Morgan Stanley | Wealth Management

Pictured: ***Thomas Mergner****, Managing Director, Wealth Management, Financial Advisor, Portfolio Manager;* ***Micheal Lipshultz****, Senior Vice President, Wealth Management, Financial Advisor, Insurance Planning Director, Portfolio Manager, Financial Planning Specialist;* ***Scott Mergner****, Vice President, Wealth Management, Financial Advisor;* ***Jeffrey Garner****, Financial Advisor;* ***Victoria Underhill****, Financial Advisor;* ***Gregory Underhill****, Assistant Vice President, Group Director;* ***Robert F Burchetta****, Consulting Group Analyst;* ***Jennifer Monroe Heebink****, Senior Registered Associate*

It's hard to believe that we are already mid-way through 2023! We hope you have had some wonderful moments to cherish. As we enter the second half of the year, we want to deliver our team updates, insights and highlights over the past 6 months. As we cross the mid-year mark, we want to share our insights on what you should start thinking of for the remainder of the year. A few that are top of mind for us are Required Minimum Distributions (RMDs), Retirement Funding, Charitable Giving including Donor Advised Funds (DAFs) and Qualified Charitable Distributions (QCDs). Please reach out to our team if you would like to schedule a meeting about these topics or anything else that comes to mind.

As a reminder, our new address is:

12505 Park Potomac Avenue
Suite 200
Potomac, MD 20854

Please update our contact information in your phone to reflect the phone numbers below.

Micheal Lipshultz
Senior Vice President, Wealth Management, Financial Advisor, Insurance Planning Director, Portfolio Manager, and Financial Planning Specialist,
(301) 279-6431
Thomas S Mergner
Managing Director, Wealth Management, Financial Advisor, and Portfolio Manager,
(301) 279-6427
Scott Mergner
Vice President, Wealth Management, and Financial Advisor,
(301) 279-6429
Jeffrey Garner
Financial Advisor
(301) 279-6435
Victoria Underhill
Financial Advisor
(301) 279-6437
Gregory Underhill
Assistant Vice President, and Group Director
(301) 279-6454
Robert F Burchetta
Consulting Group Analyst
(301) 664-6842
Jennifer Monroe Heebink
Senior Registered Associate
(301) 657-6320

Team Highlights

- Thomas (Tom) Mergner kicked off our Quarterly Team Member spotlight.
- Micheal (Mike) Lipshultz has earned two new firm designations. Insurance Planning Director (IPD) and Portfolio Manager (PM). Details on these designations are below.
- Jeff Garner and Victoria Underhill were named to the prestigious “2023 PaceSetter’s Club”

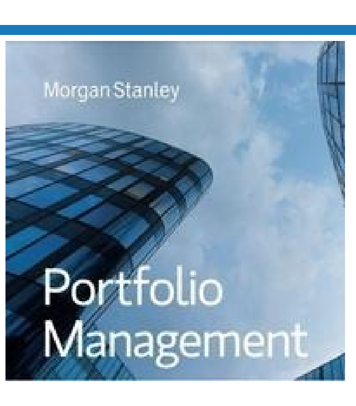
We encourage you to share your life highlights with us or how we've made an impact on your life over the past 6 months. We cherish our relationship with you and look forward to hearing from you.

We are kicking off our Team Member Spotlight with **Tom Mergner**, Managing Director, Senior Portfolio Management Director, and Financial Advisor with The Mergner Group at Morgan Stanley.

How did you get started within the financial industry: I started this career after realizing that providing automotive services for a living wasn't the right fit. With that, I decided to put myself through school at American University and completed my degrees in Business Administration, Real Estate Development, and Economics. Although my father John worked within the industry, I wanted to achieve my career on my own starting at Wheat First Securities. Inc, then switched to Morgan Stanley (formerly Smith Barney Co., Travelers, Legg Mason, Citi Group). where I stayed through all the mergers.

What's your favorite part of your career: The clients of The Mergner Group and the strong relationships we've built and working with the team. A highlight of my career was when my father, John Mergner decided to join our team and the three generations (John, Scott and myself) were able to work alongside each other.

What are your favorite hobbies outside of work: I enjoy spending time with my family in Western, MD with my family where we ride ATVs, fish, both salt and fresh water, and build cars. When both of my sons turned 13, we built old street classic cars which they both still have.

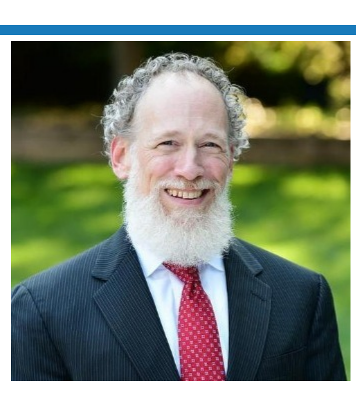


Portfolio Management (PM) Designation

Morgan Stanley’s Portfolio Manager designation allows a select group of Morgan Stanley Financial Advisors who are qualified by the firm—based on training, experience and commitment—to make investment decisions on their clients behalf and independently manage assets.

Micheal Lipshultz, Senior Vice President, Financial Advisor and **Thomas Mergner**, Managing Director, Financial Advisor hold this designation.

Learn More about Portfolio Management



Insurance Planning Director (IPD)

Micheal Lipshultz, Senior Vice President, Financial Advisor, has earned the Insurance Planning Director Designation. Recipients of the IPD designation have demonstrated a commitment to, and understanding of, holistic goals-based wealth management planning through the incorporation of insurance solutions into their practice as a foundational component of risk management.

Learn More About Insurance Solutions

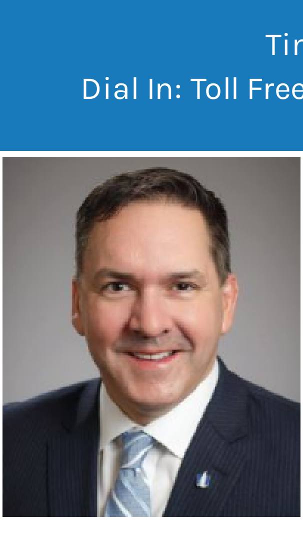
2023 PaceSetter's Club

Jeffrey Garner, Financial Advisor, and **Victoria Underhill**, Financial Advisor have been named to the 2023 Firm’s Pacesetter’s Club, a global recognition program for Financial Advisors who, early in their career, have demonstrated the highest professional standards and first class client service. Our team is very proud of their accomplishment and look forward to Jeff & Victoria's continued success.

Learn More Here

Special Series Q3 Event | Topic: Demystifying Medicare
Wednesday, July 12, 2023

Time(s): 12:30 pm and 5:30 pm ET
Dial In: Toll Free: +1 877-777-8895 | Participant Code: 0141197



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Guest Speaker: Timothy O'Mara, Vice President, Insights & Solutions Field Team with Nationwide Financial Retirement Institute

Mark Your Calendars for all of our
Q3 Market Perspectives Calls

Click Here to Access

Important Information to Follow Up On

Now that 2022 tax season is over, we have two important items to follow up on. This information helps guide us in making important investment decisions, personalized to you and your current tax planning situation, throughout the year.

1. Please let us know the amount of your tax loss carryforward. A carryforward allows taxpayers to use a loss incurred in one year to offset profits and reduce tax obligations in future years. You may need to ask your accountant.
2. So that we have your most up to date records, please provide the name and contact information of your CPA. We will only contact them with your permission.

If you filed an extension, please let us know and we will make a note to reach back out to you in the fall.

LifeStage Checklist – The Power of Lists

Set yourself up for success… Across business and personal goal setting, committing to the power of a checklist helps focus on the task at hand. The Mergner Group has committed to several checklists within our business to help our clients stay focused and to help achieve your goals. Over the decades we have developed several life-stage checklists to help our clients and families navigate whatever life changes you are experiencing.

Please reach out to our team if you find yourself, family members, or friends are experiencing these life changes and would benefit for our guides. We believe that life-event do not have to feel so foreign and we are committed to work alongside you to understand best questions to ask; what steps to take; where to go.

*Leverage the experience of more than 100 years of combined industry experience.**

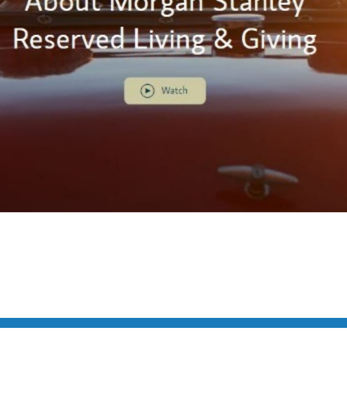
*For more information about individual years of experience please visit our website at: https://advisor.morganstanley.com/the-mergner-group

Your Estate Planning Strategy

As the demands of your family grow and evolve, it is important to review not only your financial plan, but also your estate planning strategy. Estate planning is a fluid process. Creating a Will or a Trust is the necessary first step, and as life changes, your documents may require revisions or restructures.

Click Here to Read

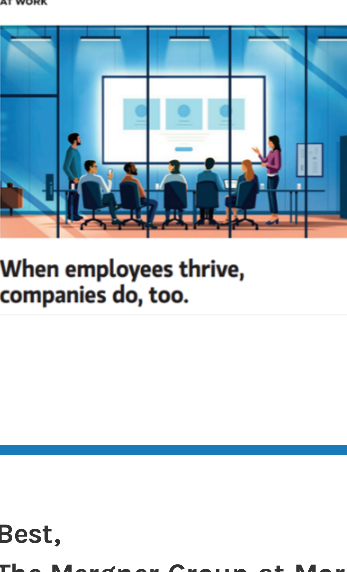
Morgan Stanley Reserved Living & Giving



Reserved Living & Giving is a complimentary perks program for eligible Morgan Stanley clients designed to provide benefits beyond traditional wealth management services. The program provides access to one-of-a-kind experiences, discounts from popular brands, curated articles from our partners and Morgan Stanley thought leaders, and philanthropic inspiration.

Click Here to Learn More

Workplace Financial Services



For those who may be unaware, in addition to providing wealth management solutions to our clients, we also provide business and corporate solutions to our clients through Morgan Stanley at Work. We focus on workplace financial solutions that help employees achieve their life goals. Our comprehensive offering spans Equity, Financial Wellness and Retirement solutions, plus Financial Empowerment, so ones workforce can realize the full potential of their benefits.

Watch This Video to Learn More

Best,
The Mergner Group at Morgan Stanley

*****New Office Location*****

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Thomas S Mergner | Managing Director | Financial Advisor
Michael S Lipshultz | Senior Vice President | Financial Advisor
Scott A. Mergner | Vice President | Financial Advisor
Jeffrey Garner | Financial Advisor
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