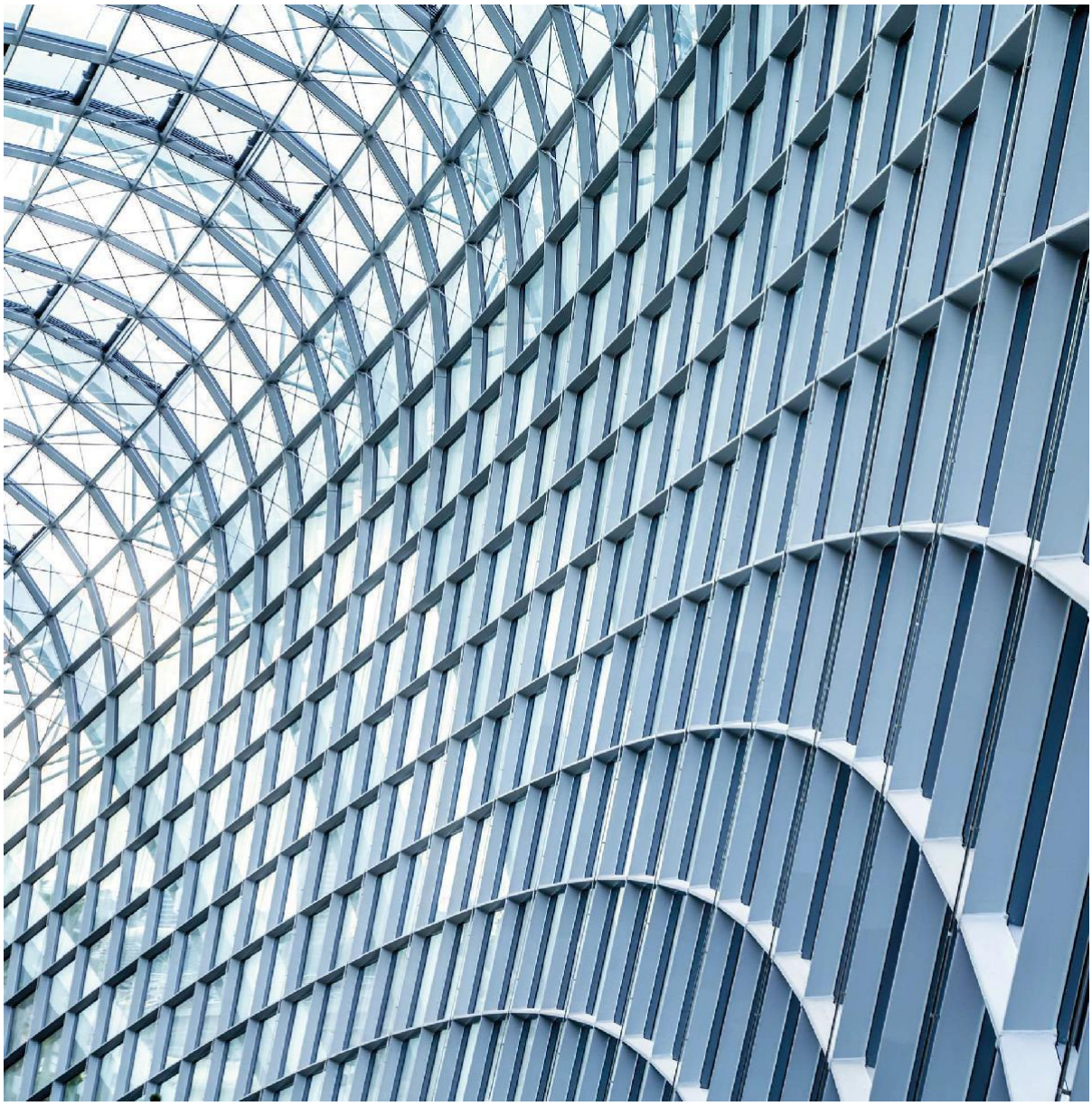
MorganStanley

The McNew Penno Group at Morgan Stanley



1775 I STREET NW, SUITE 200
WASHINGTON, DC 20006

202-862-9000 / MAIN
800-745-2451 / TOLLFREE 202-862-9198 / FAX

The McNew Penno Group at Morgan Stanley

The McNew Penno Group at Morgan Stanley

Experience, Intellectual Capital and Dedicated Personal Service to Help Meet Your Life Goals.

Empowering families to achieve and maintain financial independence is the fundamental principle that drives our practice. We focus on what is most important to you and provide the critical thinking, skills and global resources to help enable you to make more informed decisions about your finances. Our ultimate goal — through a comprehensive goals-based wealth management process — is to help bring clarity and focus on what matters most to you, so you can manage your wealth more effectively in today's complex global market environment.

Our approach covers the full spectrum of customized strategies. We begin by determining your goals and outlining your financial portrait. We then help you build a plan tailored to your specific goals. Once implemented, we will periodically track your progress as you move through Life, adjusting your plan when necessary.

Committed to helping you protect and grow your assets, we are focused on providing timely, unbiased advice and earning your confidence every day to make a real difference in your Life.

Brian McNew

Financial Advisor
Portfolio Management Director
Senior Vice President

Brian McNew is a Senior Vice President, Financial Advisor, and Portfolio Management Director with Morgan Stanley in Washington, DC. Brian has more than 20 years of experience in financial services and has been with the firm since 2008. He began his career in June of 2000 with a small financial planning firm in Bowie, MDThen from 2003 to 2008, Brian was with Merrill Lynch out of Florida. With the firm, he primarily focuses on discretionary management of taxable and tax-exempt accounts, utilizing ETF based discretionary portfolios, and family wealth strategies. Brian graduated from Washington College with a BA in Business Administration. Personally, he has been married for 19 years and has three boys and a girl. Away from the office, he enjoys spending quality time with the family, fishing and boating.

Brian.McNew@morganstanley.com
202-862-Y/51
NMLS#: 1255362

Alice Slopow

Client Service Associate

Alice is a Client Service Associate with the McLain, McNew, Penno Group at Morgan Stanley. For the team, Alice is responsible for various forms of operational and administrative support for both clients and financial advisors. She is the initial interface for our new and existing clients and is responsible for managing all client service needs.

She holds a B.S. in Business Administration with a focus on Banking and Finance from Bowie State University. In her free time, Alice loves spending time with her family and close friends.

Alice.Slowpow@morganstanley.com
202-862-1814

Karen Reid

Registered Client Service Associate

Alice is a Client Service Associate with the McLain, McNew, Penno Group at Morgan Stanley. For the team, Alice is responsible for various forms of operational and administrative support for both clients and financial advisors. She is the initial interface for our new and existing clients and is responsible for managing all client service needs.

She holds a B.S. in Business Administration with a focus on Banking and Finance from Bowie State University. In her free time, Alice loves spending time with her family and close friends.

Karen.C.Reid@morganstanley.com
202-689-1814

Leland Penno

Financial Advisor
Portfolio Management Director
Senior Vice President

Leland A. Penno is a Senior Vice President, Portfolio Management Director and Financial Advisor with Morgan Stanley in Washington, DC. Leland has 20 years of experience in financial services.

Leland graduated from Messiah College with a BS in Business Administration. With the firm, he primarily focuses on discretionary management of taxable and tax-exempt accounts, value based individual equity selections, and family wealth strategies. Away from the office, he enjoys spending time with his family and is actively involved with his church. Leland is also an avid Baltimore sports fan and enjoys hunting and fishing.

Leland.Penno@morganstanley.com
202-862-9101
NMLS#: 1552211

Our Consultative Process

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

1

Discovery

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

2

Analysis and Recommendation

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

3

Implementation

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

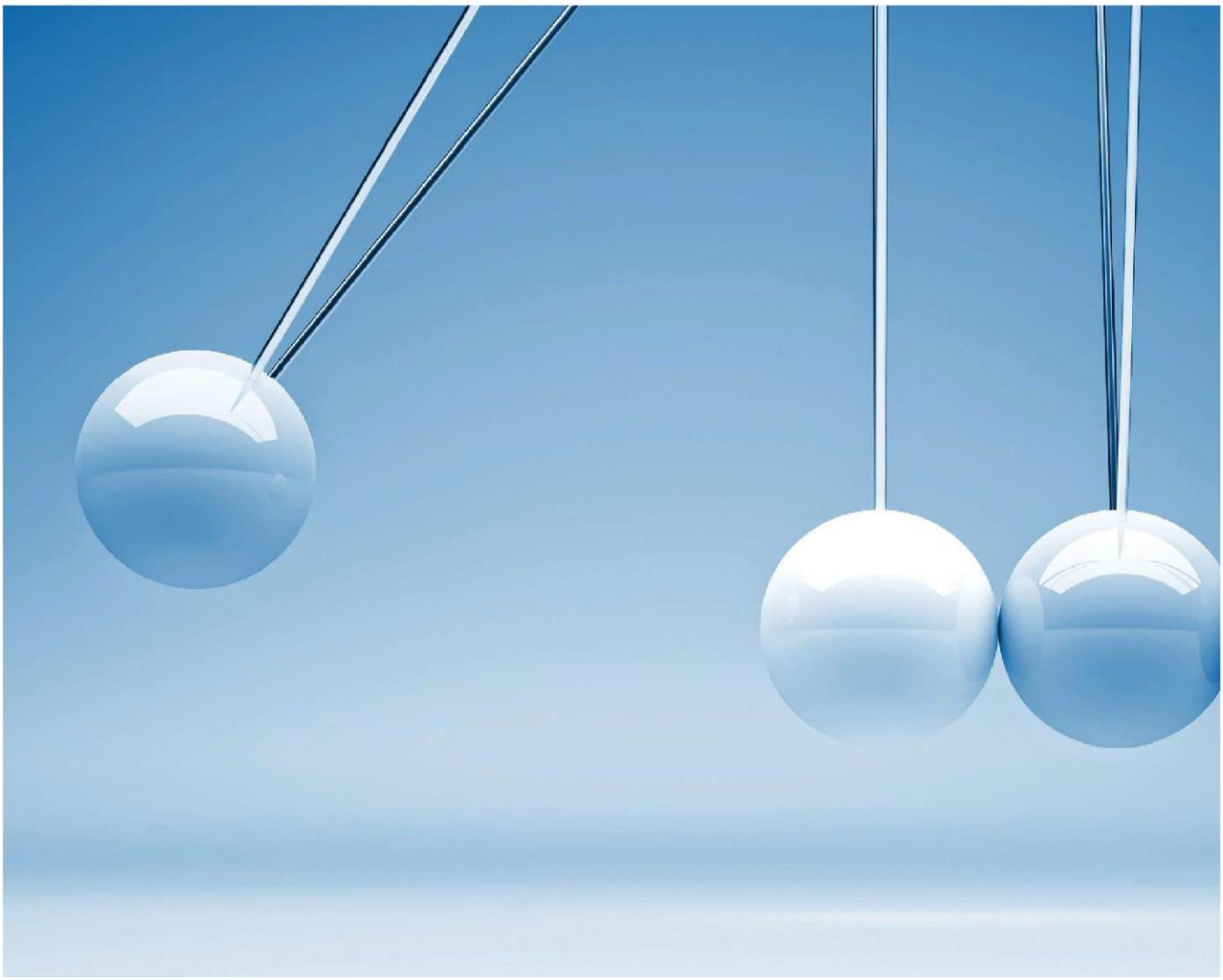
4

Reviewing Objectives

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

When you choose Morgan Stanley, you gain access to comprehensive and expansive investment strategies from a world-class leader in financial services. Our deep understanding of the financial markets offers opportunities available to you.

And our Goals-Based Wealth Management means that we aim to understand what is important to you and work together to map out a plan designed to help you achieve your financial goals. Whatever it is you want to achieve, Morgan Stanley is here to help you uncover your needs, manage risk, provide advice, and build a customized plan to help you reach your financial goals. Your goals are personal, so managing your wealth should be too.



Asset Allocation and diversification do not assure a profit or protect against loss in declining financial markets. Portfolios using Environmental, Social and Governance ("ESG") criteria, also known as sustainable or impact investing, may perform differently than those without such considerations. ESG focused investments may face market limitations, and there is no guarantee they will achieve better financial or sustainability outcomes.

The individuals mentioned as the Portfolio Management Team are Financial Advisors with Morgan Stanley participating in the Morgan Stanley Portfolio Management program. The Portfolio Management program is an investment advisory program in which the client's Financial Advisor invests the client's assets on a discretionary basis in a range of securities. The Portfolio Management program is described in the applicable Morgan Stanley ADV Part 2, available at www.morganstanley.com/ADV or from your Financial Advisor.

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 licenses insurance agency affiliates.

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.

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 other 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**

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 appropriate 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.

© 2025 Morgan Stanley Smith Barney LLC. Member SIPC.

CRC 4764055 08/25 00023944 11/20