

Morgan Stanley



**The Breakwater Group  
at Morgan Stanley**

# Breakwaters Protect Anchorages From the Effects of Extreme Weather.

The Breakwater Group at Morgan Stanley functions much the same way, guarding and guiding you through the uncertainties of today's dynamic market environment.

Managing your wealth involves far more than managing an investment portfolio. It begins with a holistic, comprehensive understanding of who you are and the financial forces at work in your life. It means helping you understand and respond effectively to these forces. And, of course, it means helping you invest your assets in a way that reflects the realities of your life and your long-term goals.

We are a team of seasoned Financial Advisors focused on using our skills and experience to improve your life—often in deeply meaningful ways. As our relationship grows, we are confident you will come to regard us as a trusted resource, a team of professionals who help you make informed decisions about the life issues you face now and for generations to come.

## The Breakwater Group at Morgan Stanley

Proudly advising successful families, private businesses and local organizations.



From left to right: Cameron Shorey, Jane Stevens and Gary Bergeron

## Advising Individuals and Families, Private Businesses and Nonprofit Organizations.

### Individuals and Families

We begin each relationship by listening so we can understand the unique needs and goals of each client. A customized, integrated life plan and clear asset management strategy allow us to help successful individuals and families grow, monitor and ultimately pass on their wealth.

### Private Businesses

Our experience helps us serve the broad planning, retirement and asset management needs of business owners and families. We actively guide our clients to help them establish, grow and ultimately transition their business to future generations.

### Organizations

Today's institutional investors must develop appropriate strategies and repeatable processes in an increasingly complex world. Our team can help lead your organization through the planning and execution required to properly manage organizational assets.

# Our Sense of Purpose

comes from the trust our clients place in us. We help individuals, families and businesses protect their wealth and achieve their dreams.

**We Believe** the capital markets provide one of the most efficient ways for you to grow your wealth over time. We also believe professional management provides you with superior access, insight and guidance to help grow your net worth and achieve financial freedom.

**We Invest** each portfolio according to clear, written objectives established through a disciplined planning process. A number of important considerations — from your time horizon and risk parameters to your income needs and growth goals — all inform our recommendations to develop your custom plan.

**We Gain Insight** from our firm's specialized strategists, global analysts, Consulting Group and Global Capital Markets department to identify prudent investments for your portfolio. Coupled with the guidance of Morgan Stanley's deep intellectual capital, our experience, knowledge and insights are used to build and refine an investment strategy that is uniquely yours.

**We Understand** compensation is an important consideration for sophisticated investors. While we provide both traditional brokerage and advisory services, the core of our practice is built on a registered investor advisor, fee-based platform. When supporting clients in a fee-based relationship, we provide prudent guidance and advice based on a more holistic view of each client's personal circumstances. If appropriate for your situation, we believe this structure is the most transparent way to support our clients, and most closely aligns our work with our clients' long-term interests.<sup>1</sup>

# Our Process

## 1 Understanding

Our work starts by listening to you so we can gain a complete understanding of your needs, goals, hopes and dreams.

## 2

### Confirmation

Because your needs are the foundation of our work together, we schedule time to confirm that we've heard your goals and concerns correctly.

## 5

### Commitment

We are deeply committed to serving our clients and their families. Quality service is an ongoing, everyday action woven into the fabric of our team.

## 4

### Implementation

We implement key elements of your plan and help manage your investments day to day. Backed by a defined process and internal discipline, we ensure each client is well served.

## 3

### Solutions

We utilize our personal and firm-based resources to develop a concise "Life Map" assessment and a comprehensive plan for each client.

With an experienced professional and the right resources, reaching your most important goals can be less challenging and more rewarding.

### Advanced Planning Setting a Confident Course



The most important step in establishing a path to your goals is a thorough, thoughtful planning process that analyzes where you are now and where you want to go. Working together, we develop the strategies to get you there, navigating life's challenges and protecting your family.

- / Balance Sheet Analysis
- / Retirement Planning
- / Education Planning
- / Estate Planning and Multigenerational Planning
- / Business Succession Planning

### Asset Management Managing the Rewards of Success



Managing an investment portfolio should be a consultative, disciplined process that considers your personal investment goals and includes a careful analysis of the financial markets. You can rely on us for objective, strategic advice in structuring your portfolio to align with the values that shape your decisions.

- / Asset Allocation and Investment Management
- / Traditional Investments
- / Alternative Investments
- / Separately Managed Accounts
- / Private Banking Services
- / Business Retirement Plans (401(k), SEP IRA, etc.)

### Service and Communication Building Long-Term Loyalty



Our practice is built on a foundation of regular and proactive communication. We understand that clients are the reason our practice exists. Exceptional service is more than a goal, it is something we live, breathe and practice day in and day out. While life is often uncertain, the support and counsel each and every client receives will become a steady force for you and your family in the important years ahead.

- / Local Team and Support Resources
- / Scheduled, Proactive Communication
- / Robust Online Access and Reporting
- / Signature-Ready Documents
- / Educational Events and Seminars
- / Multi-Advisor Coordination

## The Six Pillars of a Comprehensive Plan

FINANCIAL PLANNING & MANAGEMENT	RETIREMENT PLANNING	MULTIGENERATIONAL PLANNING	ESTATE PLANNING	RISK MANAGEMENT	BANKING AND LENDING
<b>Life Goals</b> Quality of Life Goals Statement Personal Values	<b>Retirement Plans</b> 401(k) IRAs Beneficiary Reviews	<b>College Planning</b> 529 Custodial Accounts	<b>Wills and POA</b> Health Care POA Durable POA	<b>Goal Protection</b> Life Insurance Review Long-Term Care Review	<b>Private Banking Services<sup>2</sup></b> High Net Worth Personal Credit
<b>Asset Allocation</b> Risk Tolerance Investing Style Time Horizon	<b>Social Security</b> Benefit Planning Contingency Plans	<b>Parents</b> Living Expenses Housing Time Commitment	<b>Trusts</b> Living Credit Shelter ILIT	<b>Income Protection</b> Disability Insurance	<b>Securities-Based Lending Access</b> Margin Portfolio Loan
<b>Investment Management</b> Research Security Selection Rebalancing	<b>Health Care</b> Long-Term Care Medicare	<b>Child Living Expenses</b> Ongoing Support Special Needs	<b>Heirs</b> Gifting Asset Tilting Asset Transfer	<b>Liability Insurance</b> Umbrella Coverage	<b>Real Estate Lending</b> Home Mortgage Access Home Equity Loan Access
<b>Tax Planning</b> Tax Sensitivity Year-End Planning	<b>Business Owners</b> Business Succession Executive Comp. Defined Benefits	<b>Advisor Coordination</b> CPA Attorney	<b>Charitable Giving</b> Donor Advised Funds Charitable Trusts	<b>Business Owners</b> Cross Purchase Key Man Insurance	<b>Commercial Lending Access</b> Personal Credit

## The Breakwater Group



From left to right: Shannon Moore, Gary Bergeron, Kris Noble, Jane Stevens, Karina Rosewell and Cameron Shorey



**Gary Bergeron,**  
CPWA®, CRPS®, QPFC

Executive Director  
Senior Portfolio  
Management Director  
Family Wealth Advisor  
Corporate Retirement Director  
Financial Advisor

Gary Bergeron is the founder and Managing Partner of The Breakwater Group. He works closely with successful individuals, families and private business owners, helping them address life's challenges so they may enjoy the financial freedom they deserve and leave the legacy they desire. Gary's client-focused process and outstanding service have earned him national recognition by Forbes as one of the Best-in-State Wealth Advisors for Maine in 2019, 2020, 2021 and 2022.

A commitment to lifelong learning and providing clients with the most modern strategies has allowed Gary to earn elite-level credentials. His advanced studies at Yale University prepared him to become a Certified Private Wealth Advisor® (CPWA®), a designation that enables seasoned advisors to address the sophisticated needs of clients with a minimum net worth of \$5 million. As a Family Wealth Advisor, Gary is among a small percentage of Morgan Stanley Financial Advisors recognized as having the skills needed to deliver comprehensive, family-centric wealth management. He is also a Chartered Retirement Plans Specialist<sup>SM</sup> (CRPS®) and

a Qualified Plan Financial Consultant, bringing sophisticated knowledge to the team's corporate retirement plan work. Gary's designations are indicative of the knowledge and skills he brings to address the complex financial, interpersonal and multi-generational dynamics of successful families and private businesses.

Gary grew up in Derry, New Hampshire, and now lives in Yarmouth with his wife, Laura, and their two children, Henry and Annie. He is a current member and former President of the Board of the Boys and Girls Club of Southern Maine, a member of the Investment Committee for Catholic Foundation of Maine and the Gould Academy, and is a founding member and past Treasurer of the Yarmouth Education Foundation. Time away from work generally finds Gary on a bike, in a boat, in a river or on a mountain with family, clients or friends, or simply relaxing with a good book.

207-871-7315  
Gary.R.Bergeron@morganstanley.com  
NMLS#: 1409802



**Jane Stevens,**  
RICP®, CLTC®

Financial Advisor  
Financial Planning Specialist

Jane Stevens joined The Breakwater Group at Morgan Stanley as a Financial Advisor after achieving great success in the wealth management industry for over nine years. She holds her FINRA Series 6, 63, 65 and 7 certifications, has earned the Retired Income Certified Professional® (RICP®) and Certified Long-Term Care® (CLTC®) designations, which have helped her to understand the unique needs of strategic financial planning. In addition to her technical knowledge, Jane brings true focus and passion to her work with clients. She finds real joy in serving clients in an intimate and personal relationship, which gives clients the comfort and support they need to live their lives confidently. Jane's experience and technical knowledge bring depth to the team's personal risk management and insurance solutions. In addition, she focuses her time and skills on both personal and corporate retirement client relationships and new business development efforts.

Being involved in the community is important to Jane and her family; she serves on the boards for Portland Stage Company, and The Boys and Girls Club of Southern Maine, where she is proud to be part of the fifth generation of her family to support the Portland clubhouse. Jane is originally from Tucson, Arizona, and moved to Maine in 2007 with her Portland-born husband, Nate, after they graduated from the University of Arizona. Jane and Nate live in the Deering Center neighborhood of Portland with their son Carter, where they can be found working on projects on their 1870s Victorian farmhouse, or riding their bikes around the neighborhood, including a vintage tandem bike named "Double Trouble." They spend their summers at the family cottage on Little Diamond Island in Casco Bay.

207-771-0820  
Jane.Stevens@morganstanley.com  
NMLS#: 2340640



**Cameron Shorey,**  
CFP®, QPFC

Financial Advisor  
Financial Planning Specialist

Cameron Shorey is a Certified Financial Planner<sup>TM</sup> (CFP®) and Financial Advisor at The Breakwater Group at Morgan Stanley. Since 2017, he has worked with successful individuals, families and business owners, providing personalized advice through a disciplined, goals-based process. His ability to build meaningful relationships allows him to guide clients toward a goal of financial freedom in a comfortable and accessible way.

As a CFP® professional, Cameron has extensive, in-depth knowledge of key financial planning areas such as tax planning strategies, retirement planning, estate planning strategies and employee benefits. He is ethically bound by the CFP Board to advocate on behalf of his clients and act in their best interests. Cameron has also earned the designation of Qualified Plan Financial Consultant, providing advanced knowledge in the team's corporate retirement plan work. He is also a member of the Maine Estate Planning Council.

Raised in Calais, Maine, Cameron attended Phillips Exeter Academy and the

University of New Hampshire (UNH), where he earned a bachelor's degree in finance and a minor in economics. Pursuing his passions for academics and athletics at UNH, Cameron was recognized as a First Team All-Conference selection in the school's Division I Football program and as a Conference Student-Athlete of the Year. The son of Maine small-business owners, Cameron was raised in a culture of hard work, integrity and perseverance, and he applies these same principles to his professional responsibilities.

Cameron values the natural beauty of Maine and especially enjoys traveling Downeast where his family has lived for five generations. Away from work, he is a member of the Finance Committee for the Downeast Lakes Land Trust and spends his free time in the mountains, on the water or checking out local festivities with his family and their two dogs.

207-771-0835  
Cameron.Shorey@morganstanley.com  
NMLS#: 1682162



**Shannon Moore**  
Client Service Associate

Shannon Moore is an innovative, solutions-driven professional with over 16 years of business experience, most recently, in health care administration. She has strong organizational and analytical abilities complemented by a friendly, client-focused style. Shannon is generally the first point of contact for our valued clients and manages the critically important administrative responsibilities for the team. Shannon was born and raised in Maine and holds an Associate of Science in business administration from Husson College. She lives in Westbrook with her son, Carter. When away from the office, she enjoys sea glass hunting and is an avid New England sports fan.

207-771-0828  
Shannon.Moore@morganstanley.com



**Kris Noble**  
Consulting Group Analyst

An experienced professional with Morgan Stanley since 2000, Kris Noble focuses on delivering investment due diligence, risk-reward analysis and investment manager analysis to a select group of clients. He received his Consulting Group Analyst designation in 2004 and continues to design, implement and monitor portfolios to help clients achieve their long-term goals. Kris currently holds his Series 7, 63 and 65 certifications. Kris was born and raised in Maine. He graduated from the University of New Hampshire with a Bachelor of Science in business administration and a minor in Finance. He and his wife, April, and daughters, Sydney and Ava, reside in Limington, Maine. When out of the office, Kris enjoys coaching his childrens' sports teams and stays active in health and fitness activities.

207-771-0856  
Kristoffer.A.Noble@morganstanley.com



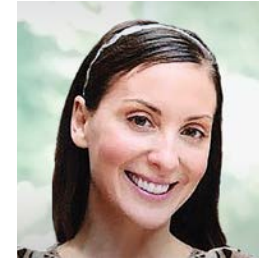
**Karina Rosewell**  
Client Service Associate

Karina Rosewell is an accomplished financial professional who strives to establish and maintain lifelong client relationships. Prior to joining Morgan Stanley, she enjoyed over 11 years working for a local credit union, starting as a teller and quickly rising to become a branch manager. Karina has experience in money movement, operations, problem resolution, and truly enjoys working with clients. She uses her experience and her drive to keep processes moving in an organized and efficient manner to support all areas of the team's client service work.

Karina was born in Maine and lives in Limington with her husband, daughter and two dogs. She spends her free time running, biking, target shooting and gardening. Karina loves to host gatherings and meals for her family and friends, and spend time exploring new local spots and breweries.

207-771-0836  
Karina.Rosewell@morganstanley.com

Additional Resources



**Patricia Rusu**  
Private Banker

Patricia Rusu is a Private Banker, serving Morgan Stanley Wealth Management branches in Vermont and Maine.

She began her career in financial services in 2000. Prior to joining Morgan Stanley in 2013, Patricia was a Vice President in Commercial Lending at TD Bank. She has also worked in various banking and lending positions for Key Bank, People's United and Goldman Sachs.

Patricia received a Bachelor of Science in business administration from the University of Vermont. She currently resides in Burlington, Vermont, and in her free time, enjoys traveling and staying fit.

802-652-6048  
Patricia.Rusu@morganstanley.com

**Giving Back**

Our team is passionate about being a positive member of the communities where we live and work. We are active volunteers and contribute generously to many organizations, including The Boys and Girls Clubs of Southern Maine, Colby College, Gould Academy, Pinkerton Academy, Catholic Foundation of Maine, North Yarmouth Academy, Holderness School, USM Promise Scholarship Program, Portland Stage, Portland Public Library, Greater Portland Landmarks and various other local organizations.



# The Breakwater Group at Morgan Stanley

100 Middle Street  
Portland, ME 04101

207-871-7315 / OFFICE

<https://morganstanley.com/fa/thebreakwatergroup>

<sup>1</sup> 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.

<sup>2</sup> Morgan Stanley Smith Barney LLC is a registered Broker/Dealer, Member SIPC, and not a bank. Where appropriate, Morgan Stanley Smith Barney LLC has entered into arrangements with banks and other third parties to assist in offering certain banking related products and services.

Source: Forbes.com (April, 2022) Forbes Best-in-State Wealth Advisors ranking was developed by SHOOK Research and is based on in-persona and telephone due diligence meetings to evaluate each 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 not indicative of future performance or representative of any one client's experience. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors pay a fee to Forbes or SHOOK Research in exchange for the ranking. For more information: [www.SHOOKresearch.com](http://www.SHOOKresearch.com).

Asset Allocation does not assure a profit or protect against loss in declining financial markets. Diversification does not guarantee a profit or protect against a loss.

This material does not provide individually tailored investment advice. It has been prepared without regard to the individual financial circumstances and objectives of persons who receive it. The strategies and/or investments discussed in this material may not be appropriate for all investors. Morgan Stanley Wealth Management recommends that investors independently evaluate particular investments and strategies, and encourages investors to seek the advice of a Financial Advisor. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives.

The investments listed may not be appropriate for all investors. Morgan Stanley Smith Barney LLC recommends that investors independently evaluate particular investments, and encourages investors to seek the advice of a financial advisor. The appropriateness of a particular investment will depend upon an investor's individual circumstances and objectives.

Morgan Stanley Smith Barney LLC does not accept appointments nor will it act as a trustee but it will provide access to trust services through an appropriate third-party corporate trustee.

Life insurance, disability income insurance, and long-term care insurance are offered through Morgan Stanley Smith Barney LLC's licensed insurance agency affiliates.

Portfolio Loan Account ("PLA") is a securities based loan/line of credit product offered by Morgan Stanley Bank, N.A., an affiliate of Morgan Stanley Smith Barney LLC. All PLA loans/lines of credit are subject to the underwriting standards and independent approval of Morgan Stanley Bank, N.A. PLA loans/lines of credit may not be available in all locations. Rates, terms, and conditions are subject to change without notice. To be eligible for a PLA loan/line of credit, a client must have a brokerage account at Morgan Stanley Smith Barney LLC that contains eligible securities, which shall serve as collateral for the PLA. Other restrictions may apply. The information contained herein should not be construed as a commitment to lend. Morgan Stanley Bank, N.A. is a Member FDIC that is primarily regulated by the Office of the Comptroller of the Currency. The proceeds from a PLA loan/line of credit (including draws and other advances) may not be used to purchase, trade, or carry margin stock; repay margin debt that was used to purchase, trade, or carry margin stock; and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.

Important Risk Information for Securities Based Lending: Borrowing against securities may not be suitable for everyone. You should be aware that there are risks associated with a securities based loan, including possible margin calls on short notice, and that market conditions can magnify any potential for loss. 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.

Investment, insurance and annuity products offered through Morgan Stanley Smith Barney LLC are: NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED | NOT A BANK DEPOSIT | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY

Residential mortgage loans/home equity lines of credit are offered by Morgan Stanley Private Bank, National Association, an affiliate of Morgan Stanley Smith Barney LLC. With the exception of the pledged-asset feature, an investment relationship with Morgan Stanley Smith Barney LLC does not have to be established or maintained to obtain the residential mortgage products offered by Morgan Stanley Private Bank, National Association. All residential mortgage loans/home equity lines of credit are subject to the underwriting standards and independent approval of Morgan Stanley Private Bank, National Association. Rates, terms, and programs are subject to change without notice. Residential mortgage loans/home equity lines of credit may not be available in all states; not available in Guam, Puerto Rico and the U.S. Virgin Islands. Other restrictions may apply. The information contained herein should not be construed as a commitment to lend. Morgan Stanley Private Bank, National Association is an Equal Housing Lender and Member FDIC that is primarily regulated by the Office of the Comptroller of the Currency. Nationwide Mortgage Licensing System Unique Identifier #663185. The proceeds from a residential mortgage loan (including draws and advances from a home equity line of credit) are not permitted to be used to purchase, trade or carry eligible margin stock; repay margin debt that was used to purchase, trade or carry margin stock; or to make payments on any amounts owed under the note, loan agreement, or loan security agreement; and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.

Private Bankers are employees of Morgan Stanley Private Bank, National Association, Member FDIC.

Tax laws are complex and subject to change. Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors and Private Wealth Advisors do not provide tax or legal advice and are not "fiduciaries" (under ERISA, the Internal Revenue Code or otherwise) with respect to the services or activities described herein except as otherwise agreed to in writing by Morgan Stanley. Individuals are encouraged to consult their tax and legal advisors (a) before establishing a retirement plan or account, and (b) regarding any potential tax, ERISA and related consequences of any investments made under such plan or account.

The views expressed herein are those of the author and do not necessarily reflect the views of Morgan Stanley Wealth Management 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.

The individuals mentioned as the Portfolio Management team are Financial Advisors with Morgan Stanley participating in the Morgan Stanley Portfolio Management program. The Portfolio Management program is an investment advisory program in which the client's Financial Advisor invests the client's assets on a discretionary basis in a range of securities. The Portfolio Management program is described in the applicable Morgan Stanley ADV Part 2, available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV) or from your Financial Advisor.

