

Morgan Stanley



The Fortis Group
at Morgan Stanley



Left to right: Jacki Cervone, Phil Lee, Matt May, Eric Brann, and Jackie Borkman

303 International Circle, Suite 500
Hunt Valley, MD 21030

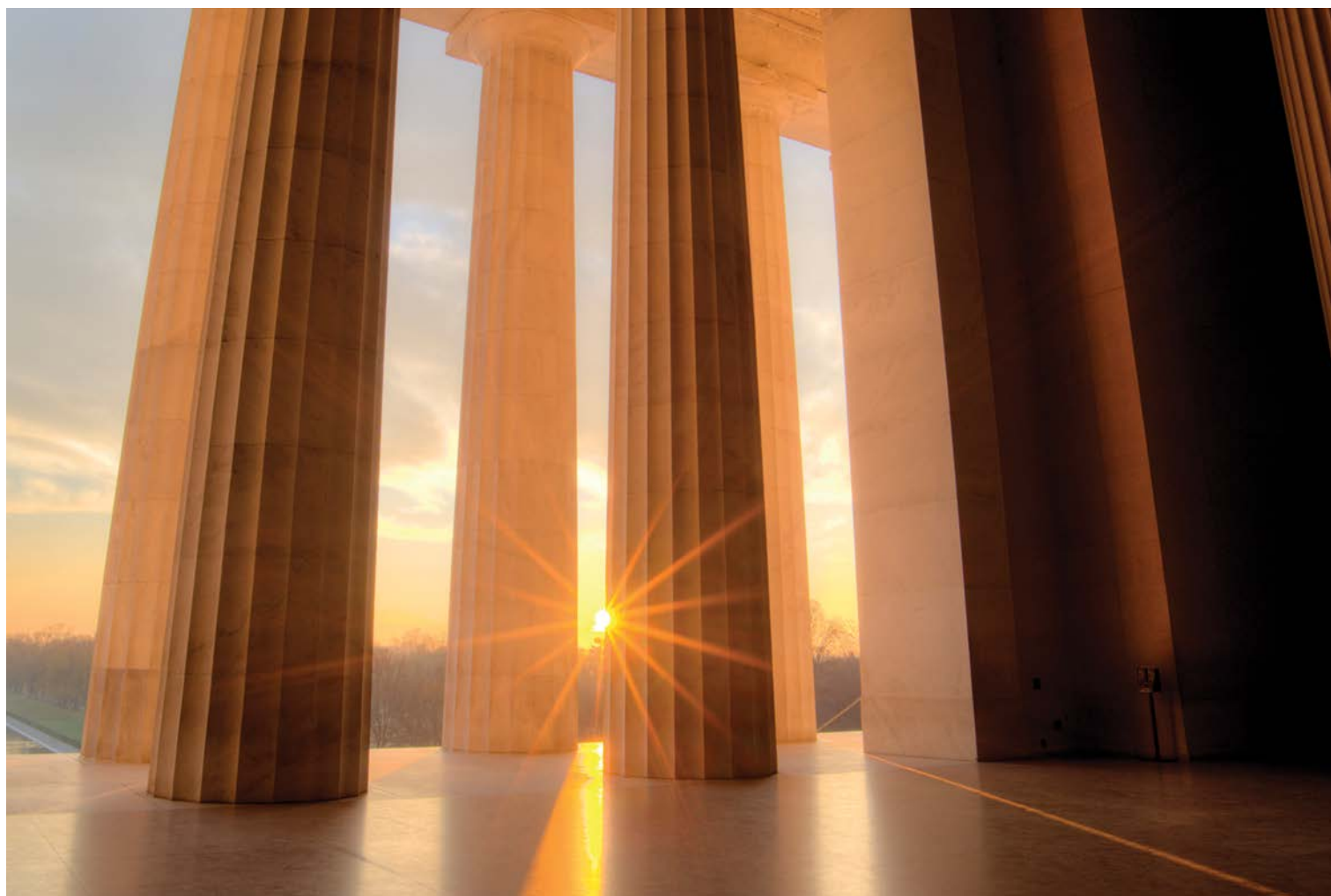
410-527-3354

fortisgroup@morganstanley.pwm.com

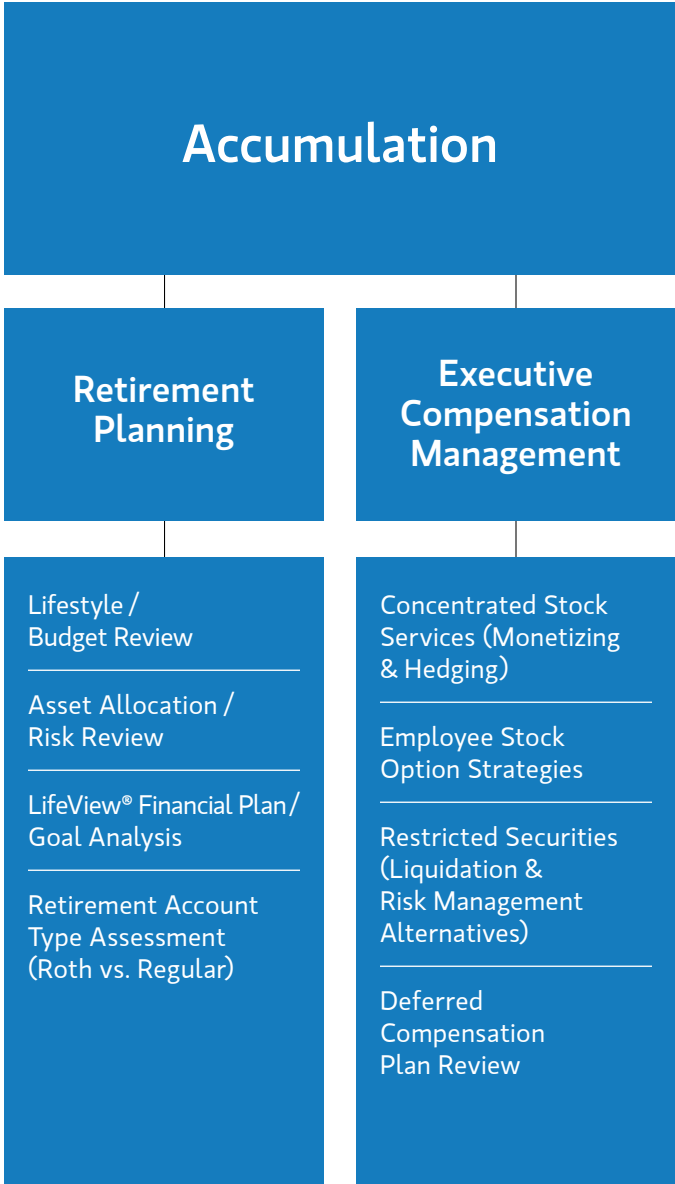
The Fortis Group at Morgan Stanley

We think that what we do for clients is distinct in our industry; believing that most investors with substantial assets desire a combination of personalized financial planning and asset management that appropriately addresses risk.

Our team-based approach utilizes the experience and knowledge of each of our members in both financial planning and asset management, allowing us to address our clients' ongoing financial needs through an unparalleled level of personalized service.



Comprehensive Wealth Management Services





Some of these topics may include products and services which are provided by Morgan Stanley Smith Barney LLC or affiliates and may not be available in all areas. Some of these services are provided by third parties including your personal tax advisor or attorney for matters involving taxation and tax planning, trust and estate planning and other legal matters. For additional information, please speak to a Financial Advisor or visit www.morganstanley.com/individual.

Meet Our Team



Eric Brann, CIMA®, CFP®

Financial Advisor

Senior Portfolio Manager

Having more than 27 years of experience as an investment professional, Eric is the primary Portfolio Manager for The Fortis Group. He concentrates on the development and oversight of client's portfolio allocations and the team's risk management strategies.

- CIMA®/Certified Investment Management Analyst™ — University of Pennsylvania (2014)
- Senior Portfolio Manager (2014)
- CFP®/Certified Financial Planner™ (2006)
- Portfolio Manager (2004)
- BA (Government/English) — College of William & Mary, Williamsburg, VA (1992)

27 YEARS INDUSTRY EXPERIENCE



Phil Lee, CIMA®, CFP®, CPWA®, RICP®

Financial Advisor

Phil's role on the team centers on spearheading the team's financial planning process. His extensive knowledge of the various areas of financial planning — retirement, estate, and tax issues — helps ensure that the team provides comprehensive investment solutions for all of our clients needs.

- Alternative Investments Director (2021)
- RICP®/Retirement Income Certified Professional™ (2016)
- CIMA®/Certified Investment Management Analyst™ — University of Pennsylvania (2014)
- CPWA®/Certified Private Wealth Advisor™ — University of Chicago (2011)
- CFP®/Certified Financial Planner™ (2001)
- BA (Finance) — Towson University, Towson, MD (1997)

23 YEARS INDUSTRY EXPERIENCE



Matthew May, CIMA®, CFP®, CPWA®, CRPC®, CRPS®, RICP®

Financial Advisor

Matt is the team's coordinator for all aspects of retirement planning. He is responsible for designing and implementing plans that help our clients to attain the retirement lifestyle they aspire to. He also possesses a thorough knowledge of executive compensation plans.

- CIMA®/Certified Investment Management Analyst™ (2021)
- RICP®/Retirement Income Certified Professional™ (2014)
- CPWA®/Certified Private Wealth Advisor™ — University of Chicago (2013)
- CRPS®/Certified Retirement Planning Specialist™ (2011)
- CFP®/Certified Financial Planner™ (2001)
- BA (Economics/Politics) — Washington & Lee University, Lexington, VA (1997)

23 YEARS INDUSTRY EXPERIENCE



Jackie Borkman

Senior Registered Client Service Associate

Jackie has multifaceted duties which center on coordinating the team’s day-to-day operations. Her primary focus is on meeting the administrative and operational needs of the team in order to help provide a quality experience for all clients.

- Senior Client Services Associate (2010)
- BA (Communications)—Loyola University, Baltimore, MD (1992)

26 YEARS INDUSTRY EXPERIENCE



Jacki Cervone

Registered Client Service Associate

Jacki joined the Fortis Group in 2021 to support the increasing administrative and operational needs of the team and its commitment to high-quality client service. Her role is to assist with the implementation of the team’s comprehensive financial planning process, as well as addressing the day-to-day administrative needs of our clients.

- BA (International Business/ Spanish)—University of Dayton, Dayton, OH (2003)

4 YEARS INDUSTRY EXPERIENCE



Commitment to Excellence

3

Number of Certified Financial Planners™ (CFP®) on our team

Nationwide only **89,755** financial advisors (**29%**) have their CFP® designation

(Source: Certified Financial Planner Board of Standards as of June 2021)

2

Number of Certified Private Wealth Advisors™ (CPWA®) on our team

Nationwide only **2,500** financial advisors (<**1%**) have their CPWA® designation

(Source: Investments & Wealth Institute as of June 2021)

3

Number of Certified Investment Management Analysts™ (CIMA®) on our team

Nationwide only **8,600** financial advisors (**3%**) have their CIMA® designation

(Source: Investments & Wealth Institute as of June 2021)

2

Number of Retirement Income Certified Professionals™ (RICP®) on our team

Nationwide only **7,225** financial advisors (**2%**) have their RICP® designation

(Source: The American College of Financial Services as of June 2021)

Industry Designations: Understanding the Acronyms

CFP® | Certified Financial Planner™

A CFP® practitioner must have a **minimum of three years of experience** working in the financial planning process prior to earning the CFP® mark. Additionally, CFP® certificants must take extensive exams in the areas of financial planning to meet the educational requirement to sit for the CFP Board's Certification Examination. The exam is a comprehensive **two-day, 10-hour test** that assesses the ability to apply financial planning knowledge in an integrated format. It covers the general principles of financial planning, insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning and estate planning.

As a final step to certification, CFP® professionals must pass an ethics review and agree to abide by the CFP Board's Financial Planning Practice Standards and a strict code of professional conduct and fiduciary standards.

CPWA® | Certified Private Wealth Advisor™

The Certified Private Wealth Advisor (CPWA®) designation is an advanced credential created specifically for wealth managers and advisors who work with high net worth clients. Candidates who earn this designation learn to identify and analyze challenges facing clients and develop specific strategies to minimize taxes, monetize and protect assets, maximize growth, and transfer wealth. The CPWA® designation is offered exclusively in conjunction with **The University of Chicago Booth School of Business**.

CIMA® | Certified Investment Management Analyst™

Established in 1987 by the Investment Management Consultant's Association (IMCA), the designation of Certified Investment Management Analyst (CIMA®) is awarded to those individuals who have completed a rigorous course of study offered through the prestigious **Wharton School of Business at the University of Pennsylvania**. The CIMA® certification curriculum provides the knowledge, tools, and strategies to effectively set investment objectives, evaluate and select managers, and manage an investment portfolio for individual or institutional clients. To date, the CIMA® designation has only been achieved by 8,150 individuals, less than three percent of the financial services industry.

RICP® | Retirement Income Certified Professional™

The RICP® designation is offered exclusively through The American College of Financial Services. The coursework includes three separate exams, as well as roughly **75 hours** of video and lecture content that delves deeply into one of the most challenging financial tasks retirees will face – generating lifelong retirement income. The curriculum covers many topics central to any retirement income plan, including; claiming Social Security, addressing long-term care and health-care needs, securing housing and planning for income taxes and legacies.

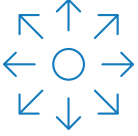


Financial Foundations

Over the course of twelve months, we work together with our clients to create and implement a plan that covers most aspects of their financial life.

The overarching goal is to align their financial plan with their personal goals and values, striving to strike a balance between building financial security, saving for the future and allowing them to enjoy themselves today.

While each client's plan is tailored to address the issues that are most important to them, here's an example of what's commonly included:



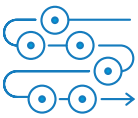
Goal Setting

Prioritization of both personal & financial goals, so that our clients know exactly what they are working towards.



Expense Management

Determination of what debts to pay off first and how much money to put towards each.



Cash Flow Analysis

Review of current spending and savings patterns to ensure that our client's money is going towards the things they care about most.



Executive Benefits Review

We show clients how to potentially take maximum advantage of the benefits available to them and stop wasting money on benefits that aren't helping.



Savings Plan

Creation of a plan that specifies how much to save for each of our client's financial goals over the next few years, and where to put those savings in order to balance both return and safety.



College Savings Plan

We create a plan that includes how much to save, which accounts to use, and how to invest.



Retirement and Investment Plan

We determine monthly savings goals and create long-term investment plans, including the specific investment strategies to use across multiple accounts to potentially maximize tax efficiency.



LifeView® Financial Plan

Using a suite of tools that include goal-specific analysis, our clients get access to an online portal that integrates all aspects of their financial life and makes it easy for us to collaborate and adjust course, if necessary.



Life & Long Term Care Insurance Analysis



Estate Planning Strategies



Financial Life

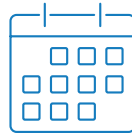
After the first year, we transition clients from our Financial Foundations Program to our Financial Life Program. After all, no financial plan is ever really “complete”. Goals and circumstances will change, and there will always be more financial decisions to be made.

Our Financial Life Program is designed to guide clients through all of these changes and help them make the right financial decisions, so they can focus on the things they truly enjoy. Here’s a quick overview of how it works:



Financial Foundations Follow-Up

Initially, we focus on any open items leftover from our work during our Financial Foundations Program.



Annual Review

Once a year, we meet with our clients to conduct a comprehensive review of their financial plan and investment portfolio.



Regular Contact

Once a plan has been fully implemented, we transition to a regular schedule of calls to see what new goals our clients may have, and adjust their plan as needed.



Market Review Meetings

Twice a year, our portfolio manager hosts a meeting (both live and online) so that our clients can understand what's going on in markets, and their portfolios.



Your Financial Resource

In between those regular calls, we are available to help at any time with anything that comes up. Clients can think of us as their financial concierge.



Financial Education Events

Throughout the course of the year, we offer our clients the opportunity to attend financial and investment education events on current topics in financial planning.



Retirement Income Plan Design

We design an income replacement plan for our retired clients, coordinating pension payments, social security, and IRA withdrawals in order to meet their retirement lifestyle needs and potentially maximize tax efficiency.



Monitoring & Coordination

We regularly monitor our client's financial situation and proactively reach out whenever there is an opportunity we think they should be taking advantage of. This includes keeping an eye on their investments, insurance, tax situation and executive benefits. In addition, we coordinate our work with our client's other professional advisors.

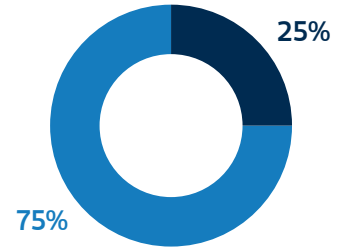


Client Dashboard

To show our commitment to the planning process, every client receives their own personalized dashboard that allows us to track our progress towards addressing all aspects of their comprehensive financial plan.

GOAL SETTING

LifeView® Financial Plan	COMPLETED
Cash Flow Analysis	COMPLETED
Investment Plan / Risk Review	COMPLETED
College Savings Plan	PENDING



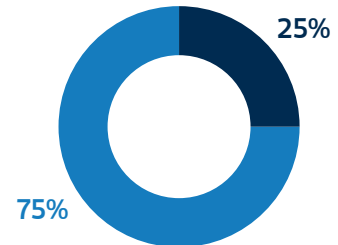
BANKING / LIABILITY MANAGEMENT

Banking Services	COMPLETED
Balance Sheet Analysis	COMPLETED
Mortgage / HELOC Analysis	PENDING
Securities-Based Lending	PENDING



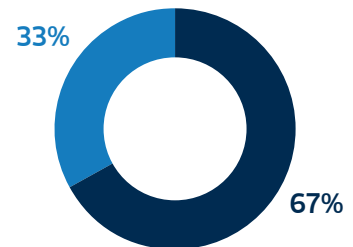
INSURANCE & BENEFITS

Executive Benefit Analysis	COMPLETED
Liability Insurance / Umbrella	COMPLETED
Life Insurance Review	COMPLETED
Long-Term Care Analysis	PENDING



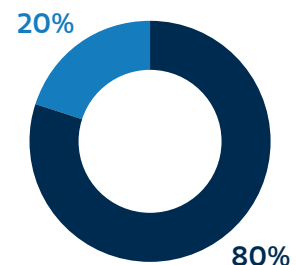
RETIREMENT INCOME PLANNING

Social Security Benefit / Pension Analysis	COMPLETED
Retirement Cash Flow Analysis	PENDING
Retirement Income Plan	PENDING



ESTATE PLANNING

Asset Titling / Beneficiary Review	COMPLETED
Wills / Durable POA	PENDING
Trust Analysis	PENDING
Gifting & Charitable Giving	PENDING
Estate Tax Funding	PENDING



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.

A LifeView Financial Goal Analysis or LifeView Financial Plan ("Financial Plan") is based on the methodology, estimates, and assumptions, as described in your report, as well as personal data provided by you. It should be considered a working document that can assist you with your objectives. Morgan Stanley Smith Barney LLC ("Morgan Stanley") makes no guarantees as to future results or that an individual's investment objectives will be achieved. The responsibility for implementing, monitoring and adjusting your financial goal analysis or financial plan rests with you. After your Financial Advisor delivers your report to you, if you so desire, your Financial Advisor can help you implement any part that you choose; however, you are not obligated to work with your Financial Advisor or Morgan Stanley.

Important information about your relationship with your Financial Advisor and Morgan Stanley Smith Barney LLC when using LifeView Goal Analysis or LifeView Advisor. When your Financial Advisor prepares and delivers a Financial Goal Analysis (i.e., when using LifeView Goal Analysis), they will be acting in a brokerage capacity. When your Financial Advisor prepares a Financial Plan (i.e., when using LifeView Advisor), they will be acting in an investment advisory capacity with respect to the delivery of your Financial Plan. This Investment Advisory relationship will begin with the delivery of the Financial Plan and ends thirty days later, during which time your Financial Advisor can review the Financial Plan with you. To understand the differences between brokerage and advisory relationships, you should consult your Financial Advisor, or review our Understanding Your Brokerage and Investment Advisory Relationships brochure available at <http://www.morganstanley.com/ourcommitment/>.

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.

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.

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.

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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. Guarantees and contractual obligations are backed by the claims paying ability of the issuing insurance company.

Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors or 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 and other legal matters.

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 part corporate trustee.

Investments and services offered through Morgan Stanley Smith Barney LLC. Member SIPC.