

# Morgan Stanley

WEALTH MANAGEMENT



## The GMA Group at Morgan Stanley

Experience, intellectual capital and dedicated personal service to help you meet your life goals.

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130 Kercheval Avenue  
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(313) 343-8425

[advisor.morganstanley.com/the-gma-group](https://advisor.morganstanley.com/the-gma-group)

## Our story

**The GMA Group at Morgan Stanley focuses on serving the complex wealth needs of select individuals, multi-generational families, corporate executives, and physicians. We understand how busy you are and the importance of taking care of your family, leaving a legacy and philanthropic desires, and are committed to a truly holistic financial planning approach that adjusts based on your life transitions and unique objectives.**

We are dedicated to keeping you informed, as well as helping you to understand your finances and our personalized recommendations. As a highly credentialed team, we have deep experience and are proud to serve you with a team approach and complementary skillsets. Each team member brings their own area of focus while also working with your outside professionals, so you can rest assured we are always working on your behalf.

With a strong focus on client service and ongoing communication, you will routinely hear from us through systemized touchpoints helping to ensure nothing falls through the cracks. We care about you and your family and will help you meet your life goals and achieve your individual aspirations.



### OUR MISSION

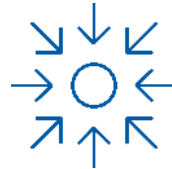
**Experience, intellectual capital and dedicated personal service to help you meet your life goals.**

## Our approach

By integrating our diverse knowledge with our detail-oriented process, we focus on helping manage taxes while bringing sophisticated strategies and comprehensive services, including executive financial services, financial planning, wealth management and professional portfolio management.



We take pride in our caring approach—we treat our clients like family and strive to make every client feel important.



Integrity, honesty, and transparency are at the center of everything we do. If we say we are going to do something, we will do it and always put our clients first.

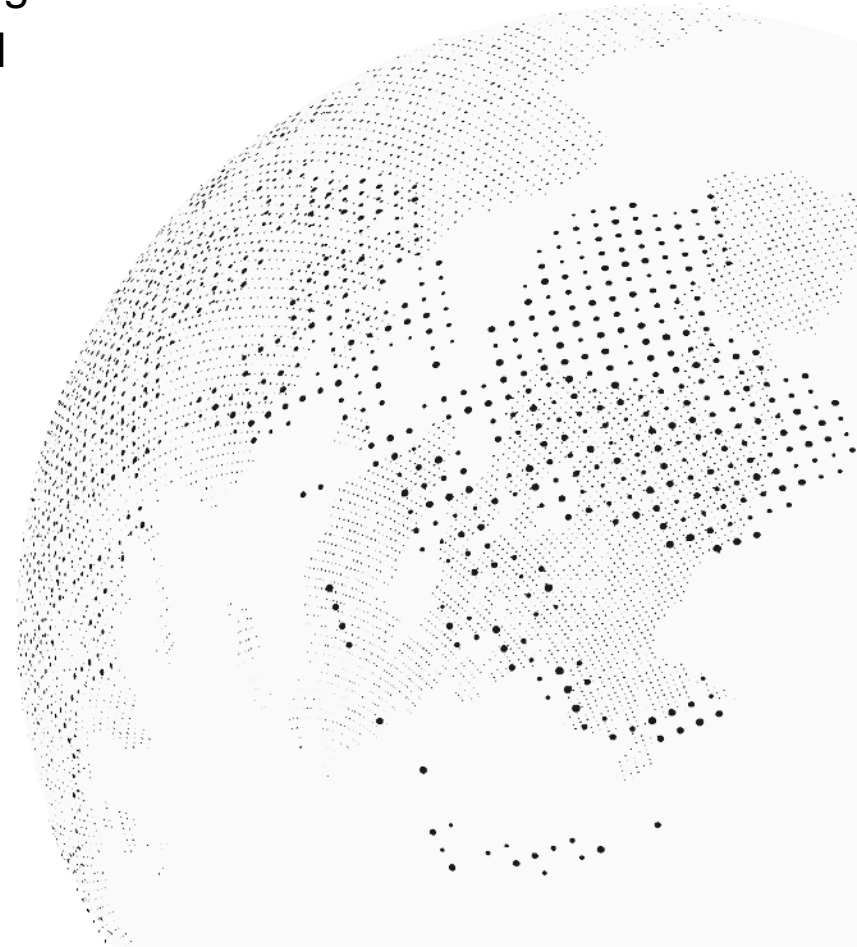


Our experience sets us apart. We have earned several of the firm's and the industry's most prestigious designations, emphasizing our knowledge and dedication to our clients and to our professional growth.

## A firm you can trust

For more than 85 years Morgan Stanley has served as a global leader in financial services advising our clients on creating, trading, managing and distributing capital—and we do so with a standard of excellence.

At Morgan Stanley Wealth Management exclusive access to vast resources combined with our unique capabilities gives us the means to support your goals at any life stage. Our commitment to building, preserving, and managing the wealth of our clients forms the foundation of everything we do.



## Doing business with integrity: A focus on core values

Since our founding in 1935, Morgan Stanley has consistently delivered first-class business in a first-class way. Our standard of excellence has always been driven by our core values:



### Do the right thing

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Act with integrity

Think like an owner to help create long-term shareholder value

Value and reward honesty and character



### Put clients first

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Keep the client's interests first

Work with colleagues to deliver the best of the firm to every client

Listen to what the client says and needs



### Lead with exceptional ideas

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Win by breaking new ground

Leverage different perspectives to gain new insight

Drive innovation

Be vigilant about what we can do better



### Commit to diversity and inclusion

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Value individual and cultural differences as a defining strength

Champion an environment where all employees feel a sense of belonging and are heard, seen and respected

Expect everyone to challenge behavior counter to our culture of inclusion

Attract, develop and retain talent reflecting the full diversity of society



### Give back

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Serve our communities generously with our expertise, time and money

Build a better firm for the future by contributing to our culture

Develop our talent through mentoring and sponsorship

## Agenda



**Our comprehensive  
resources for  
complex wealth**

A team of financial advisors  
supported by a strong  
financial services company

**A process designed  
to help you  
reach your goals**

Our approach to learning who  
you are and recommending  
the solutions you need

**A modern approach  
to wealth  
management**

Helping you coordinate  
and simplify your  
financial life

Morgan Stanley

SECTION 1: OUR TEAM

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**Our comprehensive resources for complex wealth**

**A team of financial advisors supported by a strong financial services company**



## Industry accolades

Our depth of experience and commitment to our clients' success has resulted in industry accolades for our entire team.



### The GMA Group at Morgan Stanley:

*Forbes Best-in-State Wealth  
Management Team, 2024*

**2024 Forbes Best-In-State Wealth Management Teams.** The Best-In-State Wealth Management Teams spotlights teams of professionals who represent the best our industry has to offer. We are pleased to share that The GMA Group at Morgan Stanley been included in the 2024 ranking. Selection for this list is based on comprehensive criteria, including firm nomination, industry experience and best practices. Source: Forbes.com (Jan 2024) 2024 Forbes Best-In-State Wealth Management Teams ranking awarded in 2024. This ranking was determined based on an evaluation process conducted by SHOOK Research LLC (the research company) in partnership with Forbes (the publisher) for the period from 3/31/22–3/31/23. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to SHOOK Research LLC, for placement on its rankings. This ranking is based on in-person and telephone due diligence meetings to evaluate each Financial 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 may not be representative of any one client's experience; investors must carefully choose the right Financial Advisor or team for their own situation and perform their own due diligence. This ranking is not indicative of the Financial Advisor's future performance. Morgan Stanley Smith Barney LLC is not affiliated with SHOOK Research LLC or Forbes. For more information, see [www.SHOOKresearch.com](http://www.SHOOKresearch.com).

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## Our credentials and designations

Members of our team have spent numerous years to become credentialed in all aspects of a family’s financial life. Our recommendations are based upon deep knowledge and understanding. We have the credentials to prove it.

### CERTIFIED FINANCIAL PLANNER® (CFP®)

This certification identifies professionals who have met rigorous professional standards in 72 specific areas and agreed to adhere to the principles of integrity, objectivity, competence, fairness, confidentiality, professionalism, and diligence when dealing with clients.

#### What it means to you:

We understand a broad spectrum of financial concerns and can help build a plan to address them.

### CHARTERED RETIREMENT PLANNING COUNSELOR™ (CRPC™)

This credential identifies professionals with comprehensive knowledge of the entire retirement planning process, from income and Social Security to tax and estate planning and beyond.

#### What it means to you:

We understand the unique challenges and concerns of those entering or living in retirement and can help you develop a plan for this important stage of life.

### CERTIFIED INVESTMENT MANAGEMENT ANALYST® (CIMA®)

This designation identifies investment consultants who understand risk measurement, asset allocation, due diligence, investment policy and more.

#### What it means to you:

We have in-depth education about investment management and can customize a portfolio for you.

### RETIREMENT INCOME CERTIFIED PROFESSIONAL® (RICP®)

This credential focuses on helping clients transition from accumulating assets to creating a sustainable livelihood in retirement.

#### What it means to you:

We bring insight into retirement portfolio management techniques, annuities, employer-sponsored benefits plans, Social Security issues and other key topics related to retirement.

### CHARTERED MUTUAL FUND COUNSELOR™ (CMFC™)

This credential identifies professionals with deep experience in the characteristics of open and closed-end funds, other packaged investment products, risk and return, and asset allocation.

#### What it means to you:

We can review your entire investment portfolio and recommend the right funds for your objectives.

### JURIS DOCTOR (J.D.)

This postgraduate professional law degree is an academic credential awarded by law schools approved by the American Bar Association in the United States. It requires a bachelor’s degree, additional 3-year law curriculum, compliance with character and fitness requirements, and passage of an accredited state Bar Exam.

#### What it means to you:

We will read closely to solve your problems and can help you make the most informed decisions when it comes to your financial life.

## Our credentials and designations

Members of our team have spent numerous years to become credentialed in all aspects of a family’s financial life. Our recommendations are based upon deep knowledge and understanding. We have the credentials to prove it.

### PORTFOLIO MANAGEMENT DIRECTOR

This designation identifies a select group of Financial Advisors who are qualified by Morgan Stanley to manage assets based on training, experience and commitment to client service.

#### What it means to you:

We will work closely with you to understand your needs while maintaining the focus and discipline necessary to guide your portfolio in the most challenging market cycles.

### INSURANCE PLANNING DIRECTOR

This designation demonstrates our commitment to incorporating insurance solutions as a foundational component of our financial planning and risk management process.

#### What it means to you:

We can provide a higher standard of care around how liability management can be incorporated into your comprehensive wealth plan.

### FAMILY WEALTH ADVISOR

We have access to the firm’s next-level resources for managing significant generational wealth.

#### What it means to you:

We are among a select group who have advanced knowledge of wealth transfer, family dynamics, risk management, philanthropy, lending, business succession planning and much more.

### WORKPLACE ADVISOR– EQUITY COMPENSATION

We understand equity compensation plans open a world of financial possibilities and can play a significant role in your overall financial picture.

#### What it means to you:

We focus on equity compensation and have deep experience helping clients manage their equity awards.

### ALTERNATIVE INVESTMENTS DIRECTOR

We can knowledgeably pursue a broad range of investment strategies across diverse markets and geographies in seeking value creation.

#### What it means to you:

We have deep insight that spans across private equity, private credit, hedge funds, real estate, infrastructure and managed futures markets.

### EXECUTIVE FINANCIAL SERVICES DIRECTOR

This designation recognizes Financial Advisors who have dedicated their practice to helping corporate executives manage all aspects of their investment portfolios.

#### What it means to you:

We are committed to helping corporate executives understand and ensure compliance with corporate and regulatory governance practices.

### FINANCIAL PLANNING SPECIALIST

This designation is awarded to Financial Advisors who successfully complete an advanced financial planning training program which focuses on education funding, retirement income, risk management, wealth transfer and legacy planning strategies.

#### What it means to you:

We are dedicated to clarifying your long-term objectives and taking the steps necessary to reach your goals.

## Meet the team



### Joseph Fisher, CFP®, CIMA®, CMFC®

Senior Vice President—Wealth Management  
Financial Advisor  
Portfolio Management Director  
Alternative Investments Director  
Insurance Planning Director  
Family Wealth Advisor  
Financial Planning Specialist  
Workplace Advisor—Equity Compensation

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NMLS# 1370422



*We believe success in achieving financial goals starts with a comprehensive plan. We are committed to identifying what is most important to you and your family and will adjust course based on life's transitions."*

#### Areas of focus

A co-founder of The GMA Group at Morgan Stanley, Joe partners with select individuals, multi-generational families, physicians, and corporate executives. He takes pride in acting as a dedicated Financial Advisor for his clients and helps them with everything from education planning to estate planning strategies. Joe enjoys solving for the complexities that come with wealth and believes that investments should follow the path of least resistance. His philosophy is that every client needs a financial plan so we know where we are today and where we are going in the future. Joe and his team build deep relationships with all their clients and aspires to be the receivers of the second call for every big life event.

#### Background and experience

With 15 years of experience, Joe is a Portfolio Management Director, Alternative Investments Director, Insurance Planning Director, Family Wealth Advisor, Financial Planning Specialist and Workplace Advisor—Equity Compensation. He has earned the CERTIFIED FINANCIAL PLANNER®, Certified Investment Management Analyst®, and Chartered Mutual Fund Counselor™ professional certifications in order to keep up with the latest investment strategies that may be available to his clients. Joe has a passion for educating his clients and was previously a college professor teaching mathematics for over a decade. He holds an M.B.A. in Finance.

#### Getting to know me

Joe lives in Grosse Pointe Farms with his wife, Blair and their three children: Savannah, Edison, and Grant. He is an active member of the PTO at Kerby Elementary School, where he was excited to design the school's new playground. Outside of the office, Joe enjoys spending time with his family and gardening. His current favorite plant for shade is Coral Bells and full sun is Allium. He also enjoys complex strategy board games. His current favorite to play solo: Skies above Britain, two player: Twilight Struggle, and three to six player: Dominant Species.

## Meet the team



### David Zukowski, CFP®, CRPC®, RICP®

Senior Vice President—Wealth Management  
Financial Advisor  
Alternative Investments Director  
Executive Financial Services Director  
Insurance Planning Director  
Portfolio Management Director  
Financial Planning Specialist  
Workplace Advisor—Equity Compensation

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NMLS# 1321599



*We take pride in acting as the family CFO for our clients. Our goal is to be the first call our clients make after any major life event."*

#### Areas of focus

As a co-founder of The GMA Group at Morgan Stanley, David works with select individuals, multi-generational families, physicians, and corporate executives. He focuses on comprehensive financial planning and executive compensation structures. David helps clients with complex compensation issues, tax management, and legacy planning and enjoys helping them to understand all of their options. He is a dedicated Financial Advisor and seeks to ensure The GMA Group is one of the first calls made after any major life event.

#### Background and experience

Bringing 15 years of wealth management experience, David is an Alternative Investments Director, Portfolio Management Director, Executive Financial Services Director, Financial Planning Specialist, Workplace Advisor—Equity Compensation and Insurance Planning Director. He has earned the CERTIFIED FINANCIAL PLANNER®, Chartered Retirement Planning Counselor™, and Retirement Income Certified Professional® certifications in order to serve his clients more deeply. He also holds the FINRA Series 7, 66, and 31, as well as the Life, Variable, and Health licenses. He earned a J.D. from Wayne State University and a B.S. in Accounting from Walsh College. David is a member of the State Bar of Michigan.

#### Getting to know me

Born in Detroit, Michigan, David currently lives in Oakland Township with his wife and five kids, ages 2 to 18. He enjoys volunteering at his kids' events. Outside of the office, when he's not busy attending his kids' activities, he also enjoys running and traveling—particularly to National Parks.

## Meet the team



### Brian Blaker

First Vice President—Wealth Management  
Financial Advisor  
Workplace Advisor—Equity Compensation

(248) 740-7168  
Brian.Blaker@morganstanley.com  
NMLS# 1373240



*The best part of my job is the daily interactions we have with our clients. I am committed to building meaningful relationships with every client and family we serve.”*

#### Areas of focus

Brian works with select individuals and multi-generational families. He focuses on marketing, prospecting, alternative investments and insurance. Brian emphasizes comprehensive financial planning and investment planning with every client he serves and helps with implementing alternative strategies. He enjoys daily interactions with clients, building deep relationships and helping clients attain their financial goals.

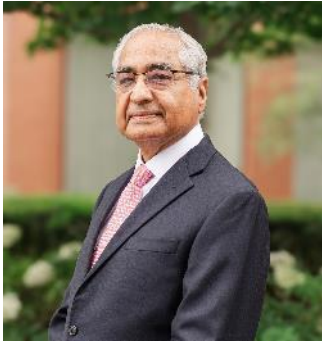
#### Background and experience

Brian brings more than a decade of wealth management experience and is a Workplace Advisor—Equity Compensation. Prior to joining Morgan Stanley, he worked in both sales and marketing at Corporate Benefits Management Group, specifically working with individuals and business owners on insurance and investment products. He also was Vice President of Sales for PEO. He holds the FINRA Series 7, 66, and 31 professional licenses. He also holds the Variable, Life and Health, as well as the Property and Casualty licenses. Brian earned a B.S. in Business Administration from Central Michigan University.

#### Getting to know me

A resident of Brighton, Michigan, Brian is a proud father of two sons. Outside of the office, Brian enjoys golfing and is a member of the Oak Pointe Country Club, as well as the Pelican Sound Golf and River Club in Estero, Florida. He cares about his community and serves on the scholarship committee at Oak Pointe.

## Meet the team



### Darsh Kumar, CFP®

Financial Advisor  
Portfolio Manager  
Workplace Advisor—Equity Compensation

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NMLS# 1554845



*Our clients and their goals are our primary focus. We strive to achieve the best possible results for them through a caring attitude, clear communication, and comprehensive planning.”*

#### Areas of focus

As a member of the GMA Group at Morgan Stanley, Darsh focuses on comprehensive financial planning and retirement planning. He takes pride in his caring approach and listens to uncover each client’s individual priorities to help achieve their goals. He enjoys working closely with his clients to offer innovative strategies to help meet their complex needs. Darsh takes the time to understand every client to develop a diversified portfolio of investments focused on their specific objectives, aspirations, and risk tolerance.

#### Background and experience

Since joining Morgan Stanley in 2016, Darsh has earned the CERTIFIED FINANCIAL PLANNER® certification to keep up with the most current strategies that may be available to his clients. He is a Portfolio Manager, Workplace Advisor—Equity Compensation and Financial Planning Specialist as well. He holds the FINRA Series 7 and 66, and the Life, Variable, and Health licenses. In his prior career, Darsh was a Project Team Lead at General Motors for more than two decades. He deeply understands the needs of corporate executives and is highly detail oriented. As a life-long learner, Darsh holds a Ph.D. and M.S. in Engineering from the California Institute of Technology in Pasadena, California and a B.S. in Engineering from the Indian Institute of Technology, Kanpur.

#### Getting to know me

A resident of Troy, Michigan, Darsh has two sons. He is passionate about his community and is actively involved with the Salvation Army, UNICEF, and the Sankara Eye Foundation. Outside of the office, he enjoys yoga, music, college football, and reading.

## Meet the team



### Matthew Merrifield

Financial Advisor  
Portfolio Manager  
Financial Planning Specialist

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NMLS# 1913295



*I deeply believe that every client needs a financial plan, and their plan should go hand-in-hand with their investments. Both parts are equally important and help us in identifying the most suitable solution based on their individual goals and needs.”*

#### Areas of focus

Matthew focuses on comprehensive financial planning, portfolio management, and 401(k) plans. He helps clients allocate their assets and seeks to ensure their financial well-being aligns with their financial plan and goals. He loves working with clients on a personal level to help achieve their financial goals through customized strategies. Matthew believes that every client's financial plan should go hand-in-hand with their investment allocation because both parts of the equation help in identifying an appropriate possible solution. He is passionate about building strong relationships through a high level of communication.

#### Background and experience

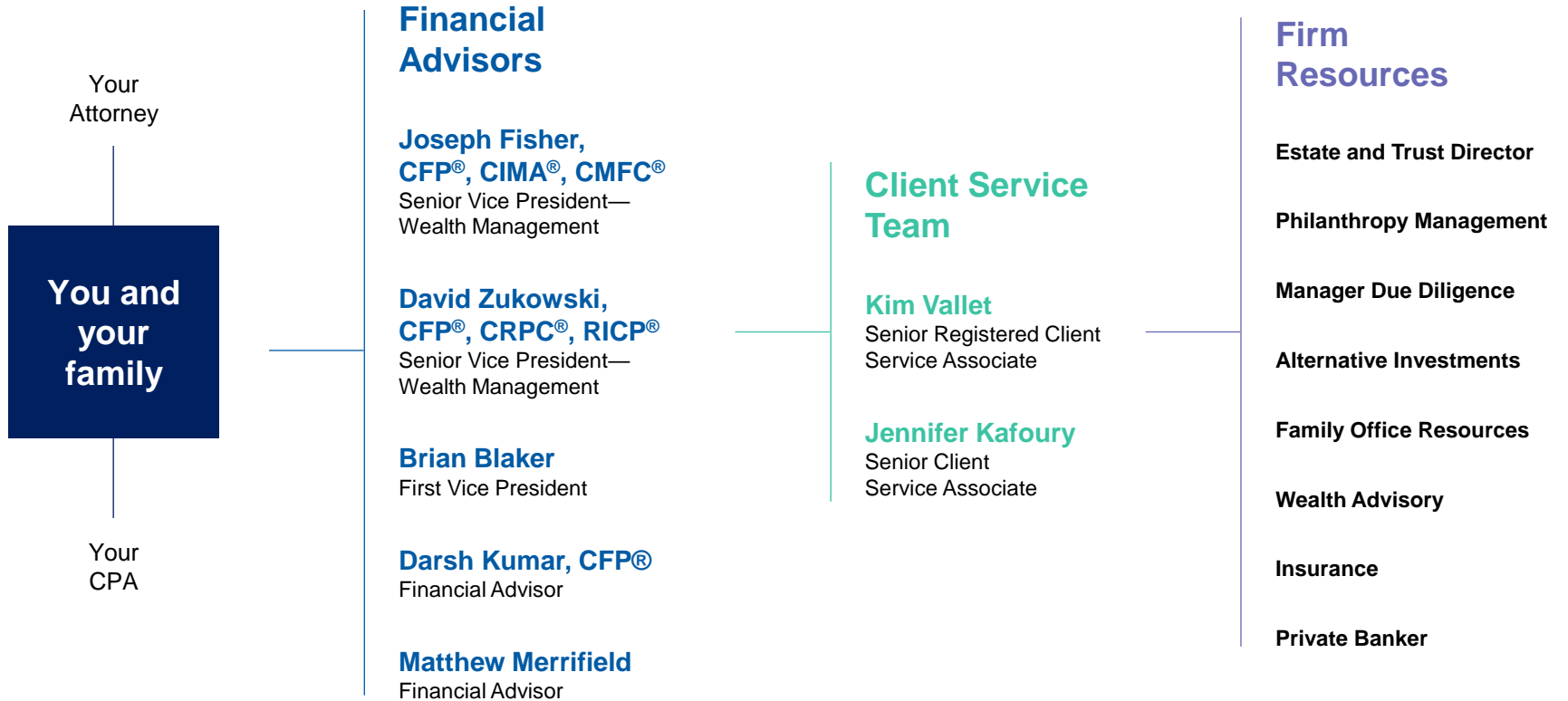
Since joining Morgan Stanley in 2019, Matthew has become a designated Portfolio Manager and Financial Planning Specialist. He holds the FINRA Series 7 and 66, as well as the Life, Variable and Health insurance licenses. Matthew graduated with a B.S. in Finance and Management from Oakland University. He is a member of Detroit Young Professionals.

#### Getting to know me

A native of Beverly Hills, Michigan, Matthew lives in Berkley with his wife, Jenn and stepson, Sven. Outside of the office, Matthew enjoys golfing, fly fishing, and clay shooting. He has an older brother, Michael, whom he is very close with, and a nephew, Maxwell, who keeps him on his toes.



# Meet the team



## A team of professionals within a global organization

As part of a larger financial institution, The GMA Group at Morgan Stanley has access to extensive resources and broad-based support.



The GMA Group  
at Morgan  
Stanley

Morgan Stanley

WEALTH MANAGEMENT

### The GMA Group at Morgan Stanley

- Dedicated to serving the complex wealth needs of select individuals, multi-generational families, corporate executives, and physicians.
- A highly credentialed team of 5 Financial Advisors with deep experience.
- 2 offices in Troy and Grosse Pointe, Michigan serving clients nationwide.
- Provide a team approach leveraging each member's area of focus while collaborating with your CPA and attorney.
- Act as a dedicated team of Financial Advisors with a caring approach.

### Morgan Stanley Wealth Management

- Our **global presence** gives us keen insight across regions and markets and allows us to make a difference around the world.
- Our **culture of access and inclusion** has built our legacy and continues to shape our future, helping strengthen our business and bring value to clients.
- Our firm's **commitment to sustainability** informs our operations, governance, risk management, diversity efforts, philanthropy and research.
- **Giving back** is a central part of our culture globally, and we live that commitment through long-lasting partnerships, community-based delivery and engaging Morgan Stanley employees.
- We are committed to **technological innovation** and rely on our technologists around the world to create leading-edge, secure platforms for all our businesses, including advanced cybersecurity.

## SECTION 2: INVESTMENT PROCESS AND PHILOSOPHY

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# **A process designed to help you reach your goals**

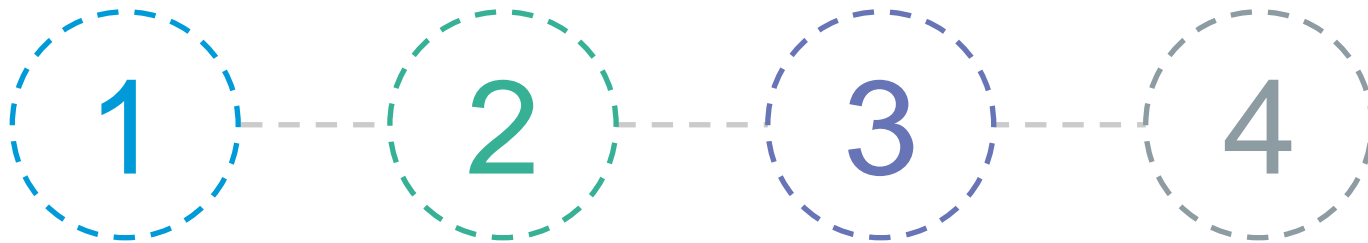
**Our approach to learning who you are and recommending the solutions you need**

## Morgan Stanley Goals Planning System



To reach your goals, you need a wealth plan informed by a comprehensive assessment of your current budget and finances, clear objectives and sound advice that put you in the center of the process.

Using our Goals Planning System (GPS), we work with you to develop a plan that includes not just investments, but also ways to help mitigate taxes, manage your everyday finances and address borrowing needs. Plus, we provide regular progress updates so you can see whether your savings and spending habits are in line with your goals—making it easier for you to stay the course.



### **Discover**

Understand your financial portrait and quantify your goals.

### **Advise**

Create a tailored wealth plan to help keep you on track.

### **Implement**

Seeks to add value with tax-aware capabilities.

### **Track progress**

Know where you stand and adjust to your changing needs.

Learn more at [www.morganstanley.com/goalsplanning](http://www.morganstanley.com/goalsplanning)

## The GMA Group at Morgan Stanley Process

Through a thoroughly detailed, repeatable process and ongoing communication, we work with you to identify and understand what is most important to you and your family and then create a comprehensive plan that will guide your wealth, adjusting course based on your life transitions.

### 1 DISCOVER

- Understand your financial goals, obstacles and preferences
- Gather documentation
- Open dialogues with your accountant and attorney, if necessary

### 2 ADVISE

- Develop and present a personalized financial plan
- Design an investment portfolio and present recommendations
- Meet as many times as necessary to ensure you are comfortable with the plan

### 3 IMPLEMENT

- Initiate your financial plan
- Phase in the investment recommendations
- Enroll in selected services
- Review forthcoming client statements

### 4 TRACK

- Ongoing meetings, regular reviews, and continuous communication through systematized touchpoints
- Evaluate progress according to the plan
- Adjust the plan and investments as necessary
- Inform you, your accountant and your attorney of important developments
- Help you navigate timely options and opportunities

## SECTION 3: SERVICES

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# **A modern approach to wealth management**

**Helping you coordinate and simplify your financial life**

## We offer comprehensive solutions

We help you manage your financial life, no matter the complexity of your specific situation.



### Advice and solutions

Our open-architecture platform offers exclusive proprietary, third-party, traditional and alternative investments—along with insured solutions, private investment opportunities, legacy planning, lending and cash management solutions—with expansive due diligence



### Legacy planning

We have provided sophisticated estate planning resources for high-net-worth families. These resources include a comprehensive analysis of your current plan along with ideas and solutions for future legacy planning objectives.



### Lending and cash management solutions

In addition to investing, smart use of borrowing can help provide funding for personal, business or real estate needs—potentially without selling your investments.



### Morgan Stanley Online

Designed to help make managing your financial life easier, Morgan Stanley Online and our mobile app give you secure 24/7 access to your investment and cash management accounts from any device, so you can stay informed whether you're at home, at work or on the go.

CLIENT



# You define success, we help you achieve It

With our commitment, we help guide you through life's uncertainties and strive for success.

## Health Needs

What happens to our child's inheritance if one of us needs long-term care?

## Charitable Giving

The charities I support are extremely important to me—how do I maximize my support of them?

## Retirement Planning

Is there a way to plan for retirement that takes my lifestyle, family and company into account?

## Estate Planning

Making sure my estate goes to the people and organizations I care about is a priority. How do I transform my assets into a legacy?

## Travel Goals

Is my nest egg big enough for my travel dreams? Can we swing that vacation home?

## Cash Flow

I can predict some expenses, but others I can't. How can I plan to have the cash I need?

## Investing

I have so many goals and priorities. How can one investment strategy balance them all?

## Home Ownership

What is the right financing solution to allow my family to pursue home ownership goals?

## Liability Management

How do I manage risk due to loss of business and personal property or liability risk to litigation and other cyber-related activities?

## Saving for College

Will I be able to pay for my children's (and possibly grandchildren's) education?

## Risk Management

Do all of my investments match my tolerance for risk? Are my assets and family protected from unforeseen events?

## Business Strategies

How do I manage my personal wealth with so much tied up in my company?

## Advice and solutions: A comprehensive suite of investment options

Our clients benefit from access to the intellectual capital of our Global Investment Committee, a group of seasoned market professionals uniquely dedicated to providing high-quality investment strategies to Wealth Management clients. By continually monitoring developments in economic and market conditions, they serve as an invaluable resource to our Financial Advisors and their clients. Additionally, we offer a deep bench of experienced investment analysts, strategists and economists from across the firm.

**A full spectrum of solutions:** Our open-architecture platform offers exclusive proprietary, third-party, traditional and alternative investments—along with insured solutions, private investment opportunities, legacy planning, lending and cash management solutions—with expansive due diligence:



### Traditional Investments

- Mutual Funds
- Exchange-Traded Funds
- Closed-End Funds
- Unit Investment Trusts
- 529 Education Savings Plans
- Investing with Impact



### Alternative Investments

- Hedge Funds
- Funds of Funds
- Managed Futures
- Real Estate
- Private Equity
- Private Credit
- Exchange Funds



### Investment Advisory

- Nondiscretionary
- Firm Discretionary
- Financial Advisor Discretionary
- Unified Managed Accounts
- Separately Managed Accounts
- Target Date Portfolios
- Third Party Tax Planning
- Advisory Annuities
- Optional Tax Management Services



### Insured Solutions

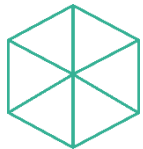
- Permanent Life
- Term Life
- Long-Term Care
- Disability
- Property and Casualty
- Fixed, Indexed and Variable Annuities

Learn more at [www.morganstanley.com/portfolioinsights](http://www.morganstanley.com/portfolioinsights)

## Legacy planning: Trusts, estates and philanthropy

The road to financial well-being and success is an evolutionary one. Wealth accumulation is followed by wealth preservation, which in turn is followed by wealth transition. The management of these three wealth phases requires careful planning and intelligent structuring of assets to help meet short- and long-term goals.

We have provided sophisticated estate planning resources for high-net-worth families. These resources include a comprehensive analysis of your current plan along with ideas and solutions for future legacy planning objectives. Our tax and philanthropic areas are designed to complement your overall estate planning efforts. And finally, our unique corporate trustee platform offers a choice of different trustees and jurisdictions to help you implement your estate plan.



**Estate  
Planning**



**Philanthropic  
Management**



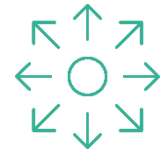
**Tax  
Services**



**Family Wealth  
Governance**



**Family Mission  
Statements**



**Next-Generation  
Education**

Learn more at [www.morganstanley.com/themes/tax](http://www.morganstanley.com/themes/tax)

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. Wealth and Estate Planning Strategists and other Estate Planning Strategies personnel holding legal degrees are acting purely in a non-representative capacity. Neither they, Financial Advisors nor Morgan Stanley provide tax or legal advice to clients or to Morgan Stanley.

# Lending and cash management solutions

Solutions to complement your investment strategy



## Lending Solutions

### Financing for Your Needs

In addition to investing, smart use of borrowing can help provide funding for personal, business or real estate needs—potentially without selling your investments.

#### OUR SECURITIES-BASED LOANS CAN OFFER:

- Competitive rates
- Quick access to funds once approved
- Flexible financing options

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. See the important disclosures at the end of this brochure.



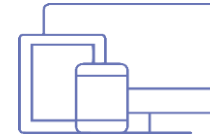
## Home Loans<sup>1</sup>

### Professional Advice, Personal Attention

A dedicated Home Loans team will help you and your family identify the right home financing solution and then guide you through the process.

#### APPLICANTS WHO QUALIFY MAY HAVE ACCESS TO:

- Flexible financing options
- Competitive rates based on your eligible household assets
- Financing for properties beyond a primary residence



## Cash Management Solutions

### Manage Day-to-Day Finances More Efficiently

As a Morgan Stanley client, you can better manage your cash and cash flow by viewing your investments and your finances in one place.

#### YOU CAN ENJOY A WEALTH OF CASH MANAGEMENT SOLUTIONS:

- Direct deposit
- ATM fee rebates worldwide
- Unlimited check writing
- Mobile Check Deposit with higher limits<sup>2</sup>
- Morgan Stanley cards from American Express
- Morgan Stanley debit card with price protection from Mastercard
- Online bill pay with Morgan Stanley Payments
- Savings program

Learn more at [www.morganstanley.com/cashplus](http://www.morganstanley.com/cashplus)

<sup>1</sup>Home loans are offered by Morgan Stanley Private Bank, National Association.

<sup>2</sup>Limits and conditions apply. Mobile check deposits are subject to certain terms and conditions. Checks must be drawn on a U.S. Bank.



## Morgan Stanley Online: Your account, your way

Designed to help make managing your financial life easier, Morgan Stanley Online and our mobile app give you secure 24/7 access to your investment and cash management accounts from any device, so you can stay informed whether you're at home, at work or on the go.



### Manage Your Accounts

- View your account balance, activity, holdings and projected income
- Update profile information
- Access statements, trade confirmations and tax documents
- Set up account alerts
- View your total net worth in one place
- View your income and expenses, and create and track your budget



### Collaborate with Your Morgan Stanley Team

- Upload and share important documents
- Authorize wires and transfers
- Schedule a meeting with your Financial Advisor
- Access research reports



### Move Money

- Deposit checks from your mobile device
- Send money with Zelle®
- Electronically transfer funds
- Pay bills or invoices
- Explore mortgage options, calculate rates and apply online

### Protecting Our Clients: Cybersecurity

Protecting your assets is one of our top priorities. We continually invest capital and resources to provide the highest standard of care, not just because we have a fiduciary responsibility, but because we understand that our 85 years of success have been grounded in client trust.

Our protections include deep investments in cybersecurity and fraud prevention technology, as well as continuous employee training on security awareness and fraud protection policies. We have strong encryption protocols to safeguard your data and multifactor authentication to help protect access to our accounts.

Learn more at [www.morganstanley.com/digitalaccess](http://www.morganstanley.com/digitalaccess)

Morgan Stanley

WEALTH MANAGEMENT

## Getting started

We look forward to applying our deep experience and caring approach to help you meet your life goals and achieve your individual aspirations.

### The GMA Group at Morgan Stanley

101 W Big Beaver Rd, Ste1200  
Troy, MI 48084  
(248) 740-7179

130 Kercheval Ave  
Grosse Pointe, MI 48236  
(313) 343-8425

[advisor.morganstanley.com/the-gma-group](https://advisor.morganstanley.com/the-gma-group)

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Credit quality is a measure of a bond issuer’s creditworthiness, or ability to repay interest and principal to bondholders in a timely manner. The credit rating shown is based on the security rating as provided by Standard & Poor’s, Moody’s and/or Fitch, as applicable. Credit ratings shown range from AAA, being the highest, to D, being the lowest based on S&P and Fitch’s classification (the equivalent of Aaa and C, respectively, by Moody’s). Ratings of BBB or higher by S&P and Fitch (Baa or higher by Moody’s) are considered to be investment grade-quality securities. Credit ratings assigned by nationally recognized statistical rating organizations are one measure of an issuer’s creditworthiness. Any actual or anticipated decline in an issuer’s credit ratings or increase in the credit spreads charged by the market for taking the issuer’s credit risk is likely to adversely affect the market value of the issuer’s debt securities. Credit ratings are subject to change.

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If an account owner or the beneficiary resides in or pays income taxes to a state that offers its own 529 college savings or pre-paid tuition plan (an "In-State Plan"), that state may offer state or local tax benefits. These tax benefits may include deductible contributions, deferral of taxes on earnings and/or tax-free withdrawals. In addition, some states waive or discount fees or offer other benefits for state residents or taxpayers who participate in the In-State Plan. An account owner may be denied any or all state or local tax benefits or expense reductions by investing in another state's plan (an "Out-of-State Plan"). In addition, an account owner's state or locality may seek to recover the value of tax benefits (by assessing income or penalty taxes) should an account owner rollover or transfer assets from an In-State Plan to an Out-of-State Plan. While state and local tax consequences and plan expenses are not the only factors to consider when investing in a 529 Plan, they are important to an account owner's investment return and should be taken into account when selecting a 529 plan.

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Investments in a 529 Plan are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so an individual may lose money. Investors should review a Program Disclosure Statement, which contains more information on investment options, risks factors, fees and expenses and possible tax consequences. Investors should read the Program Disclosure Statement carefully before investing.

## Disclosures

Investing in financial instruments carries with it the possibility of losses and that a focus on above-market returns exposes the portfolio to above-average risk. Performance aspirations are not guaranteed and are subject to market conditions. High volatility investments may be subject to sudden and large falls in value, and there could be a large loss on realization which could be equal to the amount invested.

Under the Savings and Preferred Savings programs (“Savings”), Morgan Stanley Smith Barney LLC makes available interest-bearing FDIC insured deposit accounts(s) at either Morgan Stanley Private Bank, National Association or Morgan Stanley Bank, N.A., each a national bank, Member FDIC, and an affiliate of Morgan Stanley Smith Barney LLC, as selected by the client. Deposits placed in Savings are eligible for FDIC insurance up to \$250,000 (including principal and interest) per depositor, per each bank selected by the client for all deposits held in the same insurable capacity (the Maximum Applicable Deposit Insurance Amount). All deposits per bank held in the same insurable capacity will be aggregated for purposes of the Maximum Applicable Deposit Insurance Amount, including deposits maintained through the Bank Deposit Program. The client is responsible for monitoring the total amount held with each bank. The bank also reserves the right to offer promotional rates from time to time. Detailed information on federal deposit insurance coverage is available on the FDIC’s website (<https://www.fdic.gov/deposit/deposits/>). **The Savings programs are not intended for clients who need to have frequent access to funds and those funds will not be automatically accessed to reduce a debit or margin loan in your brokerage account. Withdrawals from an account in Savings are limited to 10 transactions per calendar month, and any withdrawal or transfer over the limit in any one calendar month will be subject to an excess withdrawal fee.**

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**With the exception of a margin loan, the proceeds from securities-based loan products may not be used to purchase, trade or carry margin stock (or securities, with respect to Express Creditline); repay margin debt that was used to purchase, trade or carry margin stock (or securities, with respect to Express Creditline); and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.**

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The lending products referenced or described are separate and distinct, and are not connected in any way. The ability to qualify for one product is not connected to an individual’s eligibility for another.

## Disclosures

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