

Morgan Stanley

# **The Scott House Wealth Management Group at Morgan Stanley**

Comprehensive, Values-Based Multigenerational Financial Solutions.







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# The Scott House Wealth Management Group at Morgan Stanley

As you reach a certain level of financial success, managing your wealth can become a full-time job, presenting potentially overwhelming challenges: varied and complex investment choices. Philanthropic ambitions that reflect your values and goals. Wealth transfer that aligns with your family situation and legacy objectives.

For more than two decades, The Scott House Group Wealth Management Group at Morgan Stanley has helped our clients with recommendations, solutions, and thoughtful advice for every financial decision. We work with a select group of successful business leaders and their families, providing holistic wealth management, based on a clear understanding of your particular challenges and concerns. Our process reflects our years of working with business leaders – we explore all options, gather relevant data and present that information to clients for a decision – very similar to the way business leaders work with their staffs. Increasingly, our clients are looking for solutions that are family-directed – issues around legacy, family governance, business succession, risk

management, wealth transfer – everything that is part of multi-generational wealth management. As a team led by a Family Wealth Director, we have access to the diverse resources needed to provide thoroughly customized, carefully researched solutions. The Family Wealth Director designation is prestigious and highly distinctive, and reflects our strong commitment to every client. To ensure that we provide the level of service to which you are entitled, we limit the number of families we serve, while working hard to understand you, your family and your priorities. In a world of cookie-cutter recommendations and indifferent service, we are proud of both our customized approach and the strength of our client relationships, many of which have spread across multiple generations.

# Our Commitment to You

We work to provide you and your family with the insight, service and resources you need to address your financial challenges and work toward your most important life goals.

This commitment begins by gaining a deep understanding of your hopes, concerns and circumstances. We will ask questions that help us find out about you, the kind of lifestyle you enjoy, what you want to accomplish for you and your family, what worries you and what you're passionate about. Based on what we learn, we will then help you create, implement and maintain a highly customized, comprehensive wealth plan.

## **THROUGHOUT OUR RELATIONSHIP, WE STRIVE TO PROVIDE:**

Meaningful integration of life goals and wealth planning

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Access to knowledge needed to help address your goals

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Invitations to exclusive client events

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A consistent commitment to simplifying your financial life

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Exceptional personal service

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Objective advice and a transparent process

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# Your Wealth Management Team

We are a team of dedicated financial professionals who combine our talents to help you develop and implement comprehensive, multigenerational wealth plans. We are committed to the success of our clients and to delivering a truly superior service experience.



## **S. Scott House, CIMA®**

*Managing Director*

*Financial Advisor*

*Senior Investment Management Consultant*

*Family Wealth Director*

As the leader of our team, Scott handles all investment strategy and financial planning. He believes in looking at the “big picture” to help our clients achieve their goals.

Scott has spent his entire career at Morgan Stanley, having built his business from the ground up. Today, the Scott House Group works with a limited number of successful business leaders and their families, nearly all of whom came to us through referrals.

Scott earned his B.S. from Texas A&M University, where he was a four-year member of the Corps of Cadets, and a Ross Volunteer. He was later awarded his CIMA® designation through the Wharton School of Business. Recently, he became a Family Wealth Director, a highly exclusive designation earned by only approximately 4% of all Morgan Stanley advisors as of December 2022.

Scott is married with three children. He is an elder and treasurer at Concordia Lutheran Church as well as a past board president of Child Advocates of San Antonio. In his spare time, he enjoys boating, playing tennis, collecting wine, and supporting his Fightin’ Texas Aggies.

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*NMLS #1407622*

**Susanne Livesay**

*First Vice President  
Financial Advisor*

Susie focuses on the client experience, whether it's bringing on new clients or taking care of current ones. She aims to make each client interaction meaningful. Her knowledge of the Morgan Stanley client benefits and digital tools brings an exceptional level of service to our clients.

Susie's personal mission is to empower women on their journey to financial well-being and educate them on how to get there. With her Ladies Lunches and one-on-one hands-on training, she personalizes each client's needs with their family's goals in mind.

Susie is a graduate of Marymount University in Arlington, VA, where she earned a BA in Communications. Early in her career, she served on the White House staff of George H.W. Bush.

She is married with a blended family of six children, a dog and a cat. Susie is a former youth sports coach, skier, and craft beer aficionado.

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**Katie Karr**

*Wealth Management Associate*

Katie Karr has returned to Morgan Stanley after taking an hiatus to celebrate the birth of her daughter, MK. Katie is a Philly native (go Birds!) and currently resides in Boerne. She and her husband are high school sweethearts and moved to the San Antonio area in 2012. Katie attended UTSA and graduated with a degree in Finance. She holds an Accredited Asset Management Specialist designation from The College of Financial Planning and has a passion for helping others gain knowledge and confidence around their financial goals.

Katie began her career in 2016 and originally joined Morgan Stanley in 2021. She has a wealth of knowledge around our firm's processes and procedures and a knack for anticipating the needs of clients. She will prove to be a great addition to our team.

Katie and her family are members at Oak Hills Church. In her free time she enjoys DIY'ing around her home and keeping up her workout routine (she's a former competitive bodybuilder). She loves a good iced coffee, playing Bunco, and sipping a marg on Friday evenings with friends every now and then, but her favorite pastime is hanging out with her family.

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**Amy Harrison**

*Senior Client Service Associate*

Amy is our primary contact for day-to-day client needs, handling requests and solving problems. She has been with Morgan Stanley for more than 20 years. The wealth of industry knowledge she brings to the team is immeasurable.

Amy was born and raised right here in San Antonio. She is married with a daughter and a dog.

The way Amy relaxes is by keeping busy. In her spare time, she loves visiting garage and estate sales, looking for old furniture to refurbish. She enjoys listening to 80's hair bands while giving facelifts to various gems she finds.

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# Wealth Planning

Every goal is more attainable with a carefully constructed plan. Every wise financial decision is based on a clear yet flexible strategy. At the Scott House Group, our goal is to help you protect and grow the wealth you have created, and to help you and your family continue your legacy and values in subsequent generations. We provide personalized and consultative guidance along with the appropriate skills and resources for your particular needs.

**AMONG THE SERVICES THAT ARE PART OF WEALTH PLANNING:**

|  |                     |
|--|---------------------|
| Family Governance And Wealth Education | Financial Planning  |
| Philanthropy Management                | Insurance Solutions |
| Business Succession                    | Investment Strategy |
| Wealth Transfer                        | Lifestyle Advisory  |
| Estate Planning Strategies             |                     |



# Our 4-Step Process Begins With You

In our view, the best way to achieve any objective is to use a reliable, clearly defined process – following a process helps define goals, establish tactics and measure progress.

We have developed a four-step wealth planning process that we've used effectively for decades.

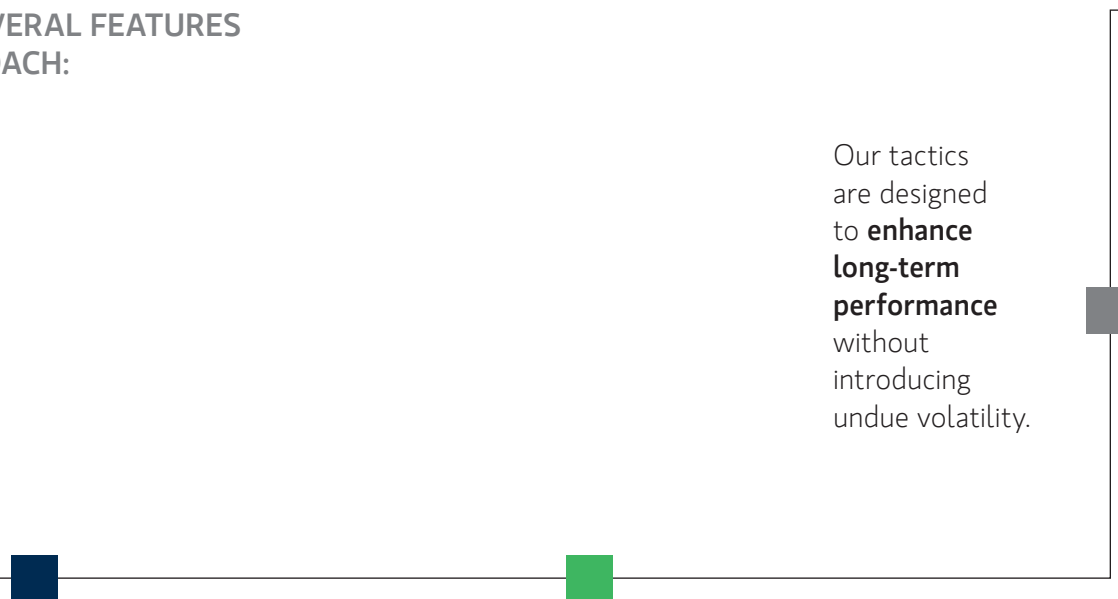




# Investment Strategy

Investment strategy is at the heart of our services. Our goal-driven investment recommendations are based on your unique circumstances, goals and tolerance for risk.

THERE ARE SEVERAL FEATURES  
OF OUR APPROACH:

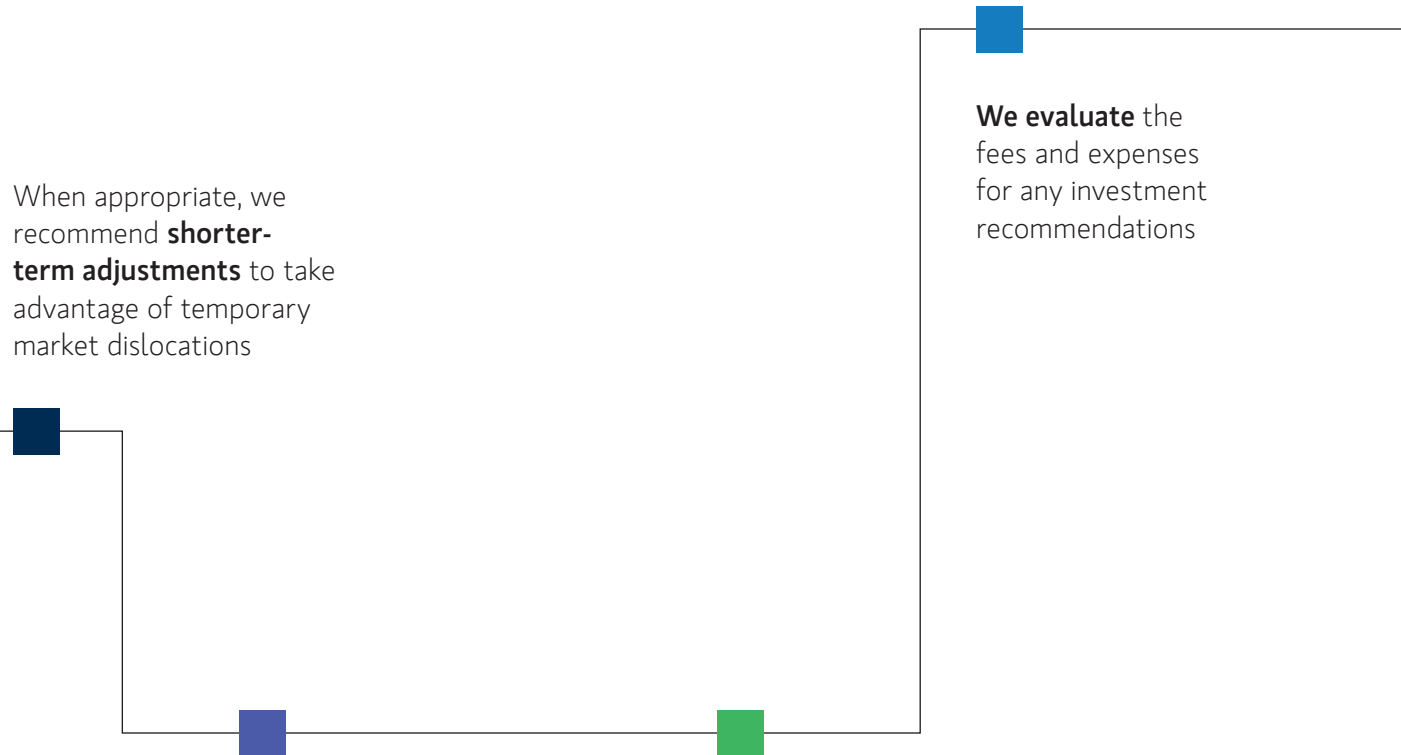


**We create a plan**  
that memorializes  
your overall  
strategic goals

Our **asset allocation strategy**  
is driven by your objectives,  
risk tolerance, time horizon, tax  
implications, legal requirements  
and special circumstances

Our tactics  
are designed  
to **enhance  
long-term  
performance**  
without  
introducing  
undue volatility.





When appropriate, we recommend **shorter-term adjustments** to take advantage of temporary market dislocations

**We evaluate** the fees and expenses for any investment recommendations

We **leverage the vast resources** of the Morgan Stanley Wealth Management Global Investment Committee's recommendations, which we filter through your particular circumstances

We perform **due diligence** on any recommended investment managers



## The Resources of a Global Financial Leader



Morgan Stanley's global presence, world-class resources and exceptional reputation represent important opportunities for our clients.

With our Family Wealth Director credential, our team has access to the intellectual capital and extensive resources available only to the firm's leading advisors.

For our clients who lead businesses, Morgan Stanley's Institutional Securities Group and Investment Management combine to offer investment banking, capital markets and institutional investing solutions.

The firm offers advice and assistance with virtually any wealth management challenge you face. Whatever your unique circumstances, you can count on Morgan Stanley's resources, knowledge and global insight to help you reach your goals.

## Family Governance and Wealth Education



Our services include many ways to help families of means lead meaningful, fulfilled and engaged lives.

This involves helping to manage the dynamics of intergenerational wealth transfer and, when needed, providing personalized wealth education, so that generations to come can be effective stewards of family wealth.

We also recognize that, broadly speaking, "wealth" includes not just financial capital but also human and social capital. That's why we help clients create and manage processes, structures and strategies that enable them and their descendants to live lives of value and principle.

# Philanthropy Management



Our clients typically want their wealth to contribute to society, to ensure that what they've earned can make a difference beyond their own families.

Collaborating with your legal and tax advisors, we can help integrate philanthropy into your wealth plan to enhance the impact of giving and its benefits to your family. We provide the information, advice and support you need to help define your philanthropic goals and create an effective strategy to reach them.



# Trust Services

Integrating our own knowledge and experience with the dedicated resources of Morgan Stanley, we can analyze existing trust documents and situations, then suggest a fiduciary solution to address your needs and accomplish your goals.

AMONG THE OPTIONS  
THAT MAY BE  
AVAILABLE TO YOU:

Living  
Trusts



Charitable  
Trusts

Testamentary  
Trusts

Special  
Needs  
Trusts

Grantor  
Trusts

Life Insurance  
Trusts









## Lifestyle Advisory

Through Morgan Stanley Lifestyle Advisory, we can connect you to carefully vetted, experienced professionals who can provide an extensive variety of services to help you contain costs, mitigate risks and enhance the overall enjoyment of your life.

- Aircraft Advisory Services
- Art Advisory Services
- College and Admissions Counseling
- Eldercare Services
- Experiences, Travel and Luxury Vacations
- Tickets to Theater, Concerts, Red Carpet and Sporting Events
- Home Advisory Services, including Recruitment of Household Staff
- Personal and Home Security
- Private Health Advisory
- Real Estate Services, Purchase and Sales, and Relocation Specialists
- Yacht Advisory Services

## Estate Planning

What do you want your legacy to be?  
Together with the experienced professionals at Morgan Stanley, we work with you to develop tax, trust and estate strategies to help you achieve your goals.

Applying sophisticated analytical tools, models and applications, we provide tailored, quantitative analyses to determine the implications of various courses of action, so you can make clear and informed decisions.



# Alternative Investments

Alternative investments describe a spectrum of strategies that cannot be accessed through traditional fixed income and equity markets. Our comprehensive platform for alternative investments offers:

- First-look and exclusive access to funds that may otherwise be only available to institutional investors
- Institutional-caliber proprietary and third-party offerings across ~130 funds
- Lower investment minimums across certain asset classes
- Extensive due diligence, and ongoing investment and operational monitoring

Alternative investment vehicles we offer may include:

## Hedge Funds

Hedge funds have become increasingly popular with a broader segment of the investing public due to their ability to offer diversification and higher potential returns when compared to traditional equity investments, and may offset losses during a market downturn.

Our platform offers world-renowned hedge fund managers specializing in a wide range of classic long-short hedge fund strategies, as well as event-driven funds, macro funds, relative value funds and distressed funds.

## Private Real Estate

Private real estate is an investment in the active management of institutional-quality real estate properties for the purpose of generating current income and/or long-term appreciation. It may offer diversification and compelling risk-adjusted returns, while potentially serving as a hedge against inflation.

Our open architecture platform offers proprietary and third-party real estate funds and funds-of-funds that represent the complete spectrum of investment approaches, from core to opportunistic.

## Private Equity

Private equity investments are direct investments in privately held companies that are not available through traditional public markets and offer historically low correlation to traditional strategies. They can cover a wide range of subcategories and stages of the company lifecycle, including venture capital, growth capital and buyout.

Manager selection is crucial for private investments, where dispersion tends to be high and manager outperformance consistent, and our platform offers rigorous due diligence for identifying high-quality strategies and managers to deliver both attractive long-term return potential and diversification.

## Private Credit

Private credit strategies are privately negotiated loans with generally higher returns and lower volatility than traditional fixed income investments, suited for investors who are able to bear the associated illiquidity. They include both original loans to non-investment grade middle market business and broadly syndicated loans in the secondary market.

Through our platform, we offer various strategies across the risk/return spectrum, including direct lending, structured credit, distressed investing and special situations, with access to managers who are nimble, have expertise across various strategies and are flexible enough to invest across capital structures.

## Exchange Funds

Exchange funds are special-purpose vehicles that offer holders the ability to diversify their investments by exchanging stock positions, often in highly appreciated or restricted stock, for shares of a diversified portfolio. Investors contribute their shares into the fund and receive a pro rata share of the pool—without triggering a taxable event.

Our exchange funds platform offers access to leading managers who have significant experience managing these funds, personalized guidance, broad diversification and a robust evaluation of investment expertise and operational capabilities to select high-quality exchange funds.



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. Clients should consult their tax advisor for matters involving taxation and tax planning and their attorney for matters involving trust and estate planning and other legal matters.

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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.

Past performance is no guarantee of future results. Actual results may vary. Diversification does not assure a profit or protect against loss in a declining market.

Alternative investments involve complex tax structures, tax inefficient investing, and delays in distributing important tax information. Individual funds have specific risks related to their investment programs that will vary from fund to fund. Clients should consult their own tax and legal advisors as Morgan Stanley Wealth Management does not provide tax or legal advice.

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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.

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