

Morgan Stanley

Ted Kawahara, CFP®

Financial Advisor
Senior Portfolio Management Director
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Building Your Retirement Plan is My Full-Time Job

Some of the biggest and most pressing questions that individuals face are about their retirement plans. Questions such as:

- Do I have enough to cover my needs, my dreams and the unexpected?
- How do the choices I make today affect the people I care about tomorrow?
- How can I monitor my retirement assets through rapidly changing market conditions and opportunities?
- Most importantly, how do I avoid any major financial “blowups” that will impact my retirement dreams and choices?

There are many ways to plan for retirement, and most individuals have neither the time nor the expertise to plan for and implement a successful financial roadmap towards their future. For more than 30 years, I have provided individuals and families like yours with custom financial solutions designed to preserve their retirement plans.

Your retirement dreams deserve an advisor with the knowledge, credibility and leadership to put their interests first. I'd like the opportunity to be your Financial Advisor.





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For over three decades, Executive Director Ted Kawahara has steered his clients' finances toward retirement futures designed to help protect their hard-earned money and support their dreams.

Ted's comprehensive knowledge of the investment industry spans two generations: his father was on the board of EF Hutton; his sister was an officer of Smith Barney's Public Finance Department; and, in 1992, Ted became a Financial Advisor, focusing on the retirement planning needs of his clients.

Ted earned the significant industry designation of Certified Financial Planner™ (CFP®) in 1999, completing the course's rigorous academic requirements at UCLA. The CFP® designation recognizes a combination of substantial practical financial planning experience, the completion of a comprehensive and highly specialized educational program, and the demonstration of real-world applications of the core competencies. Ted also completed an intensive IRA retirement training course from the Ed Slott Company, an exclusive organization dedicated to educating advisors and financial institutions in the IRA industry.

Ted focuses his CFP skills and experience in providing comprehensive, client-based financial planning and overseeing the successful retirement of his clients. In addition to the retirement workshops that he conducts, Ted frequently meets one-on-one with clients wherever they may be, and he reaches out

proactively to ensure their needs are being met at all times. He enjoys analyzing and interpreting laws, rules, and regulations and understanding how they apply to his retirement clients. He is knowledgeable on a wide variety of topics relating to retirement issues, and he uses that knowledge to help clients navigate their retirement needs and concerns.

Ted graduated from Trinity College in Connecticut with a B.A. in economics. He was born and raised in Southern California where he now lives with his wife, Helen, and their two sons.

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Creating Your Wealth Plan

As the financial world becomes more complex and investment choices multiply, careful planning becomes even more important to helping you achieve your financial goals. As your Financial Advisor, my role is to help you develop a strategy that lays out a clear path to a successful financial future and empowers you to make more informed, confident decisions in the face of the market's ups and downs.

The following four steps were developed to achieve that goal:

4 Reviewing Objectives and Performance

After we put your wealth management plan into action, I'll set up a variety of tools to help ensure you have immediate access to your account information. And because markets and personal needs evolve over time, we'll set up regular, ongoing meetings to help ensure your plan remains on schedule to achieve your specific financial goals.

1 Setting Your Financial Objectives

Through a process of discovery and discussion, I will ask a series of detailed questions to understand and articulate your specific financial goals. Together, we'll examine your current and future liabilities, income sources and cash flow needs, while considering critical factors that may influence your overall strategy. These will include your tolerance for risk, tax concerns, liquidity needs and time horizon.



Discover



Plan

2 Creating Your Strategy

From this ongoing dialogue, I'll analyze your current situation and begin to develop a detailed action plan with recommendations to help you effectively build, protect and transfer your wealth. This analysis will serve as the foundation for building your initial plan, as well as future wealth management decisions.



Review



Implement

3 Implementing Your Strategy

Once we've discussed and refined your strategy, I will begin to execute your investment plan. In this step, I may also recommend several wealth management strategies to help preserve your assets, while positioning them to pass to loved ones and personal charitable interests. These strategies may encompass cash flow management strategies, risk management strategies, as well as estate, trust and philanthropic services.

Experience That Makes a Difference

With over three decades of experience guiding clients through the maze of complex financial issues that are unique to retirement plans, I have gained a wealth of knowledge around a wide variety of retirement-specific issues.

Many of my long-term clients work in the telecommunications industry and are familiar with the planning services I provide that are specific to their needs:

- Rolling over employee 401(k) savings, ESOPs and pension lump sum payments into personal IRAs.
- Reviewing employee retirement assets with a goal toward helping to secure retirement income.
- Preretirement planning through the

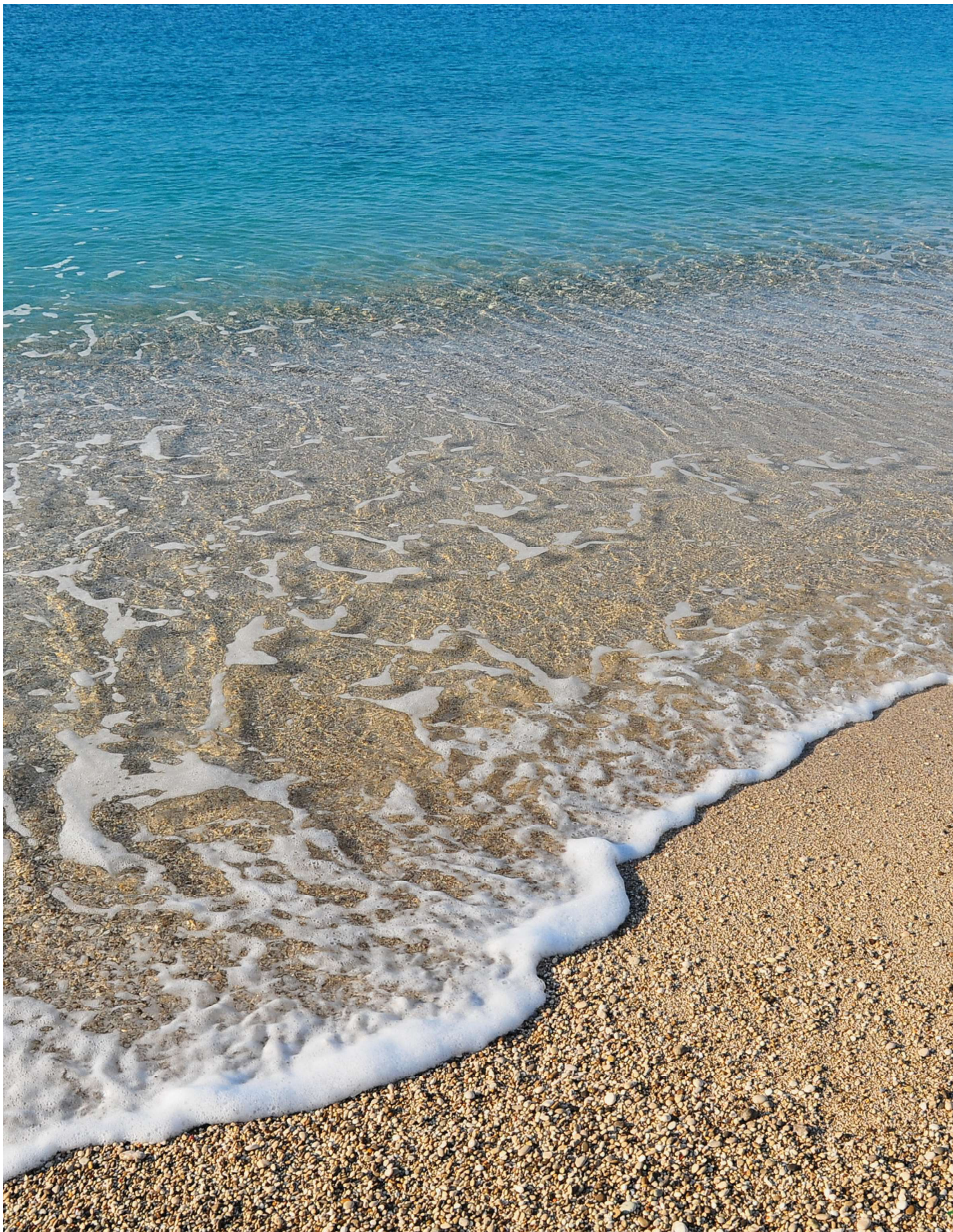
use of cash-flow and retirement income analysis.

- Educating individuals on IRA pre-59½ distribution rules.
- Establishing ROTH IRAs.

I also conduct frequent workshops for clients and prospective clients about changing laws or regulations regarding retirement plans. Some of the topics we cover at these workshops are:

- Social Security and Medicare benefits and rules
- Pension benefits
- Retirement income
- Proper investment allocation

Other issues that are often addressed at client meetings include long-term care insurance, 529 plans, and education planning. For more than 30 years, I've provided people like you with custom financial strategies to help prioritize the protection of your future retirement income, your principal, and your legacy.



Retirement and Beyond

Our work together doesn't stop after you retire. There's more to retirement than just having enough money. We will continue to help protect and preserve that money to allow you the freedom to pursue your dreams.

There's also a need for wise counsel during this important life transition. Whether we choose to enter retirement by our own volition, or whether it is thrust upon us unexpectedly, it can bring tremendous upheaval.

Peter Senge, scientist and organizational development guru, states that at critical life crossroads, it's important to hold a vision of how we would like to structure our lives. He holds that this dual visioning, facing reality at the same time as envisioning new possibilities, generates the creative tension necessary for arriving at new and perhaps previously unimagined options.

There may now be the time and energy to devote to a passion that has never been explored or pursued, or the ability to care in a new way for a family member with special needs. There may be the desire to help in the education of children or grandchildren.

For many people, it's also important to ensure that their family, business or other legacy carries on when their involvement begins to slow down and they follow other dreams. I have the tools and knowledge to help you make informed investment decisions as well as address your other financial responsibilities.

I know you have many choices when it comes to selecting a financial advisor. For over two decades, individuals and families have relied on me to understand and provide guidance on their retirement plans and the investments within them.

My wide breadth of knowledge about the many issues of retirement planning, coupled with my commitment to client service, have resulted in deeply rewarding, long-term relationships with my clients. I invite you to begin that relationship today.



“Planning is bringing the future into the present
so that you can do something about it now.”
—Alan Lakein



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www.morganstanleyindividual.com or consult with your Financial Advisor to understand these differences.

Asset Allocation and diversification do not assure a profit or protect against loss in declining financial markets. ESG investments in a portfolio may experience performance that is lower or higher than a portfolio employing such practices. Portfolios with ESG restrictions and strategies as well as ESG investments will not be able to take advantage of the same opportunities or market trends as portfolios where ESG criteria is not applied. There are inconsistent ESG definitions and criteria within the industry, as well as multiple ESG ratings providers that provide ESG ratings of the same subject companies and/or securities that vary among the providers. Certain issuers of investments including may have differing and inconsistent views concerning ESG criteria where the ESG claims made in offering documents or other literature may overstate ESG impact. As a result, it is difficult to compare ESG investment products.

There is no assurance that an ESG investing strategy or techniques employed will be successful. Past performance is not a guarantee or a dependable measure of future results.

The 529 Plan Program Disclosure contains more information on investment options, risk factors, fees and expenses, and potential tax consequences. Investors can obtain a 529 Plan Program Disclosure from their Financial Advisor and should read it carefully before investing. Investors should also consider whether tax or other benefits are only available for investments in your home state 529-college savings plan.

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