Morgan Stanley

Feinberg Feinberg Schelling Group at Morgan Stanley

250 S Park Avenue, Suite 500
Winter Park, FL 32789

407-740-4909 / MAIN
800-829-5105 / TOLLFREE 407-740-4955 / FAX

https://fa.morganstanley.com/feinbergfeinbergschelling

Feinberg Feinberg Schelling Group at Morgan Stanley

"Will I have enough money?"

Whether you are an executive in your peak earning years or well into retirement, this question is very common. As you move through each stage of your financial life, it is comforting to work with people who have been there before.

The Feinberg Feinberg Schelling Group At Morgan Stanley has combined experience advising clients of over 100 years. We have a simple goal – to help our clients make good financial decisions, so they can feel secure about their future. Managing investments are an important aspect of our relationships, of course … but we also work with clients to develop financial plans that address wealth transfer, estate planning, charitable giving and more. For many clients, we are the first people they talk to before making any decision involving money.

Drawing upon our legal and engineering backgrounds, we use a systematic and logical process. Although we are passionate and proactive about controlling risk in portfolios, we don't use one single investment style – instead, we focus on what's best for each client.

Meet the Professionals

Working with many types of individuals and families has given our team the experience, perspective and skill to help you build a solid financial future. You will work with professionals who can translate your goals into a practical and comprehensive wealth plan — a unique approach to your financial future customized to you and your needs. Moreover, because we work as a team, you will always have access to a Financial Advisor who understands your specific goals and strategy.

Louis E. Feinberg

Senior Vice President - Wealth Management
Financial Advisor

Louis is the Senior Partner and founder of the Feinberg Feinberg Schelling Group. He has been serving our clientele with distinction and professionalism since 1966, and still works with a number of original clients and their descendants.

Louis has earned a number of industry awards and recognitions. He was selected as one of Barron's Top 1000 Advisors nationwide in 2009. Louis was also recognized as a "Five Star Wealth Manager" in Orlando Magazine for 2013. Note: * Barron's Top 1,000 Financial Advisors: State-by-State - Source: Barron's.com (Awarded Feb 2009) Data compiled by Barron's based on time period from Sept 2007 - Sept 2008. * Five Star Wealth Advisor Award - This award was issued in 2013. The award was determined based on an evaluation process conducted by Five-Star Professional based on objective criteria. The award was not based on a specific time period. Please see additional information at the end of the document.

Louis earned his undergraduate degree from the University of North Carolina in Chapel Hill, and received a Juris Doctor Degree from the University of Florida. Although not practicing law, he has been a member of the Florida Bar since 1965. Additional study in Finance and Wealth Management was completed at the Wharton School of Business at the University of Pennsylvania.

Louis is a committed and passionate supporter of many civic and religious organizations. He is a founding member of Tampa-Orlando-Pinellas Jewish Foundation and served as a past President, Treasurer and Chairman of the Investment Committee; a past President and board member of Temple Israel; President and Chairman of the Past Presidents-Board of Trustees of the Orlando Science Center; a founding member and past Treasurer of the Jewish Community Center of Orlando; and a member of the Board of Trustees of Winter Park Hospital and Winter Park Health Foundation.

Louis.Feinberg@morganstanley.com
407-740-4909
NMLS#: 1268395

Andrew F. Feinberg

Family Wealth Director
Executive Director - Wealth Management
Financial Advisor

Andrew works with clients to craft wealth management and investment strategies. He began his career with Morgan Stanley in 1997, and soon thereafter joined with his father in 1998. Andrew earned a BS in Finance from Florida State University, and a Juris Doctor Degree from the Thomas M. Cooley Law School . He earned his Investment Consultant designation from the Wharton School of Business at the University of Pennsylvania.

While not currently practicing law, Andrew has been a member of the Florida Bar and Orange County Bar since 1997. He serves on the Board of Trustees for the Florida State University Foundation, the TOP Jewish Foundation, and as a board member for Temple Israel of Winter Springs. He is a past board member of the JCC of Greater Orlando, and is a graduate of Leadership Orlando.

Andrew.Feinberg@morganstanley.com
407-740-4926
NMLS#: 1290540

Steven M. Schelling, CFP®

Senior Portfolio Manager
Senior Vice President - Wealth Management
Financial Advisor

Steve brings a varied background to helping clients grow, protect and pass on their wealth. He has been with Morgan Stanley for more than 29 years, working in roles as a branch manager and a financial advisor. He joined the Feinberg Feinberg Schelling Group in 2014 and is using his leadership experience to guide clients through complex decisions and market cycles. Steve earned a BS in Computer and Electrical Engineering from Purdue University and additional study at the Wharton School of Business. His previous 10 year career with IBM is invaluable experience for helping make good investment decisions.

Steve is active in our community and has served in leadership roles in YMCA, Boys & Girls Clubs, and Boy Scouts. He is married, the father of 3 teenage boys, and enjoys golf, basketball and scuba diving.

Steven.Schelling@morganstanley.com
407-740-4923
NMLS#: 1268272

Jacqueline Diaz

Senior Client Service Associate

Jackie is a 25 year veteran within the Financial Services Industry. She joined Morgan Stanley and the Feinberg Feinberg Schelling Group over 15 years ago. As a Senior Client Service Associate, her primary responsibility is to provide the suite of account management services to the Group clients and help ensure they are delivered with the highest quality. Among her many duties, Jackie works with the attorneys of our clients to coordinate our mutual efforts with estate and trust accounts. Jackie is married and the mother of two children.

JACQUELINE.DIAZ@MORGANSTANLEY.COM
407-740-4909

Andrea Lutchmidat

Senior Client Service Associate

Andrea has been with Morgan Stanley and the Feinberg Feinberg Schelling Group for over 15 years. Andrea's experience in financial services allows her to address a broad spectrum of customer service needs for clients of the Group. She focuses on client needs especially within IRA's, Annuities and Managed Accounts. Her outstanding skills, communication and attention to detail allow us to provide exceptional service to our clients. Andrea is married with 3 children.

ANDREA.LUTCHMIDAT@MORGANSTANLEY.COM
407-740-4909

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 team of Financial Advisors, our 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, we'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, we 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.

2 Creating Your Strategy

From this ongoing dialogue, we'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.

3 Implementing Your Strategy

Once we've discussed and refined your strategy, we will begin to execute your investment plan. In this step, we 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.

Morgan Stanley

Morgan Stanley follows a simple rule: Do what is right for each client.

The firm's open architecture frees our Financial Advisors to recommend any world-class products and services that best suit a client's situation and goals. Both individual and business clients benefit from the same global access and innovation the firm provides to corporations, governments and institutional investors.

From our origins as a small Wall Street partnership to becoming a global firm of more than 60,000 employees today, Morgan Stanley has been committed to clients and communities for 85 years.

Created during the depths of the Depression, Morgan Stanley has helped its clients navigate through good times and bad, guided by its founding principle of doing "first-class business in a first class way."

The firm continually leverages its intellectual capital and global reach to create and deliver targeted solutions for high net worth investors just like you.

Whether you seek straightforward financial strategies or the most sophisticated investments or advice, Morgan Stanley provides access to some of the industry's most highly regarded resources, including:

- A premier managed money platform

- One of Wall Street's highest-rated research departments

- The thinking of the firm's Global Investment Committee

- Surpassed $4.9 Trillion in Wealth Management Total Client Assets (as of January 2022)


FOCUS
QUARTERS ONLY
25¢
TURN KNOB RIGHT

Comprehensive Wealth Management Services

The Feinberg Feinberg Schelling Group offers a comprehensive array of wealth management services. Below are some of the services we provide to our clients:

Wealth planning services

- Retirement Planning
- Charitable Giving
- Estate Planning Strategies

Brokerage Solutions

- INVESTMENTS

- Alternative Investments
- Equities
- Exchange-Traded Funds (ETF's)
- Fixed Income
- Mutual Funds
- Options
- Syndicate
- Structured Products

- EDUCATION PLANNING

- 529 College Savings Plans

- FINANCIAL ASSESSMENT TOOLS

- Asset Scan Asset Allocation Tool
- Education Funding Calculators
- Insurance Needs Calculators
- Retirement Income Calculators

Life Cycle Solutions

- INSURANCE COVERAGE

- Annuities
- Life Insurance
- Long-term Care Insurance

- PERSONAL TRUST

- Charitable Trusts
- Delaware Trustee Services
- Family Foundations
- Trust Accounts

Business Services

- Business Succession Planning
- Valuation Referral Services
- Cash Management Services
- Employee Stock Ownership Plan
- Keyman Insurance
- Lending Services (Lines Of Credit, Commercial Mortgages, Term Loans)
- Retirement Savings Plans (401(k), 403(b), etc.)

Specialized Services

- Wealth Transfer Strategies
- Stock Option Exercise Strategies
- Restricted Securities (Liquidation and risk management)
- Concentrated Stock Services
- Monetization Strategies For Business Owners
- Succession Planning and Exit Strategies For Business Owners

Feinberg Feinberg Schelling Group

Our clients have worked hard for their money, and turn to us to simplify their lives.

With over 100 years of combined experience and a wealth of financial knowledge, the Feinberg Feinberg Schelling Group at Morgan Stanley welcomes the opportunity to show you how we can help you pursue financial security.

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.

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.

Morgan Stanley Smith Barney LLC offers insurance products in conjunction with its licensed insurance agency affiliates.

Since life insurance and long term care insurance are medically underwritten, you should not cancel your current policy until your new policy is in force. A change to your current policy may incur charges, fees and costs. A new policy will require a medical exam. Surrender charges may be imposed and the period of time for which the surrender charges apply may increase with a new policy. You should consult with your own tax advisors regarding your potential tax liability on surrenders.

Options are not appropriate for all investors.

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.

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.**

Commercial Real Estate Financing is provided by Morgan Stanley Private Bank, National Association ("MSPBNA"). MSPBNA is a Member FDIC and an affiliate of Morgan Stanley Smith Barney LLC. Commercial Real Estate Financing loans are subject to the underwriting standards and independent approval of MSPBNA. Commercial Real Estate Financing loans may not be available in all locations. **The proceeds from a Commercial Real Estate Financing loan cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.**

tFive Star Wealth Advisor Award. This award was issued in 2013 based on the evaluation process below. This evaluation was not based on a specific time period, but was conducted by Five Star Professional (FSP) that considered, among other factors, the following:

- Favorable regulatory and complaint history review. As defined by FSP, the wealth manager has not: 1.) Been subject to a regulatory action that resulted in a license being suspended or revoked, or payment of a fine; 2.) Had more than a total of three settled or pending complaints filed against them and/or a total of five settled, pending, dismissed, or denied complaints with any regulatory authority or FSP's consumer complaint process.
- Personal bankruptcy filing within the past 11 years.
- Termination from a financial services firm within the past 11 years.
- Conviction of a felony.
- One-year client retention rate.
- Five-year client retention rate.

Five Star Professional, as a third party research firm, identified pre-qualified award candidates based on industry data and contacted all identified broker dealers, Registered Investment Advisor firms and FINRA-registered representatives to gather wealth manager nominations. Self-nominations are not accepted. Wealth managers and/or their firms do not pay a fee to be considered or placed on the final list of Five Star Wealth Managers. For more information on the Five Star award and the research/selection methodology, go to fivestarprofessional.com.

Source: Barron's.com (February 2009) Barron's Top 1,000 Financial Advisors: State-by-State ranking awarded in 2009. This ranking was determined based on an evaluation process conducted by Barron's during the period from Sept 2007 - Sept 2008. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to Barron's to obtain or use the ranking. This ranking is based on in-person 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 Barron's and this ranking may not be representative of any one client's experience. This ranking is not indicative of the Financial Advisor's future performance. Morgan Stanley Smith Barney LLC is not affiliated with Barron's. Barron's is a registered trademark of Dow Jones & Company, L.P. All rights reserved.

Asset Allocation and diversification do not assure a profit or protect against loss in declining financial markets.

Impact Investing -The returns on a portfolio consisting primarily of Environmental, Social and Governance ("ESG") aware investments may be lower or higher than a portfolio that is more diversified or where decisions are based solely on investment considerations. Because ESG criteria exclude some investments, investors may not be able to take advantage of the same opportunities or market trends as investors that do not use such criteria.

Alternative Investments are speculative and include a high degree of risk. An investor could lose all or a substantial amount of his/her investment.

Alternative investments are suitable only for qualified, long-term investors who are willing to forgo liquidity and put capital at risk for an indefinite period of time.

The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives.

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. Clients should consult their tax advisor for matters involving taxation and tax planning and their attorney for matters involving trust and estate planning, charitable giving, philanthropic planning and other legal matters.

EQUAL HOUSING LENDER

CRC 5445094 02/23 00007830 07/18