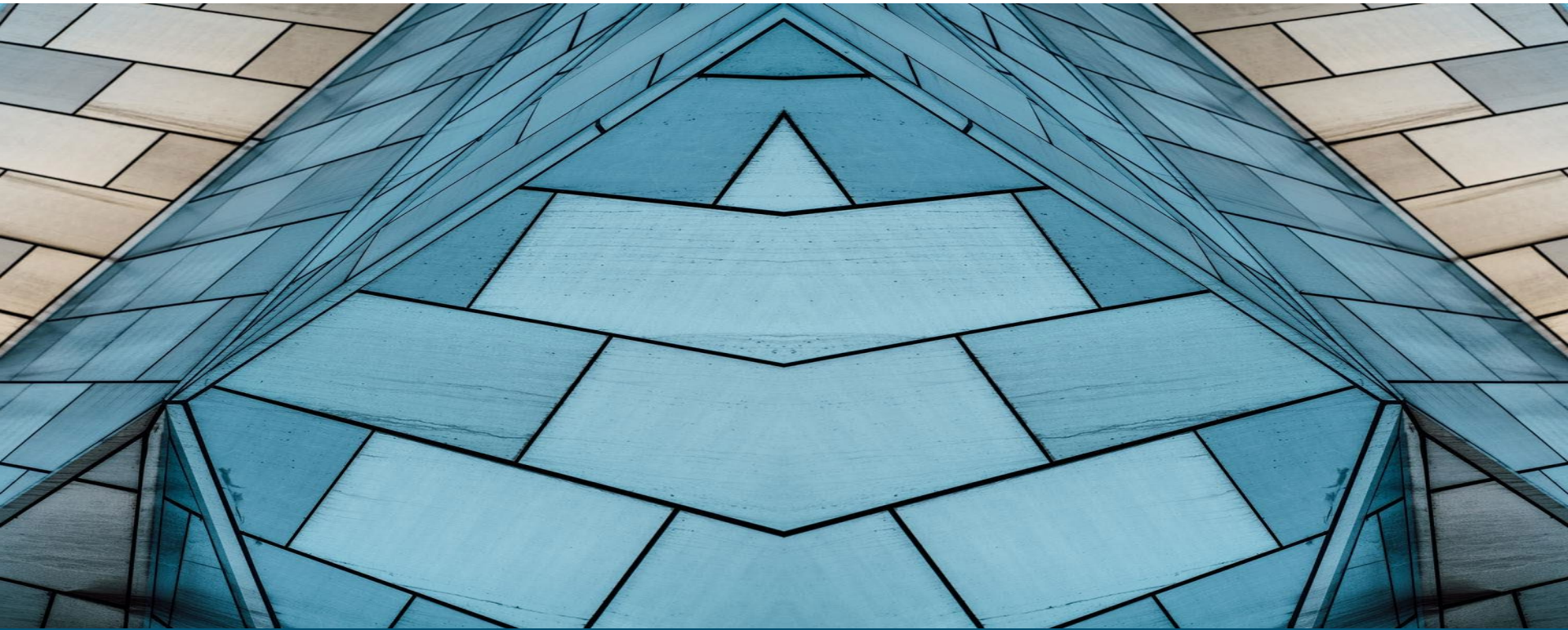


Morgan Stanley



# The Regent Group

at Morgan Stanley

55 E. 52nd St.  
14th Floor  
New York, NY 10055

Phone: 212-893-7649

## OUR MISSION

We bring experience, intellectual capital and dedicated personal service to help you meet your life goals.

## OUR NAME

Historically speaking, a regent was someone who acted on behalf of a sovereign while they were away from their kingdom. Fast forward to present day context for why we are The Regent Group. As you are out in the world doing great work, solving problems, leading at the office and at home, we are serving as your trusted, knowledgeable and experienced partners. We seek to earn your trust, serve as wise counsel and help you preserve and grow your hard-earned wealth. That's why we are The Regent Group.

## Putting our experience and knowledge to work helping you achieve your life goals

The Regent Group helps ultra high-net-worth business owners, corporate executives and multi-generational families preserve, and continue to grow their wealth. Our team is highly experienced when it comes to financial planning, wealth management and navigating the complexities of our clients' financial lives.

Our mission is to bring our experience, intellectual capital and dedicated personal service to help you meet your life goals. We know that you worked hard to build your wealth. We know you have big plans for the future. We are here to be your trusted partners on your financial journey ... on your life journey.

Together we will form what we call a “thought partnership,” envisioning your future, identifying your goals, implementing solutions designed to potentially benefit you, your family and future generations. We look forward to tracking your progress and celebrating your successes.

As a testament to our service and commitment to clients, The Regent Group has been recognized as Forbes Best-In-State Wealth Management Teams for 2024 and 2025<sup>1</sup>.

Adding to our strength as a team is our ability to leverage the immense, global resources — trust officers, private bankers, family office resources and more — of Morgan Stanley for your benefit. We look forward to getting to know you, understanding what matters to you — and then putting our experience and knowledge to work helping you achieve your life goals.

Private Bankers are employees of Morgan Stanley Private Bank, National Association, Member FDIC.

<sup>1</sup>2024-2025 Forbes Best-In-State Wealth Management Teams

Source: Forbes.com (Awarded 2024-2025). Data compiled by SHOOK Research LLC based on 12-month time period concluding in March of year prior to the issuance of the award. Please refer to important criteria and methodology at the end of this material.

## Our Credentials and Designations

We have invested the time to earn and maintain specialized industry credentials as well as internal designations so we can better serve you and address your diverse financial needs and complex wealth situations.

### MORGAN STANLEY FAMILY WEALTH DIRECTOR

This internal designation is bestowed on Morgan Stanley financial advisors who have extensive experience working with high-net-worth families.

**What it means to you:**

We have direct access to a broad range of resources needed to help affluent families manage the complex, multigenerational challenges that come with significant wealth.

### CERTIFIED FINANCIAL PLANNER® (CFP®)

The Certified Financial Planner certification is widely considered the gold standard for financial planning professionals. It is granted by the Certified Financial Planner Board of Standards.

**What it means to you:**

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

### CHARTERED FINANCIAL ANALYST™ (CFA®)

As a globally recognized credential, this designation is a mark of distinction that represents a higher standard. CFAs often work at large organizations and handle research and analysis for investment companies.

**What it means to you:**

We are qualified to help with high-level investment management and complex equity investing strategies.

### CORPORATE RETIREMENT DIRECTOR

This internal designation recognizes Morgan Stanley financial advisors who have dedicated their practice to helping corporate clients manage all aspects of their retirement plans. About 2 percent of the firm's financial advisors have earned this designation as of December 2024. A prerequisite to this designation is the Qualified Plan Consultant (QPFC) designation, further strengthening our corporate retirement knowledge and expertise.

**What it means to you:** We can address plan design considerations for business owner clients and individual clients through custom strategies to help manage employer-sponsored benefit packages.

### CHARTERED RETIREMENT PLANNING COUNSELOR (CRPC®)

This certification identifies financial advisors and other retirement professionals with extensive knowledge in helping clients prepare for retirement.

**What it means to you:**

We can help you prepare and plan for retirement and give you confidence that you are on track to maintain the lifestyle you have envisioned.

## Meet the Team



**Jonathan D. Klein**

Executive Director–Wealth Advisor, Family Wealth Director, Corporate Retirement Director, Senior Portfolio Manager



**Blake Davis**

Executive Director, Private Wealth Advisor, Portfolio Manager



**Brendan Johnson, MBA**

Executive Director, Private Wealth Advisor, Portfolio Manager



**Andrew Lask, CRPC®**

First Vice President, Financial Advisor, Portfolio Manager, Alternative Investments Director, Workplace Advisor–Equity Compensation



**Vik Parmar, CFA®**

Vice President, Financial Advisor, Portfolio Manager, Workplace Advisor–Equity Compensation



**Jake Sauertig**

Registered Client Service Associate



**Vincent Plessel, CFP®**

Registered Private Wealth Management Client Service Associate

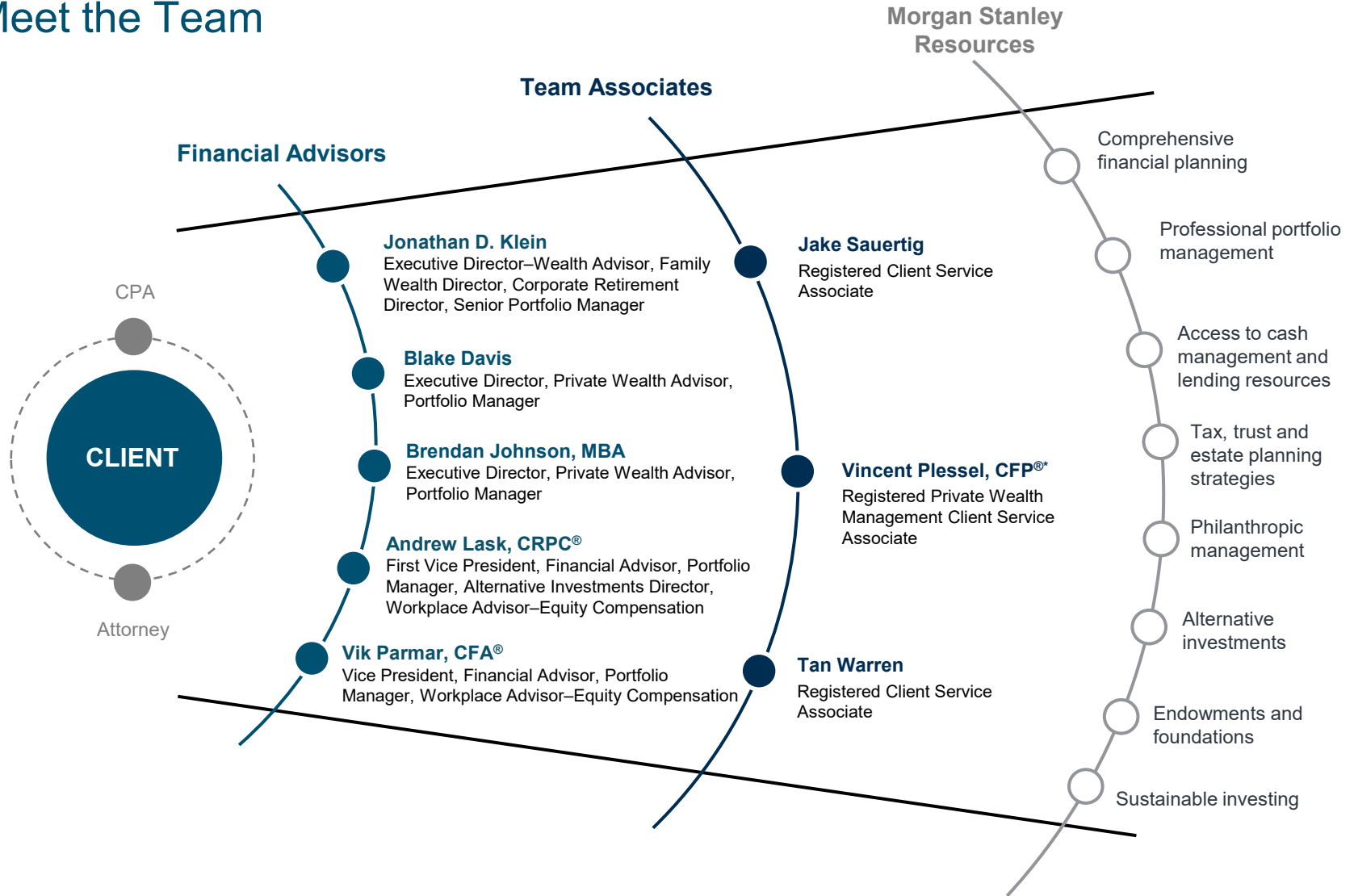


**Tan Warren**

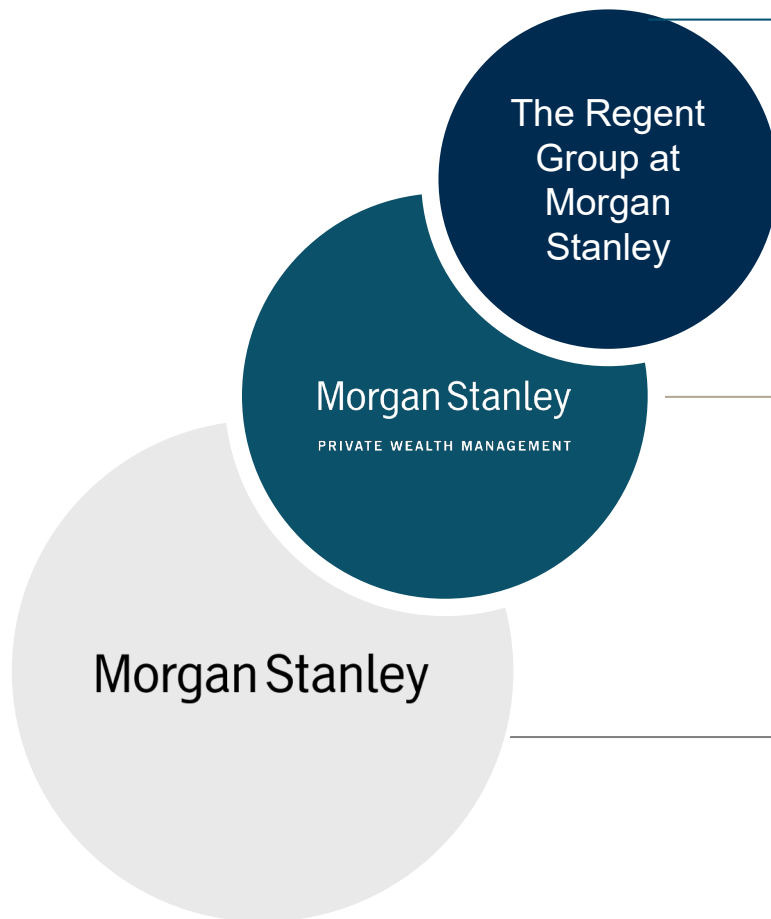
Registered Client Service Associate

We are pleased to bring our experience, intellectual capital and dedicated personal service to help you meet your life goals. Together, we will help you and your family achieve your financial goals for right now and for generations to come.

# Meet the Team



## A Team of Professionals Within a Global Organization



### The Regent Group at Morgan Stanley

- **A long-standing team** with the knowledge and experience to address the complexities of your financial situation.
- **Customized recommendations and advice** informed by our advanced credentials in financial planning, retirement planning and multigenerational family wealth.
- **Guidance to navigate** life's predictable milestones and unexpected challenges.
- **Personalized service and relationships** that support every aspect of your financial life.

### Morgan Stanley Private Wealth Management

- Approximately 300 teams specialized in assisting individuals and families with more than \$20 million in investable assets (Source: [Morgan Stanley Private Wealth Management](#), December, 2023)
- Direct access to ultra-high-net-worth experts in philanthropy, family dynamics, wealth transfer, lifestyle advisory and other areas of interest
- Dedicated focus on providing objective, sophisticated and customized financial solutions through an open-architecture platform

### Morgan Stanley

- Offices in more than 40 countries
- 80,000+ employees
- [\\$7.9 trillion in client assets under management](#)

\*Source: <https://www.morganstanley.com/about-us/history>  
<https://image.msmail.morganstanley.com/lib/fe9413737562077971/m/1/3c0ef26e-7721-4da4-836d-e7318329105f.pdf>

# The Regent Group Process

## 1 DISCOVER

- We get to know you — specifically your financial objectives for you, your family and your business, if you have one, and your larger life and legacy goals for right now and generations to come.

## 2 WEALTH PLANNING

- Planning is the cornerstone of your financial success. That's why we lead with planning and devote time and resources toward this foundational element. We develop a wealth plan based on your goals, balance sheet, risk profile and unique situation.

## 3 IMPLEMENTATION

- We put your wealth plan in action. Implementation is dynamic and continuous as we review and adjust as needed.

## 4 ONGOING REVIEW

- We keep a close eye on the markets and economy as well as your situation and your plan. We are proactive, recommending and implementing tactical shifts as needed.



Your life is continuously evolving based on the situations you encounter. Your wealth management team should anticipate change and proactively provide the advice, support and resources you need.

We pride ourselves in offering sound financial guidance and enduring plans for the future — whatever it may hold. We are able to deliver this because of our strength as a team and the breadth of the Morgan Stanley platform. Regardless of where you are in your financial journey, we look forward to helping you build a solid foundation and rewarding future.

**Helping clients navigate their financial lives by:**



Preserving assets



Preserving lifestyle



Tax Efficient Investing



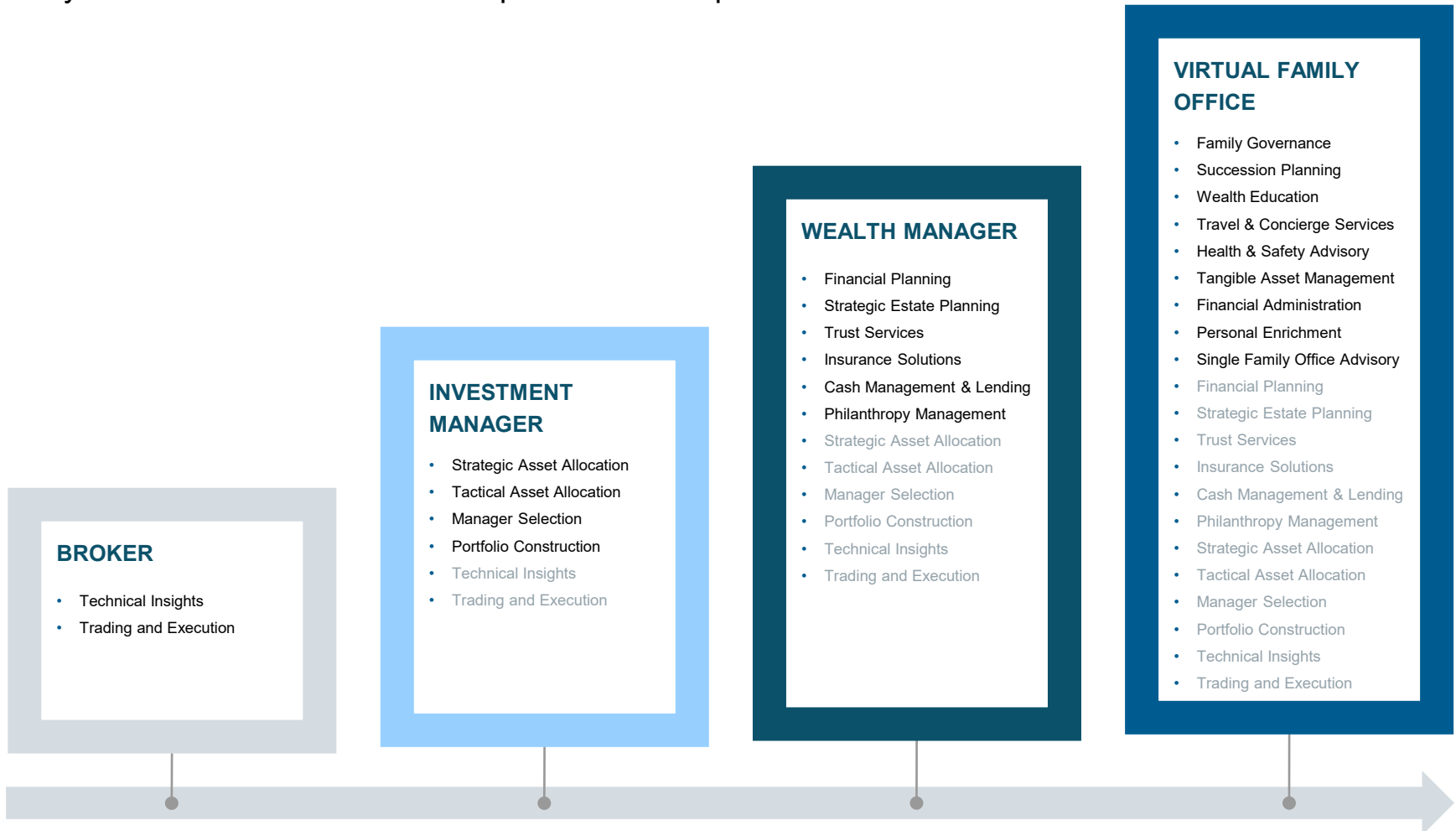
Simplifying wealth



Creating a legacy

## The Expanding Role of the Family Wealth Advisor

As the demands of your family grow and evolve, you are likely to need advisors who have expanded their capabilities



CASE STUDY

# Strategic Financial Planning for a Corporate Executive's Concentrated Stock Holdings

## The Challenge

The client is a senior vice president at a Fortune 500 technology company. A significant percentage of his wealth is tied up in company stock, creating risk in the event of a market downturn. The client's goals include retiring in 10 years, purchasing a vacation home and funding his children's college education, but his wealth is currently largely illiquid. He is also concerned about the tax implications of selling large portions of his stock, which could trigger substantial capital gain taxes.

## The Recommendations

- Conduct a full analysis of the client's assets, liabilities and goals, identifying his risk exposure and diversification gaps.
- Develop a systematic strategy to sell company stock to mitigate concentration risk while adhering to trading restrictions.
- Exchange a portion of his company stock for shares in a diversified fund without incurring immediate tax consequences.
- Prioritize selling long-term holdings first to benefit from lower long-term capital gains tax rates.
- Donate highly appreciated shares to a donor-advised fund to receive an immediate tax deduction while avoiding capital gains taxes.
- Set up tax-advantaged retirement accounts to prepare for retirement income needs.

## The Results

- Through a structured and tax-efficient strategy, we helped this client reduce concentration risk, optimize tax outcomes and work toward his long-term financial goals while complying with regulatory constraints.
- He reduced his company stock concentration by nearly two-thirds over three years, and his assets are now more diversified.
- His strategic selling and charitable giving plan resulted in sizable tax savings.
- He secured liquid funds for his children's college tuition and a vacation home while staying on track for retirement.

The following case studies are hypothetical and presented for illustrative purposes only. The facts involved do not represent the actual experience of any specific client. Each client's situation is different and a client's experience and any recommendations made to a client will vary depending on the specific facts and circumstances involved. Past performance is no guarantee of future results. These strategies do not guarantee a profit or protect against loss and may not be appropriate for all investors.

CASE STUDY

## Guiding a Business Owner Through a Business Sale

### The Challenge

This client has owned a specialty manufacturing company for 25 years and is planning to retire. Her goals include selling her business at a fair market value, minimizing capital gains and income taxes, and investing the sale proceeds to support her retirement, legacy and philanthropic goals. She is looking for guidance to navigate the complexities of the sale and plan for her financial future.

### The Recommendations

- Conduct a comprehensive pre-sale business and wealth assessment, including a business valuation analysis with an M&A specialist.
- Determine her retirement income needs.
- Identify potential tax liabilities and exit strategies.
- Work with an investment banker and tax consultant to optimize the sale structure.
- Allocate part of the proceeds to a charitable remainder trust to reduce taxable gains.
- Implement an investment strategy after the sale to address sustainable retirement income.
- Develop a tax-efficient wealth transfer and estate planning strategy, including gifting, a family trust and a donor-advised fund.

### The Results

- We helped this client work through the process of selling her company while planning for her financial future through tax, wealth management and estate strategies.
- She sold her business at an attractive price and successfully transitioned from business ownership to a well-planned retirement.
- She was able to strategically structure the sale to reduce capital gains taxes.
- She feels confident that her retirement income plan is sustainable.
- Through estate and trust strategies, she has fulfilled her philanthropic goals and established a giving plan aligned with her values.

The following case studies are hypothetical and presented for illustrative purposes only. The facts involved do not represent the actual experience of any specific client. Each client's situation is different and a client's experience and any recommendations made to a client will vary depending on the specific facts and circumstances involved. Past performance is no guarantee of future results. These strategies do not guarantee a profit or protect against loss and may not be appropriate for all investors.

CASE STUDY

## Generational Financial Planning for Long-Term Family Wealth

### The Challenge

This client is a retiree who built substantial wealth through a long career in the pharmaceutical industry, and he is married with three adult children and five grandchildren. His primary concerns are maintaining his retirement lifestyle goals while ensuring his wealth passes to his children and grandchildren without excessive taxation, preparing his heirs to manage inherited wealth responsibly and leaving a lasting philanthropic legacy.

### The Recommendations

- Work with the client's estate attorney and CPA to conduct a comprehensive wealth, tax and estate planning assessment.
- Implement a tax-efficient wealth transfer plan by establishing a family trust that sets specific conditions for distributions to encourage financial responsibility.
- Use gifting strategies to reduce estate taxes.
- Design a family wealth education program with workshops on wealth preservation, entrepreneurship, and charitable giving.
- Establish a donor-advised fund to involve the family in philanthropy.
- Created a charitable remainder trust to provide income for Michael and his wife while benefiting causes they cared about.
- Provide ongoing wealth management, including investment diversification and risk mitigation strategies.

### The Results

- We provided structured multigenerational planning to help this client's family preserve wealth, minimize taxes and educate future generations through trusts, gifting strategies, charitable giving, and financial education.
- He established a plan for his family's long-term financial security while effectively minimizing future estate taxes.
- He has implemented responsible wealth transfer strategies designed to protect family wealth across generations.
- His family's financial literacy has been enhanced by educating his heirs on wealth management and philanthropy.
- The client has secured long-term philanthropic impact through charitable giving.

The following case studies are hypothetical and presented for illustrative purposes only. The facts involved do not represent the actual experience of any specific client. Each client's situation is different and a client's experience and any recommendations made to a client will vary depending on the specific facts and circumstances involved. Past performance is no guarantee of future results. These strategies do not guarantee a profit or protect against loss and may not be appropriate for all investors.

## Comprehensive Capabilities

### Investment management

- Alternative investments
- Portfolio construction and management
- Open-architecture platform
- Morgan Stanley proprietary investment opportunities
- Exclusive co-investment opportunities

### Corporate solutions

- Directed shares, stock plans, 10b5-1 programs
- Cash management services
- Retirement and pension plans

### Family wealth advisory services

- Family governance and dynamics
- Philanthropy management
- Lifestyle advisory and Morgan Stanley Reserved Living & Giving
- Educational programs

### Trust, estate and legacy planning

- Wealth transfer and trust strategies
- Current will, trust and insurance review
- Foundation and other charitable giving strategies
- Coordination with outside legal and tax professionals
- Donor advised fund (Morgan Stanley GIFT)

### Access to cash management and lending products

- Securities-based lending\*
- Residential mortgage lending
- Tailored lending
- Cash management services

\*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. For details please see the important disclosures

We're ready to put our experience and knowledge to work helping you achieve your life goals.

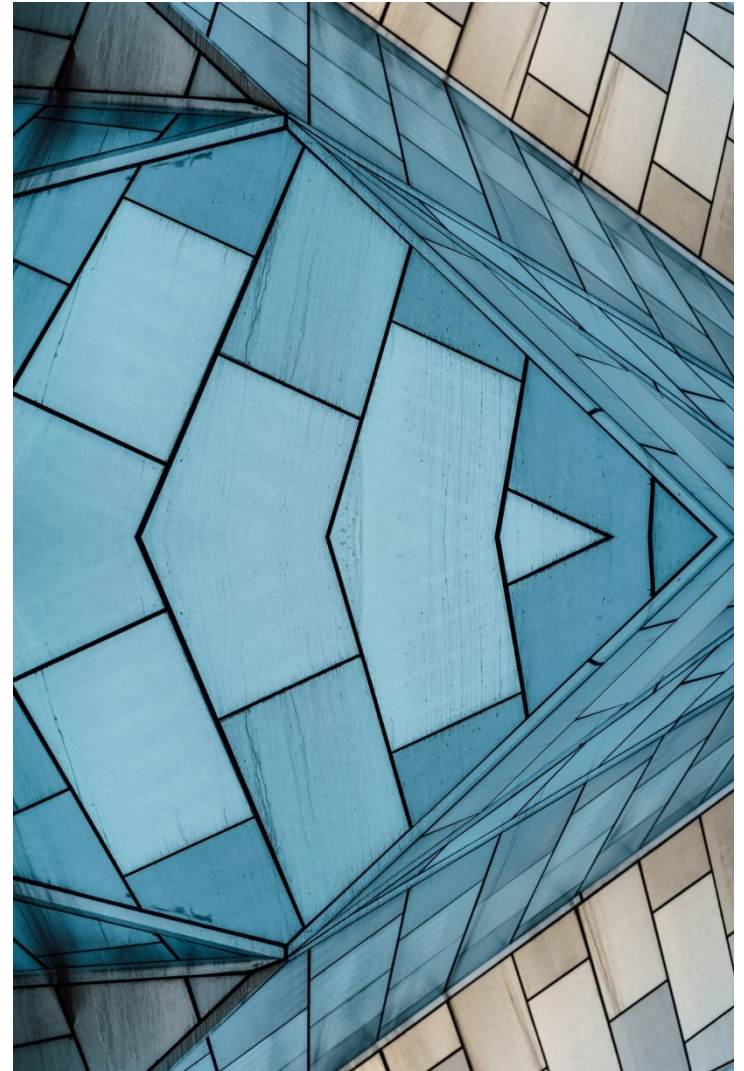
## The Regent Group

at Morgan Stanley

55 E. 52nd St.  
14th Floor  
New York, NY 10055

Phone: 212-893-7649

<https://advisor.morganstanley.com/the-regent-group>



## Meet the Team



### Jonathan D. Klein

Executive Director-Wealth Advisor,  
Family Wealth Director, Corporate  
Retirement Director, Senior Portfolio  
Manager

**Forbes Best-In-State Wealth  
Management Teams, 2024, 2025<sup>1</sup>**

**Forbes America's Top Next-Gen  
Wealth Advisors & Top Next-Gen  
Wealth Advisors, 2022-2024<sup>2</sup>**

NMLS#: 1270069

CA Insurance License #: OM34412

### AREAS OF FOCUS

Jonathan is deeply committed to helping clients grow and preserve their capital while navigating — and simplifying, when possible — complex financial issues. He focuses on advising individuals and middle-market business owners in the planning and implementation of wealth management strategies, retirement planning and estate planning strategies. Jonathan works with his clients to help build a comprehensive planning and investment process, with a regard for tax-management and risk management strategies.

### BACKGROUND AND EXPERIENCE

Jonathan earned his Qualified Plan Financial Consultant (QPFC) by the National Association of Plan Advisors (NAPA). This advanced designation helps enable Jonathan to address plan design considerations for his business owner clients and individual clients through custom strategies to help manage the benefit plans offered through their employers. Jonathan focuses on alternative investments and portfolio risk management.

At Morgan Stanley, Jonathan has earned several designations: Family Wealth Director, Corporate Retirement Director, Insurance Planning Director and Workplace Advisor—Equity Compensation.

With the Family Wealth Director designation, he has access to leverage an extensive range of family office resources to help develop tax management, risk management and investment strategies for wealth accumulation, distribution and transfer.

He was a member of Morgan Stanley's Century Club three years in a row — from 2020-2022 — and is also a member of Morgan Stanley's Master's Club as of 2024-2025. Jonathan has also been named Top Next-Gen Wealth Advisors Best-in-State for New York City by Forbes for three consecutive years, from 2022-2024. Jonathan's Team, The Regent Group at Morgan Stanley, has been named Forbes Best-In-State Wealth Management Teams for 2024.

Jonathan earned his bachelor's degree from the University of Hartford with a dual major in business administration and economics/finance.

### GETTING TO KNOW JONATHAN

Jonathan lives in Manhattan. He spends his free time skiing, sailing, playing chess and supports various charities geared toward helping children.

<sup>1</sup>2024, 2025 Forbes Best-In-State Wealth Management Teams Source: Forbes.com (Awarded Jan 2024) Data compiled by SHOOK Research LLC based for the period from 3/31/22–3/31/23

<sup>2</sup>Best-in-State (formerly referred to as Forbes America's Top Next-Gen Wealth Advisors, Forbes Top 1,000 Next-Gen Wealth Advisors, Forbes Top 500 Next Generation Wealth Advisors) Source: Forbes.com (Awarded 2022-2024). Data compiled by SHOOK Research LLC based on 12-month period concluding in Mar of the year the award was issued.

<sup>3</sup>The term “family office resources” is being used as a term of art and not to imply that Morgan Stanley and/or its employees are acting as a family office pursuant to Investment Advisers Act of 1940.



## Meet the Team



### Blake Davis

Executive Director, Private  
Wealth Advisor, Portfolio  
Manager

NMLS#: 2272352

#### AREAS OF FOCUS

Growing up in Manhattan, attending high school and college in New England and drawing on over three decades of diverse financial services industry experience, Blake delivers comprehensive wealth management solutions to a select clientele of ultra high net worth families, individuals and their foundations. Blake focuses on attracting new clients and plays a central role in the team's financial and estate planning process and takes the lead on providing clients with access to highly sophisticated lending and cash management solutions.

#### BACKGROUND AND EXPERIENCE

Blake returned to Morgan Stanley in 2021, where he had spent six years in institutional sales earlier in his career. He had previously served as a Senior Private Banker at JPMorgan Chase & Co. Blake has also held senior sales and marketing positions at Tocqueville Asset Management, Bridgehampton Capital Management, Cowen and Company and Cavoleph Partners, where he was also a co-founder.

#### GETTING TO KNOW BLAKE

Blake earned his B.A. in American History from Williams College, where he played varsity football. He is an avid golfer and loyal fan on the New York Rangers. Blake serves (or has served) on the board of Educational and Non-For Profit organizations in New York. He lives in New York City with his wife, Eliza, and their three children, Blake Jr., Crosby, Natalie and their dog, Tootsie.

## Meet the Team



### **Brendan Johnson, MBA**

Executive Director, Private  
Wealth Advisor, Portfolio  
Manager

NMLS#: 837213

#### **AREAS OF FOCUS**

Brendan Johnson is an Executive Director and Financial Advisor with The Regent Group at Morgan Stanley. Brendan and his team of four business partners and three support professionals develop customized, tax efficient, wealth management solutions for C-Suite executives, families, entrepreneurs, foundations and endowments. The Regent Group manages equity, fixed income, and alternative investment portfolios in excess of \$1 billion, as of December 31, 2024.

#### **BACKGROUND AND EXPERIENCE**

Brendan leverages his unique academic, professional, and personal background to implement bespoke financial plans for his clients that integrate Trust & Estate planning strategies with Capital Markets experience.

Prior to joining Morgan Stanley in 2021, Brendan spent 11 years as a Global Investment Specialist at J.P. Morgan Private Bank. Many of the clients he served were hedge fund principals, private equity sponsors and other senior financial executives with highly sophisticated investing and risk management needs. Earlier in his wealth management career, he worked on a private client investment team at Bernstein Global Wealth Management.

#### **GETTING TO KNOW BRENDAN**

Brendan started his career as a paralegal at Cravath, Swaine and Moore, L.L.P. before transitioning into financial services, taking a position at a boutique investment bank in New York City. He holds an MBA in Finance and General Management from Columbia University and a B.A. in Political Science, with a dual minor in French and Economics from Middlebury College. He lives in Larchmont, NY with his wife, Liz, their two children, Charlotte and Hudson, and their dog, Bogey.

## Meet the Team



### **Andrew J. Lask, Jr., CRPC®**

First Vice President, Financial Advisor, Portfolio Manager, Alternative Investments Director, Workplace Advisor–Equity Compensation

**Forbes Best-In-State Wealth Management Teams, 2024, 2025<sup>1</sup>**

NMLS#: 1290590

### **AREAS OF FOCUS**

Andrew helps individuals and families identify and refine their financial goals and then create and implement plans for achieving them.

### **BACKGROUND AND EXPERIENCE**

Andrew joined Morgan Stanley in 2014 and earned his Chartered Retirement Planning Counselor (CRPC®) certification in 2017.

Andrew earned both his bachelor's degree in business administration and his MBA from the Lundy-Fetterman School of Business at Campbell University in North Carolina, where he competed on the NCAA Division I golf team.

He furthered his education at New York University's School of Professional Studies, taking courses in portfolio management and financial analysis. Andrew also attended classes with the College for Financial Planning.

### **GETTING TO KNOW ANDREW**

Andrew lives in Manhattan with his wife, Cecilie. He is a former golf professional and member of the PGA of America. He serves on the Board of Directors for the American Heart Association – Young Professionals of NYC.

---

<sup>1</sup>2024, 2025 Forbes Best-In-State Wealth Management Teams Source: Forbes.com (Awarded Jan 2024) Data compiled by SHOOK Research LLC based for the period from 3/31/22–3/31/23

## Meet the Team



### Vik Parmar, CFA®

Vice President, Financial Advisor, Portfolio Manager, Workplace Advisor—Equity Compensation

**Forbes Best-In-State Wealth Management Teams, 2024, 2025<sup>1</sup>**

NMLS#: 1855506

### AREAS OF FOCUS

Vik is committed to helping his clients navigate life's expected and unexpected financial obstacles. By leveraging his deep technical experience and the world-class resources available at Morgan Stanley, he is able to deliver customized solutions to help individuals and families build, preserve, manage and grow their wealth.

### BACKGROUND AND EXPERIENCE

Prior to joining Morgan Stanley, Vik held a position as a sell-side equity research analyst with a London-based research firm, where he covered the technology sector. He has multiple research pieces cited in Barron's and Investopedia.

He earned his Chartered Financial Analyst (CFA®) charter. The CFA charter is a globally recognized professional designation given by the CFA Institute and is considered one of the highest distinctions in the investment management profession.

Vik earned his Bachelor of Science degree in economics from Penn State University. During his time there, he was selected as an All-American NCBA Collegiate Boxer and finished runner-up at NCBA Nationals.

### GETTING TO KNOW VIK

Vik lives in Manhattan and enjoys spending his time golfing and staying active. He is involved in the New York CFA Institute Wealth Management Group and Penn State Alumni Group.

---

<sup>1</sup>2024, 2025 Forbes Best-In-State Wealth Management Teams Source: Forbes.com (Awarded Jan 2024) Data compiled by SHOOK Research LLC based for the period from 3/31/22–3/31/23

## Meet the Team



### Jake Sauertig

Registered Client Service  
Associate

#### AREAS OF FOCUS

Jake provides extraordinary comprehensive support services to ensure daily client operations run seamlessly. Jake is an ambitious and driven individual looking to further his career path in financial advisory by helping to support the group deliver a stellar customer experience.

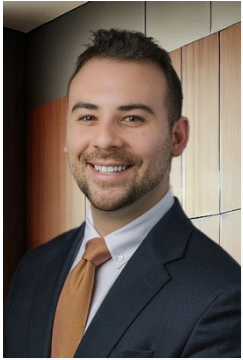
#### BACKGROUND AND EXPERIENCE

Upon graduating from college, Jake joined Morgan Stanley in the Corporate Treasury department, helping to raise wholesale debt liabilities on the bank funding team before making the transition internally to wealth management. He graduated from the University of Michigan in 2021, where he earned his Bachelor of Business Administration degree from the Stephen M. Ross School of Business with an emphasis in finance.

#### GETTING TO KNOW JAKE

Jake lives in Manhattan. Outside the office, he enjoys running marathons, competing in Ironman triathlons and spending time with family, friends and his dog.

## Meet the Team



### Vincent Plessel, CFP®\*

Registered Private Wealth  
Management Client Service  
Associate

#### AREAS OF FOCUS

Vincent collaborates closely with team members to assist in financial planning, daily portfolio management and money movement. He also helps oversee the team's business strategy, ensuring that client communication and operations run smoothly.

#### BACKGROUND AND EXPERIENCE

Vincent joined Morgan Stanley in 2021.

He has a strong background in digital marketing and a deep knowledge of Morgan Stanley's internal systems, having previously been part of the firm's Virtual Engagement Associate (VEA) program. During his time in the VEA program, he supported 15+ wealth management teams, helping them implement client engagement strategies, optimize data analytics and leverage modern wealth management tools to enhance practice management.

He is FINRA registered, holding the Series 7, 63, and 65 licenses.

In July 2024, Vincent passed the rigorous Certified Financial Planner® (CFP®) exam, demonstrating his knowledge across a broad range of financial planning disciplines, including retirement, tax, estate and insurance planning strategies. This accomplishment highlights his commitment to comprehensive financial planning and positions him to deliver a higher level of service to clients.

Vincent earned his Bachelor of Business Administration degree and MBA from Commonwealth University-Bloomsburg.

#### GETTING TO KNOW VINCENT

Vincent lives in Rutherford, New Jersey. Outside of work, Vincent enjoys fitness, cooking, and spending time with family and friends.

## Meet the Team



### Tanvere Warren

Registered Client Service Associate

#### AREAS OF FOCUS

Tanvere, who goes by Tan, offers dedicated guidance to clients on a wide range of technical and operational matters. His efficient management of complex workflows makes him a tremendous asset to the team.

#### BACKGROUND AND EXPERIENCE

Tan brings over two decades of financial services experience. After graduating from Thomas Edison State University with a degree in finance, he held roles in relationship management and trade settlement at Bank of New York, HSBC and JP Morgan before joining Morgan Stanley in 2018.

#### GETTING TO KNOW TAN

Tan and his wife live in Parlin, New Jersey, along with their children, Kiran and Kavya. Apart from his roles as a professional and a parent, Tan indulges in his passions for travel, personal fitness, and is always up for “DIY” project.

## Disclosures

Lifestyle Advisory Products and Service are provided by third party service providers, not Morgan Stanley Smith Barney LLC (“Morgan Stanley”). Morgan Stanley may not receive a referral fee or have any input concerning such products or services. There may be additional service providers for comparative purposes. Clients should perform a thorough due diligence and make their own independent decisions.

The term “Family Office Resources” is being used as a term of art and not to imply that Morgan Stanley and/or its employees are acting as a family office pursuant to Investment Advisers Act of 1940.

Although they may be admitted attorneys, Wealth and Estate Planning Strategists and other Estate Planning Strategies personnel holding legal degrees are acting purely in a non-representative capacity. Neither they or Morgan Stanley provide tax or legal advice to clients or to Morgan Stanley.

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.

This material is provided for informational purposes only and is not intended as an offer or solicitation with respect to the purchase or sale of any security or other financial instrument or to participate in any trading strategy. It 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. Information and data contained herein is from multiple sources considered to be reliable and Morgan Stanley Smith Barney LLC (“Morgan Stanley”) makes no representation as to the accuracy or completeness of the information or data from sources outside of Morgan Stanley.

Morgan Stanley Smith Barney LLC recommends that investors independently evaluate particular strategies and/or investments, and encourages investors to seek the advice of a Financial Advisor. The appropriateness of a particular strategy and/or investment will depend upon an investor's individual circumstances and objectives.

Investing in the markets entails the risk of market volatility. The value of all types of investments, including stocks, mutual funds, exchange-traded funds (ET350 Wealth Management ), closed-end funds and unit investment trusts, may increase or decrease over varying time periods. **Growth Investing** does not guarantee a profit or eliminate risk. The stocks of these companies can have relatively high valuations. Because of these high valuations, an investment in a growth stock can be more risky than an investment in a company with more modest growth expectations. **Value Investing** does not guarantee a profit or eliminate risk. Not all companies whose stocks are considered to be value stocks are able to turn their business around or successfully employ corrective strategies which would result in stock prices that do not rise as initially expected. **Equity securities** may fluctuate in response to news on companies, industries, market conditions and general economic environment. Companies paying dividends can reduce or stop payouts at any time. The value of **fixed income securities** will fluctuate and, upon a sale, may be worth more or less than their original cost or maturity value. **Bonds** are subject to interest rate risk, call risk, reinvestment risk, liquidity risk and credit risk of the Issuer. To the extent the investments depicted herein represent **International securities**, you should be aware that there may be additional risks associated with international investing, including foreign economic, political, monetary and/or legal factors, changing currency exchange rates, foreign taxes, and differences in financial and accounting standards. The returns on a portfolio consisting primarily of environmental, social and governance-aware Investments (**ESG**) 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. **Tax-aware strategies** seek to reduce capital gains. There is no guarantee that they will eliminate them.



## Disclosures

**Alternative Investments** often are speculative and include a high degree of risk. Investors could lose all or a substantial amount of their investment. Alternative investments are appropriate only for eligible, Long-term investors who are willing to forgo liquidity and put capital at risk for an indefinite period of time. They may be highly illiquid and can engage in Leverage and other speculative practices that may increase the volatility and risk of Loss. Alternative Investments typically have higher Fees than traditional investments. Investors should carefully review and consider potential risks before investing.

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.

Insurance products are offered in conjunction with Morgan Stanley Smith Barney LLC's licensed insurance agency affiliates.

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.

Morgan Stanley Wealth Management is the trade name of Morgan Stanley Smith Barney LLC, a registered broker-dealer in the United States. The sole purpose of this material is to inform, and it in no way is intended to be an offer or solicitation to purchase or sell any security, other investment or service, or to attract any funds or deposits. Investments mentioned may not be appropriate for all clients. Any product discussed herein may be purchased only after a client has carefully reviewed the offering memorandum and executed the subscription documents. Morgan Stanley Wealth Management has not considered the actual or desired investment objectives, goals, strategies, guidelines or factual circumstances of any investor in any fund(s). Before making any investment, each investor should carefully consider the risks associated with the investment, as discussed in the applicable offering memorandum, and make a determination based upon their own particular circumstances, that the investment is consistent with their investment objectives and risk tolerance. Morgan Stanley Smith Barney LLC offers investment program services through a variety of investment programs, which are opened pursuant to written client agreements. Each program offers investment managers, funds and features that are not available in other programs; conversely, some investment managers, funds or investment strategies may be available in more than one program.

Morgan Stanley's investment advisory programs may require a minimum asset level and, depending on your specific investment objectives and financial position, may not be appropriate for you. Please see the Morgan Stanley Smith Barney LLC program disclosure brochure (the "Morgan Stanley ADV") for more information in the investment advisory programs available. The Morgan Stanley ADV is available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV). The Global Investment Committee is a group of seasoned investment professionals who meet regularly to discuss the global economy and markets. The committee determines the investment outlook that guides our advice to clients. They continually monitor developing economic and market conditions, review tactical outlooks and recommend model portfolio weightings, as well as produce a suite of strategy, analysis, commentary, portfolio positioning suggestions and other reports and broadcasts.

## Disclosures

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.

Tax laws are complex and are subject to change. This information is based upon current tax rules in effect at the time this was written. Morgan Stanley Smith Barney LLC and its Financial Advisors do not provide tax or legal advice. Individuals should always check with their tax or legal advisor before engaging in any transaction involving 529 Plans, Education Savings Accounts and other tax-advantaged investments.

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.

Morgan Stanley Goals Planning System (GPS) is a focus on goals-based planning. Within this framework, we have a goals-based platform that includes a brokerage investment analysis tool (GPS Platform). While securities held in your investment advisory accounts may be included in the analysis, the reports generated from the GPS Platform are not financial plans nor constitute a financial planning service. A financial plan generally seeks to address a wide spectrum of your long-term financial needs, and can include recommendations about insurance, savings, tax and estate planning, and investments, taking into consideration your goals and situation, including anticipated retirement or other employee benefits. Morgan Stanley Smith Barney LLC (“Morgan Stanley”) will only prepare a financial plan at your specific request using Morgan Stanley approved financial planning software. If you would like to have a financial plan prepared for you, please consult with a Morgan Stanley Financial Advisor.

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 <https://www.morganstanley.com/wealth-relationshipwithms/pdfs/understandingyourrelationship.pdf>

Morgan Stanley’s GPS Platform provides a snapshot of your current financial position and can help you to focus on your financial resources and goals, and to create a strategy designed to get you closer toward meeting your goals. Every individual’s financial circumstances, needs and risk tolerances are different. The hypothetical projections in the reports are based on the methodology, estimates, and assumptions, as described in the reports, as well as personal data provided by you. Because the hypothetical results are calculated over many years, small changes can create large differences in potential future results. The reports should be considered working documents that can assist you with your objectives. Morgan Stanley makes no guarantees as to future results or that an individual’s investment objectives will be achieved. The responsibility for implementing, tracking progress and adjusting your investment 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.

## Disclosures

Financial forecasts, rates of return, risk, inflation, and other assumptions may be used as the basis for illustrations generated by the Morgan Stanley GPS Platform. They should not be considered a guarantee of future performance or a guarantee of achieving overall financial objectives. All results use simplifying estimates and assumptions. No tool has the ability to accurately predict the future, eliminate risk or guarantee investment results. As investment returns, inflation, taxes, and other economic conditions vary from the assumptions used by the Morgan Stanley GPS Platform, your actual results will vary (perhaps significantly) from those presented.

You should note that 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.

**IMPORTANT:** The projections or other information provided by the Morgan Stanley GPS Platform regarding the likelihood of various investment outcomes (including any assumed rates of return and income) are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. Morgan Stanley does not represent or guarantee that the projected returns or income will or can be attained.

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

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.

The Morgan Stanley Mobile App is currently available for iPhone® and iPad® from the App Store and Android on Google Play™. Standard messaging and data rates from your provider may apply.

The Morgan Stanley Debit Card is issued by Morgan Stanley Private Bank, National Association pursuant to a license from Mastercard International Incorporated. Mastercard and Maestro are registered trademarks of Mastercard International Incorporated. The third-party trademarks and service marks contained herein are the property of their respective owners. Investments and services offered through Morgan Stanley Smith Barney LLC, Member SIPC.

Certain terms, conditions, restrictions and exclusions apply. Please refer to the Morgan Stanley Debit Card Terms and Conditions at <http://www.morganstanley.com/debitcardterms> for additional information.

## Disclosures

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.**

Cash management and lending products and services are provided by Morgan Stanley Smith Barney LLC, Morgan Stanley Private Bank, National Association or Morgan Stanley Bank, N.A., as applicable.

Electronic payments arrive to the payee within 1-2 business days, Check payments arrive to the payee within 5 business days. Same-day and overnight payments are available for an additional fee within the available payment timeframes.

Send Money with Zelle® is available on the Morgan Stanley Mobile App for iPhone and Android. Enrollment is required and dollar and frequency limits may apply. Domestic fund transfers must be made from an eligible account at Morgan Stanley Smith Barney LLC (Morgan Stanley) to a US-based account at another financial institution. Morgan Stanley maintains arrangements with JP Morgan Chase Bank, N.A. and UMB Bank, N.A. as NACHA-participating depository financial institutions for the processing of transfers on Zelle. Data connection required, and message and data rates may apply, including those from your communications service provider. Must have an eligible account in the U.S. to use Zelle. Transactions typically occur in minutes when the recipient’s email address or U.S. mobile number is already enrolled with Zelle. See the Send Money with Zelle® terms for details.

Zelle and the Zelle related marks are wholly owned by Early Warning Services, LLC and are used herein under license. Morgan Stanley is not affiliated with Zelle. The Morgan Stanley Cards from American Express are only available for clients who have an eligible Morgan Stanley Smith Barney LLC brokerage account (“eligible account”). Eligible account means a Morgan Stanley Smith Barney LLC brokerage account held in your name or in the name of a revocable trust where the client is the grantor and trustee, except for the following accounts: Charitable Remainder Annuity Trusts, Charitable Remainder Unitrusts, irrevocable trusts and employer-sponsored accounts. Eligibility is subject to change. American Express may cancel your Card Account and participation in this program, if you do not maintain an eligible account. Morgan Stanley Smith Barney LLC may compensate your Financial Advisor and other employees in connection with your acquisition or use of the Morgan Stanley Cards from American Express. The Morgan Stanley Cards from American Express are issued by American Express National Bank, not Morgan Stanley Smith Barney LLC. Services and rewards for the Cards are provided by Morgan Stanley Smith Barney LLC, American Express or other third parties. Restrictions and other limitations apply. See the terms and conditions for the Cards for details. Clients are urged to review fully before applying. Morgan Stanley, its affiliates, and Morgan Stanley Financial Advisors and employees are not in the business of providing tax or legal advice. Clients should speak with their tax advisor regarding the potential tax implications of the Rewards Program upon their specific circumstances.

## Disclosures

American Express may share information about your Card Account with Morgan Stanley in support of Morgan Stanley programs and services. For information as to how Morgan Stanley will use your Card Account data, please visit [http://www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/mssb\\_privacynotice.pdf](http://www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/mssb_privacynotice.pdf)

© 2023 Morgan Stanley Smith Barney LLC. Member SIPC.

The Morgan Stanley Cards from American Express is issued by American Express National Bank. © 2021 American Express National Bank.

**Risk Information for Securities-Based Lending:** 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.

**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.**

To be eligible for a securities-based loan, a client must have a brokerage account at Morgan Stanley Smith Barney LLC that contains eligible securities, which shall serve as collateral for the securities-based loan. **Securities based loans are provided by Morgan Stanley Smith Barney LLC, Morgan Stanley Private Bank, National Association or Morgan Stanley Bank, N.A, as applicable.**

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.

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.**