

A GOOD RELATIONSHIP WILL ENRICH

YOUR LIFE, NOT COMPLICATE IT

Client Experience, Investment Management Process,
Wealth Management Services

Managing Your Financial Life Is Complicated



Past performance is no guarantee of future results. Estimates of future performance are based on assumptions that may not be realized. This material is not a solicitation of any offer to buy or sell any security or other financial instrument or to participate in any trading strategy. Please refer to important information, disclosures and qualifications at the end of this material.

The Relationship Group
at Morgan Stanley

Why Work With a Financial Advisor?

Managing your wealth can be challenging. An experienced Financial Advisor can reduce the stress around financial decisions by offering valuable expertise and thoughtful guidance.

How will I achieve my financial goals?

Your Financial Advisor gets to know you and your finances. Together you build a holistic financial plan to help achieve your goals.

- Retirement Planning
- Education Planning
- Health Care Funding
- Life & Long Term Care Insurance
- Trust & Estate Service Coordination
- Philanthropy Management
- Tax Strategies
- Lending & Cash Management
- Succession Planning

How should I be invested?

Your Financial Advisor creates an investment strategy tailored to your goals and risk tolerance, and can assist with various investment functions.

- Asset Allocation
- Portfolio Construction
- Investment Analysis
- Manager Selection
- Trading & Execution
- Risk Management
- Liquidity Planning
- Alternative Investment Selection
- Impact Investment Selection

Am I on track to reach my goals?

Your Financial Advisor regularly monitors your investments and progress toward your goals.

- Regular Account Performance Reviews
- Portfolio Reviews
- Budget and Spending Tracking
- Tax Optimization
- Contribution (IRA, 529) Deadline Reminders
- Year-end Planning
- Plan adjustments due to changes in your life and family situation

Who can I trust to help me make decisions?

Your Financial Advisor serves as a trusted confidant, there to guide you through major financial and life decisions.

- Significant Purchases
- Helping children and other family members
- Life Transitions
- Work with tax and legal advisors to help achieve financial goals
- Referrals to other professionals
- Continuity of plans over generations
- Family Governance

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We believe that our team's diversity of thought and experience brings a deeper, richer perspective to every conversation we have. It also means there is very little in the way of financial issues that someone on our team hasn't seen or dealt with before.

We take the time to get to know you beyond your financial concerns. Working in concert with your other trusted advisors, we build strategies and appropriate solutions to achieve your personal definition of financial success. This approach allows us to establish deep and lasting relationships, to deliver hands-on, high-end service and to generate consistently reliable outcomes that are uniquely tailored to you.

We are committed to building relationships of mutual trust and respect that enrich the lives of our clients and our community.

If you're thinking about switching Financial Advisors... if you aren't getting calls on a regular basis or have questions that aren't being answered... if you, or your friends and family need financial advice or have any financial questions... here's why you want to work with us – ***The Relationship Group at Morgan Stanley takes the time to get to know YOU beyond your financial concerns. We take care of you, we listen to you, we keep you on track. Every day we work with clients that are a joy to be with, changing and improving their lives.***



Janet Malachowsky, Financial Advisor; David Schrager, Financial Advisor CFP® CPM

Relationships Built By Getting to Know You and Your Goals

You and The Relationship Group will discuss your needs and goals.



What Are Your Goals?

Capital Preservation

Income

Balanced Growth

Market Growth

Legacy Planning

Socially Responsible Investing

Liquidity Needs
Assess Cash Flow Requirements

Time Horizon
When Do You Need to Meet Your Goal?

Risk Profile
Determine Your Risk Appetite and Suitability

The Result:

A portfolio calibrated to your specific needs.



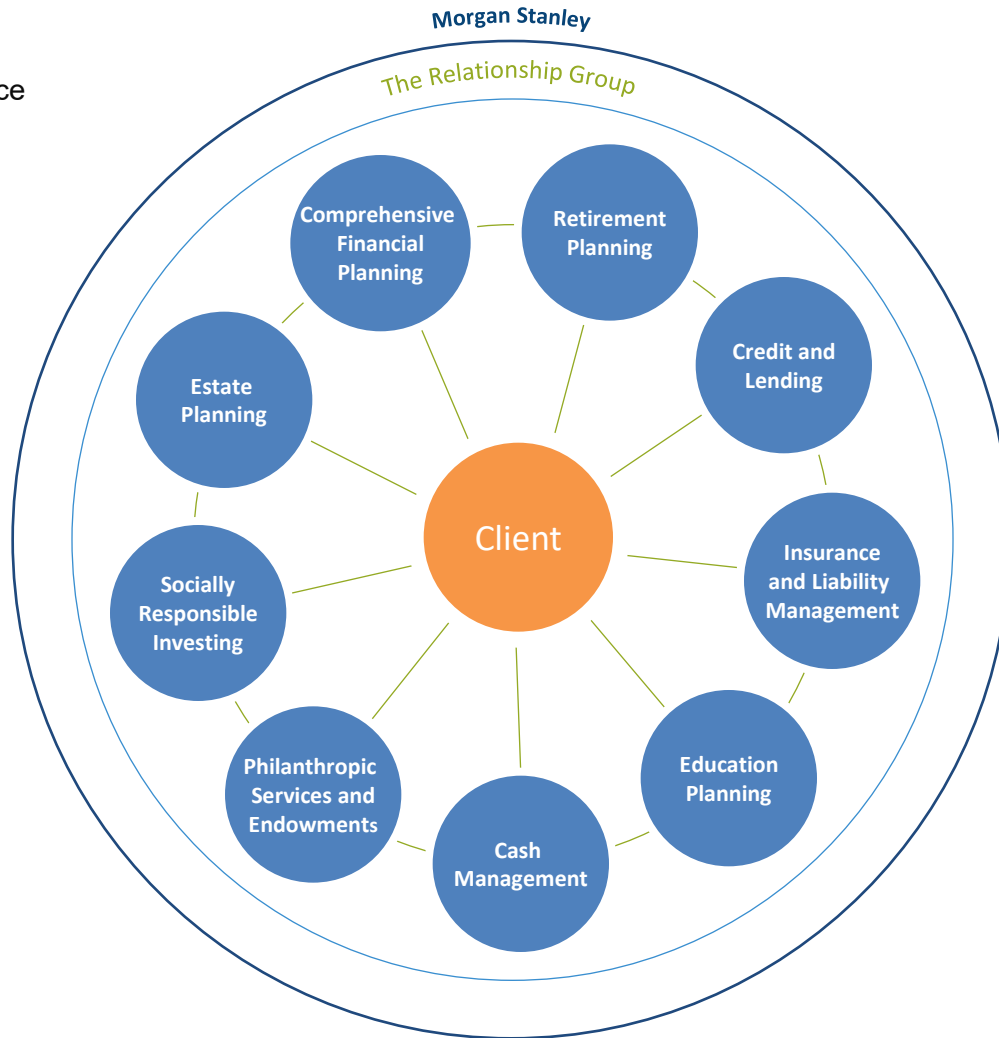
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WEALTH MANAGEMENT SERVICES

Comprehensive wealth management services

We have in-depth experience in financial planning and investment management, but we also bring in professionals with the expertise necessary for a successful wealth management plan. We will also work with the professionals with whom you already have a relationship.



WEALTH MANAGEMENT SERVICES

Our Offerings Extend Beyond Investment Advice

FINANCIAL PLANNING TOOLS ¹

- Saving and investing strategies
- Estate and multi-generational planning
- Protecting your financial goals
- Retirement Income planning

CASH MANAGEMENT & LENDING SOLUTIONS

- Active Assets Account
- Residential Mortgage Loans
- Tailored Lending Loans
- Securities Based Loans
- Cash Management

RETIREMENT SOLUTIONS

- Traditional and Roth IRAs
- SEP & SAR-SEP IRA
- Simple IRA
- Defined Benefit Plans
- Defined Contribution Plans / 401ks

ONLINE AND MOBILE SERVICES

- Morgan Stanley Online
- The Morgan Stanley Mobile App
- Mobile Check Deposit
- Account Aggregation
- Digital Vault

Client Resources

TRUST AND ESTATE PLANNING ¹

- Wealth transfer strategies
- Intergenerational needs
- Trust and Estate Professionals
- Philanthropy

INVESTMENT MANAGEMENT

- Educating employees on achieving financial security
- Next generation education
- Family conversations on money

INSURANCE

- Permanent Life Insurance
- Term Life
- Single Premium/Hybrid
- Long-Term Care
- Disability

PHILANTHROPY SERVICES ¹

- Charitable Lead Trusts
- Family Foundations
- Donor-advised Funds

1. Although they may be admitted attorneys, planning directors and other wealth planning center personnel holding legal degrees are acting purely in a non-representative capacity. Neither they nor Morgan Stanley provide tax or legal advice to clients or to Morgan Stanley.
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Goals Planning System - GPS

Our integrated platform ties goals to implementation, leveraging the intellectual capital and sophisticated institutional capabilities of Morgan Stanley



DISCOVER

- Start with a conversation to gain a thorough understanding of your needs, lifestyle and family – and your goals for the future.



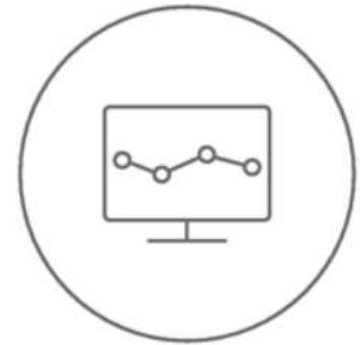
ADVISE

- We work with you to develop portfolio strategies to help you achieve and protect the outcomes you envision.



IMPLEMENT

- Look across multiple accounts and products to help you implement solutions that are an appropriate fit for your strategy.



TRACK PROGRESS

- We help you monitor your progress as well as spending and savings to ensure you remain on track toward your goals.

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THE CLIENT EXPERIENCE

We have a clear process to understand your goals and develop appropriate recommendations.



Our Mission and Core Values

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 commitment to building, preserving and managing the wealth of our clients has formed the foundation of everything we do. Our standard of excellence has always been driven by our core values:



DO THE RIGHT THING

Act with integrity.
Think like an owner to create long-term shareholder value.
Value and reward honesty and character.



PUT CLIENTS FIRST

Keep our client's interests first.
Work with colleagues to deliver the best of the Firm to every client.
Listen to what the client is saying and needs.



LEAD WITH EXCEPTIONAL IDEAS

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

Value individual and cultural differences as a defining strength
Champion an environment where all employees feel a sense of belonging - 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

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 mentorship and sponsorship

The Relationship Group at Morgan Stanley

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Disclosures

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Asset Allocation does not guarantee a profit or protect against a loss in a declining financial market. The investments listed may not be suitable for all investors. Morgan Stanley Smith Barney LLC recommends that investors independently evaluate particular investments and encourages investors to seek the advice of a financial advisor. The appropriateness of a particular investment will depend upon an investor's individual circumstances and objectives.

Tax laws are complex and subject to change. 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 and are not "fiduciaries" (under ERISA, the Internal Revenue Code or otherwise) with respect to the services or activities described herein except as otherwise provided in writing by Morgan Stanley. Individuals are encouraged to consult their tax and legal advisors (a) before establishing a retirement plan or account, and (b) regarding any potential tax, ERISA and related consequences of any investments made under such plan or account.

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 licensed insurance agency affiliates.

Since life insurance is medically underwritten, you should not cancel your current policy until your new policy is in force. A change to your current policy may incur charges, fees and costs. A new policy will require a medical exam. Surrender charges may be imposed and the period of time for which the surrender charges apply may increase with a new policy. You should consult with your own tax advisors regarding your potential tax liability on surrenders.

Morgan Stanley Smith Barney LLC. Member SIPC.

Sustainable investments (may also be referred to as "Environmental, Social and Governance" or "ESG" investments) in a portfolio may experience performance that is lower or higher than a portfolio not employing such practices. Portfolios with sustainability restrictions and strategies as well as sustainable investments may not be able to take advantage of the same opportunities or market trends as portfolios where sustainability criteria are not applied. There are inconsistent sustainability definitions and criteria within the industry, as well as multiple ESG ratings providers that provide ESG ratings of the same subject companies and/or securities that vary among the providers. Certain issuers of investments may have differing and inconsistent views concerning sustainability criteria, and the sustainability claims made in offering documents or other literature may overstate sustainability impact. Sustainability designations are as of the date of this material, and no assurance is provided that the underlying assets have maintained or will maintain any such designation or any stated sustainability compliance. As a result, it is difficult to compare sustainable investment products or to evaluate a sustainable investment product in comparison to one that does not focus on sustainability. Investors should also independently consider whether the sustainable investment product meets their own sustainability objectives or criteria.

There is no assurance that a sustainable investing strategy or technique employed will be successful. Past performance is not a guarantee or a dependable measure of future results.

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.

Tailored Lending is a loan/line of credit product offered by Morgan Stanley Private Bank, National Association, an affiliate of Morgan Stanley Smith Barney LLC. A Tailored Lending credit facility may be a committed or demand loan/line of credit. All Tailored Lending loans/lines of credit are subject to the underwriting standards and independent approval of Morgan Stanley Private Bank, National Association. Tailored Lending loans/lines of credit may not be available in all locations. Rates, terms, and programs are subject to change without notice. Other restrictions may apply. The information contained herein should not be construed as a commitment to lend. Morgan Stanley Private Bank, National Association is a Member FDIC that is primarily regulated by the Office of the Comptroller of the Currency. The proceeds from a Tailored Lending loan/line of credit (including draws and other advances) may not be used to purchase, trade, or carry margin stock; repay margin debt that was used to purchase, trade, or carry margin stock; and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.

Important Risk Information for Securities Based Lending: Borrowing against securities may not be suitable for everyone. You should be aware that there are risks associated with a securities-based loan, including possible margin calls on short notice, and that market conditions can magnify any potential for loss. You need to understand that: (1) Sufficient collateral must be maintained to support your loan(s) and to take future advances; (2) You may have to deposit additional cash or eligible securities on short notice; (3) Some or all of your securities may be sold without prior notice in order to maintain account equity at required maintenance levels. You will not be entitled to choose the securities that will be sold. These actions may interrupt your long-term investment strategy and may result in adverse tax consequences or in additional fees being assessed; (4) Morgan Stanley Bank, N.A., Morgan Stanley Private Bank, National Association or Morgan Stanley Smith Barney LLC (collectively referred to as "Morgan Stanley") reserves the right not to fund any advance request due to insufficient collateral or for any other reason except for any portion of a securities based loan that is identified as a committed facility; (5) Morgan Stanley reserves the right to increase your collateral maintenance requirements at any time without notice; and (6) Morgan Stanley reserves the right to call securities based loans at any time and for any reason.

