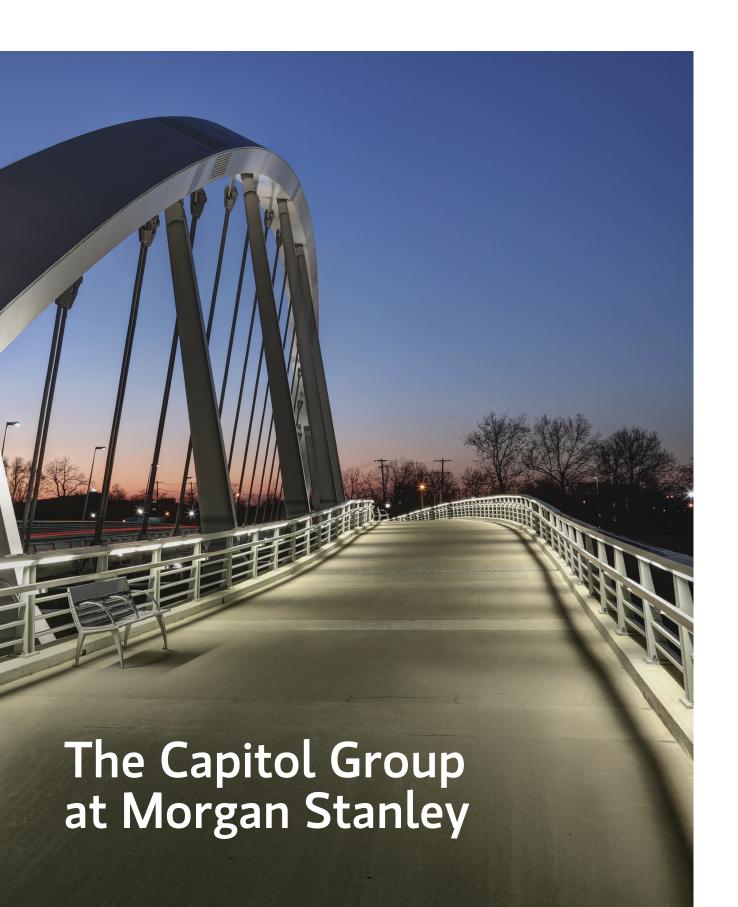
## Morgan Stanley





Left to right: Tom Mitchell, Catherine Keener, Melissa Gest, David Sugar, Peggy Bellows, Steve Shea

A boutique group within a global firm, The Capitol Group at Morgan Stanley is optimized to provide objective, personalized wealth management advice and services.

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## The Capitol Group at Morgan Stanley

#### Helping Achieve Your Retirement and Legacy Goals.

The individuals and families we serve are an exceptional group of people. All have accumulated significant assets and have relatively sophisticated financial needs. They seek guidance from professional Financial Advisors so they may build a thorough and thoughtful wealth management plan to help them protect, grow and successfully transfer their wealth to loved ones.

Our goal is to help every one of our clients navigate the complexities and responsibilities that accompany financial success, so they may focus on the people, interests and activities that enrich their lives.

Through our own experience and the extensive resources of Morgan Stanley, we provide a broad range of financial capabilities:

- We help you create, implement and maintain a comprehensive wealth strategy.
- We provide access to institutional strategists and investment bankers.
- We offer the services of a family office and can even help you guide your children so they will be better prepared to handle their responsibilities.

Most importantly, we coordinate all of these efforts into a single, cohesive strategy custom-designed to support the life you want to live and leave behind a legacy that will endure for generations. Through a goals-based wealth management process, we help you create a tailored goal plan that evolves with you, bringing clarity and focus on what matters most to you and your family.



**David Sugar**Branch Manager
Managing Director - Wealth Management
Family Wealth Director

David is a founding partner of The Capitol Group with over 30 years of wealth advisory and trust administration experience. As a Family Wealth Director and Financial Advisor, David leads our high net worth business unit providing families with a comprehensive wealth management approach in complex financial structuring, tax/estate strategies and family office resources, philanthropy and family governance.

David also serves as a Senior Portfolio Management Director, responsible for the creation of proprietary portfolios comprised of stocks, ETFs, mutual funds, and bonds. In addition, David has significant experience with providing access to clients that are qualified investors with exposure to alternative investments.

David earned his B.A. from The Ohio State University and his Law Degree from Capital University. He lives in Upper Arlington with his wife, Susan. In his free time, David enjoys golf and traveling with his family.

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**Thomas Mitchell**Financial Advisor
Senior Vice President
Portfolio Management Director

Tom is a founding partner of The Capitol Group at Morgan Stanley and has 30 years of experience as a Financial Advisor. He is committed to providing a diverse selection of wealth management services and strategies to his clients which includes individuals, families, corporations and non-profits. In working with wealth management clients, Tom and the team utilizes a needs-based planning strategy that includes an in depth needs assessment, planning and probability analysis, asset allocation and investment modeling and ongoing monitoring of performance and cash flow.

Tom leads the team's effort in their qualified retirement plan business. Services in this area include Investment Policy Statement review, investment manager and fund performance evaluation and selections, asset class selection and participant education and advice.

Tom received a Bachelor of Arts degree from Denison University in 1993, majoring in Economics. He resides in Dublin with his wife, Kelley, and their four daughters.

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Margaret Bellows, CFP®
Vice President
Financial Advisor

Peggy joined The Capitol Group at Morgan Stanley in August of 2017 as a Financial Advisor. Peggy provides her clients with wealth management solutions integrating her early career experience as a CPA in the tax department of a national accounting firm, although she does not currently give tax advice. Her investment and financial planning career began in 1996 at Bank One, a predecessor to J.P. Morgan Chase. Between her tax and investment careers Peggy was a principal with her family's local business.

She earned her undergraduate degree in Economics from Smith College and her Master of Business Administration from the Tuck School at Dartmouth College. She earned her Certified Financial Planner certificate in 1996 and has the FINRA Series 7, 66 and 3 as well as insurance licenses for several states. Peggy has been with Morgan Stanley since 2005 and was with Merrill Lynch from 1999-2005.

Peggy is a lifelong resident of Upper Arlington. She has two married daughters living out of state and four grandchildren. She enjoys spending time with her family, golf, tennis and traveling.

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**Stephen Shea** Financial Advisor

Steve has been a Columbus-based local and national pacesetter in the retirement plan industry for over 25 years. He has been involved in the sales, on-boarding, education and servicing of more than 1000 corporate retirement plans as of September 2023.

After years of helping other advisors start and build their retirement plan businesses, Steve joined The Capitol Group in 2018 as a Financial Advisor and has now set out to help our team manage and grow our significant retirement plan practice.

Steve's goal is to help our clients design and run well-crafted, cost effective retirement plans and to encourage each of their employees to understand that their own retirement dreams can come true.

Steve earned his B.S. from The Ohio State University and his MBA from the University of Dayton. He resides in Upper Arlington with his wife Kelley and two daughters along with three overly enthusiastic dogs.

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**Catherine Keener**Director of Business Strategy
Assistant Vice President
Financial Planning Specialist

Catherine joined the team in 2008 as a Portfolio Associate. Throughout her over 30 year career, Catherine has worked in various support, sales, and management positions within the industry. With her wide-ranging knowledge base and experience, Catherine is qualified to manage and supervise the team's internal operations.

Catherine is proficient at directing the team's administrative operations and ensuring that all client accounts are diligently addressed and reviewed. She recently obtained Morgan Stanley's internal Financial Planning Specialist designation and is assisting the team with our clients' financial planning and goal setting. She is a valuable resource for the team's clients as well as a mentor and resource to the other support staff in our office.

Catherine holds her FINRA Series 3, 7, 8, 63 and 65 securities licenses and her Life, Accident, and Health Insurance license. She earned a B.A. in International Studies from The Ohio State University. She currently resides in Dublin, Ohio with her husband.

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Melissa Gest Client Service Associate

Melissa joined The Capitol Group in September of 2017 as a Client Service Associate, bringing experience from both banking and brokerage operational support. Melissa is often the first point of contact for all client inquiries and requests. She is committed to delivering the highest level of personalized customer service to ensure that all operational and administrative processes are handled in a seamless manner.

Originally from New York, Melissa came to Ohio to earn her Organizational Leadership degree at the University of Cincinnati. She moved to Columbus when she joined Morgan Stanley in 2011. She has one daughter, enjoys exploring new places and spending time with friends and family.

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### **Our Consultative Process**

Charting a prudent course to financial independence begins with a well-crafted wealth management plan, a prudent investment philosophy and a disciplined process that is followed with diligence and care. Our four-step process provides the context to develop and implement highly customized strategies designed to help you attain your specific financial goals.

#### Discovery

During the discovery discussion, we will ask many questions to understand what matters most to you. We'll talk about the lifestyle you enjoy, your passions and your concerns. Our conversation will also explore personal values, key relationships, details about your current investment portfolio, preferred manner of communication, as well as identify the other professional advisors with whom you currently work. Capturing all of this information will enable us to map out a long-term strategy, ensuring each facet of your financial situation is working together effectively.

# 2 Analysis a

## Analysis and Recommendation

Based on our dialogue, we will analyze your personal and financial information, assess risks and identify any potential threats to your financial health. We will then present appropriate investment options that are designed to work together to help grow your portfolio and achieve your financial goals. We may also present several wealth management recommendations that often encompass cash flow management strategies, risk management solutions, as well as estate, trust and philanthropic services.

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### **Implementation**

Once you've approved your wealth management plan, we will work closely with you to help ensure the various elements of your plan integrate well with one another. Wherever appropriate, we will suggest seeking additional, in-depth advice on particularly complex issues we have identified, such as estate planning and tax minimization strategies. Whatever approach we implement, we will help keep your strategy on track.

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# Reviewing Objectives

Ongoing communication is a vital component of our relationship and we are committed to keeping abreast of your changing financial needs. Your financial documents provide the foundation for regular meetings. We will review your portfolio at your request and whenever you feel your circumstances have changed. We will then seek to make certain your assets are positioned according to your evolving needs. If necessary, we will suggest adjustments to your strategy to address changes in your life or your long-term objectives.

## Our Goals-Based Wealth Management Process

As your team of Financial Advisors, our role is to help you develop a strategy that lays out a path to your goals that you can follow, knowing you are making informed, confident decisions in the face of today's complex financial markets.

We utilize a goals-based process that enables us to design and implement appropriate solutions to empower you to achieve and maintain financial success.



How much will your goal cost? Do you have a gap or a surplus?



What are your current assets?

#### **OUR METHOD IN ACTION**

We look at several key factors — your life stage, savings, asset and income needs, as well as the current markets. We determine where you are and where you want to go and then perform a gap analysis to gain a greater understanding of what it will take to reach your goals, given your time horizon, projected costs and how much risk you are willing to take.



If you have a gap, how do you fill it?



What are your goals for the future?



Adjust over time to life's changes

Morgan Stanley has an exceptional reputation based on product innovation, an integrated goals-based wealth management approach and strong money management platforms. With our global presence and capabilities in capital markets and wealth planning resources, we expect to remain a dominant force in wealth management for years to come.

We are proud to be part of the Morgan Stanley family to provide you with the following:

- A wide range of products beyond traditional investments, including impact investing strategies and alternative investments, access to lending services, donor-advised offerings, trusts and many other services.
- World-class technology to enhance trading and analysis.
- Access to industry-leading analysts and experts.
- Some of the most impressive and extensive research capabilities in the world.
- An 85-year old culture focused on "delivering first-class business in a first-class way." The firm's open architecture structure empowers us to identify and recommend the strategies and solutions that are appropriate for your unique situation and goals.



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

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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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