and for any reason.



## Disclosures

**With the exception of a margin loan, the proceeds from securities based loan products may not be used to purchase, trade, or carry margin stock (or securities, with respect to Express CreditLine); repay margin debt that was used to purchase, trade or carry margin stock (or securities, with respect to Express CreditLine); and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.**

To be eligible for a securities based loan, a client must have a brokerage account at Morgan Stanley Smith Barney LLC that contains eligible securities, which shall serve as collateral for the securities based loan.

The Active Assets Account is a brokerage account offered through Morgan Stanley Smith Barney LLC.

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