Morgan Stanley

The Elm Street Group at Morgan Stanley

Family Wealth Stewardship

In the ancient world, stewards were entrusted with the responsibility to care for the health, wealth and wellbeing of each member of the family they served. Today, we carry on that tradition by serving client families with our wealth management process, Wealth Stewardship by Design, which synchs our stewardship with each client's evolving needs.

Our client families often span multiple generations, each with their own specific lifestyle needs and complex wealth portfolios. They count on us to go above and beyond to help grow and preserve their wealth, to anticipate and manage their financial risks, and to present them with solutions that consider all the possible ramifications of their decisions. Above all, they place their trust in us to be effective, responsible stewards of the things that matter most to them.

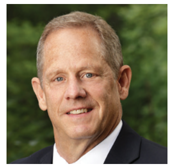
A Culture of Excellence

We are a highly credentialed and top-tier wealth management team of seasoned professionals, entrusted by generations of families to manage the financial complexities of their lives.

Our Mission

We strive to empower families to envision and achieve their goals through holistic planning, selfless advice and vigilant stewardship of wealth.

Meet Our Team



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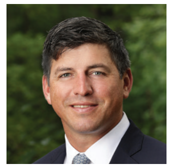

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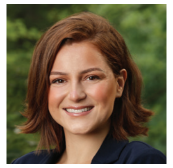

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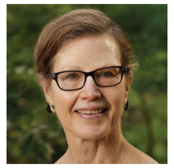

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Comprehensive Capabilities

Financial Planning and Goals Analysis
- Financial Planning
- Education Planning and Funding
- Executive Compensation and Stock Options
- Retirement Planning
- LGBTQ Planning
- Estate Planning Strategies and Wealth Transfer
- Business Formation and Exit Planning
- Legacy and Philanthropy
- Personalized Portfolio Management
- Risk Mitigation for Life, Health and Income
- Second Opinion Services

Investment Management
- Personalized, Goals-Based Asset Management
- Sustainable, ESG and Values-Based Investing
- Tax-Efficient Strategies
- Liquidity and Risk Oversight
- Alternative Investments
- Hedging Strategies
- Concentrated/Restricted Stock Advice

Trust, Estate and Legacy Planning Strategies
- Wealth Transfer and Trust Services
- Intergenerational Needs Facilitation
- Long-Term Care Planning
- Coordination With Outside Legal and Tax Advisors
- Beneficiary Coordination
- Charitable Giving Strategies
- Assistance With Gifts, Grants and Bequests
- Donor-Advised Funds
- Family Foundations
- Charitable Trusts

Online, E-Delivery and Mobile
Integrated suite of tools and apps designed to enhance the client relationship, including:
- Dynamic Mobile App
- Total Wealth View–Add External Accounts
- Fraud Detection and Prevention
- Robust Market Research Tools
- Digital Vault* Storage for Documents
- Multifactor Authentication and Face/Touch ID

Personal Finance Management
- Securities-Based Lending**
- Residential Mortgage Lending
- Tailored Lending
- Cash Management Services
- Remote Deposit and Bill Pay
- Budgeting and Spending Tools

Education and Market Perspectives
- Steadfast Commitment to Client Education
- Next-Gen Education and Counseling
- Video and Audio Casts
- Insights and Special Reports
- Thought Leadership

Corporate Equity Solutions
- Qualified Retirement and Pension Plans
- Stock Option Analysis
- Equity Compensation Advice
- Institutional Cash Management Services

* Not all documents can be accepted into Digital Vault.

** Borrowing against securities may not be appropriate for everyone. You should be aware that there are risks associated with a securities based loan, including possible maintenance calls on short notice, and that market conditions can magnify any potential for loss. For details please see the important disclosures.

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Wealth Stewardship by Design

The wealth management process we've designed expands beyond the scope of traditional wealth management to encompass meaningful wealth; wealth that connects your quantifiable assets and liabilities with your most important intangibles — your lifestyle, security, values, legacy and general wellbeing. Our ongoing process balances what matters to you with the factors we can control that are most impactful to helping achieve financial independence.

WHAT MATTERS TO YOU

- Family
- Work
- Security
- Assets
- Liabilities
- Lifestyle
- Values
- Legacy
- Passions

WHAT WE CAN CONTROL

- Understanding market conditions
- Risk management
- Carefully crafted planning
- Clear and disciplined process
- Access to top money managers

Customized Approach

Our commitment to wealth stewardship centers around a disciplined process to create, implement and maintain highly customized and comprehensive wealth management plans based on your needs and objectives.

DISCOVERY PROCESS

We meet with you to learn about your family's goals, challenges, values and financial complexities. We also review documents you've prepared and explore any circumstances that are unique to your financial situation. You'll learn about our capabilities as we gather information to formulate specific strategies and align the entire relationship with your family's preferences and requirements.

ANALYSIS AND STRATEGY DEVELOPMENT

We take time to reflect on our discovery meeting and ensure the collected information is complete and accurate before beginning to develop your personalized strategy. Using our proprietary financial planning and wealth analysis tools, including extensive thought capital within our team and the larger firm, we build detailed recommendations designed to help you grow, preserve and transfer your wealth. These recommendations serve as the foundation for a thoughtfully crafted initial plan, as well as future investment decisions.

FORMULATION OF PLANNING ROAD MAP AND IMPLEMENTATION STEPS

We prepare and present you with a planning road map to illuminate the paths to your goals, highlight specific opportunities and clarify milestones for future monitoring. The plan also encompasses your tolerance for risk, as well as income tax, estate and legacy considerations. We dynamically maintain this road map as the basis for a constructive long-term relationship that can keep pace with your changing life circumstances.

PLAN IMPLENTATION AND COORDINATION WITH TAX AND LEGAL ADVISORS

We take a "measure twice, cut once" approach to precisely implement-agreed upon actions with an understanding that little mistakes can have big consequences. We collaborate with your other professional advisors to help ensure unity of purpose and direction, and provide you with educational and effective information.

ONGOING STEWARDSHIP

Committed to a concierge service model, we focus on developing a relationship that provides a fully engaged experience. We deliver ongoing reviews and comprehensive reporting in coordination with your advisors to ensure that your strategy adapts to your changing financial and family needs.

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.

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

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Environmental, Social and Governance ("ESG") investments in a portfolio may experience performance that is lower or higher than a portfolio not employing such practices. Portfolios with ESG restrictions and strategies as well as ESG investments may 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 may have differing and inconsistent views concerning ESG criteria where the ESG claims made in offering documents or other literature may overstate ESG impact. ESG designations are as of the date of this material, and no assurance is provided that the underlying assets have maintained or will maintain and such designation or any stated ESG compliance. As a result, it is difficult to compare ESG investment products or to evaluate an ESG investment product in comparison to one that does not focus on ESG. Investors should also independently consider whether the ESG investment product meets their own ESG objectives or criteria.

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.

Tailored Lending is a loan/line of credit product offered by Morgan Stanley Private Bank, National Association, an affiliate of Morgan Stanley Smith Barney LLC. A Tailored Lending credit facility may be a committed or demand loan/line of credit. All Tailored Lending loans/lines of credit are subject to the underwriting standards and independent approval of Morgan Stanley Private Bank, National Association. Tailored Lending loans/lines of credit may not be available in all locations. Rates, terms, and programs are subject to change without notice. Other restrictions may apply. The information contained herein should not be construed as a commitment to lend. Morgan Stanley Private Bank, National Association is a Member FDIC that is primarily regulated by the Office of the Comptroller of the Currency. **The proceeds from a Tailored Lending loan/line of credit (including draws and other advances) generally 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.**

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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.

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