

Morgan Stanley

The Stevens Group at Morgan Stanley

Helping physicians, business owners and high net worth families
create predictable income in an unpredictable world.





303 Lippincott Drive

Suite 300, Marlton NJ 08053

856-489-2556 / DIRECT

866-408-6984 / TOLL-FREE

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

stevensgroup@morganstanley.com / EMAIL

Our Story

We are a wealth advisory team for an intentionally select group of successful physicians, business owners, and high net worth families who aspire to live a work optional lifestyle. Through our disciplined process, D.A.D.A., we help our clients create predictable income to maintain their lifestyles during their working years and throughout their retirements.

Our Investment Philosophy

We view investing much like managing a garden. When everything is ripe in the late summer and early fall, we are starting to harvest our bounty and storing food for winter. The reasoning is simple: Approximately how often does winter follow fall?

The answer? Every single time. And when winter comes and nothing seems to be able to grow, we are planting seeds for our clients in anticipation of the eventual spring. While this approach makes sense on paper, it can feel counterintuitive during the optimism of a market rally or the pessimism of a market pullback. This is why it's so critical to maintain perspective with long-term objectives in mind. We take this one step further by focusing on what we can control. Investment returns comprise of two components: appreciation and income. While appreciation can lead to breathtaking wealth over time, it can also be fickle and fleeting during periods of market volatility. Income, on the other hand, tends to be far more predictable. It is this predictability of income that is at the core of our strategy for clients as they transition through the various stages of their personalized financial plans.

Our Disciplined Process

We call our process **D.A.D.A.**

Have you ever tried to assemble a puzzle without a picture to guide you? We have developed and refined a process that is designed to help you put all the pieces of your financial puzzle together as your life unfolds and your needs evolve. D.A.D.A. stands for:



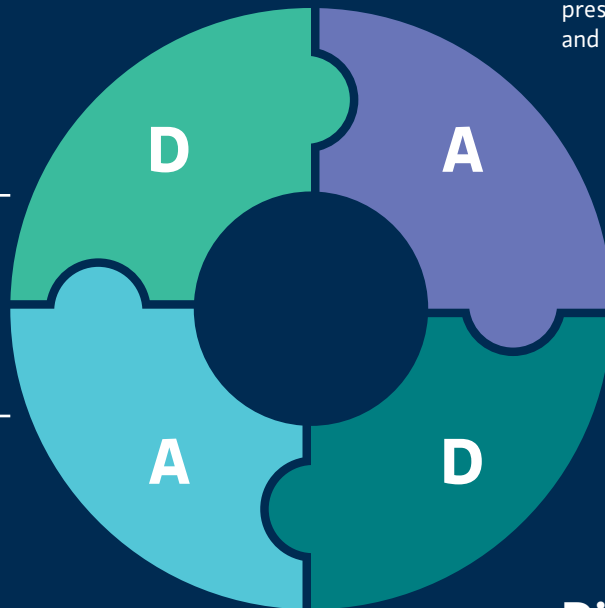
The Stevens Group, left to right: Nina Carew, Eric Stevens, Frank Vellucci

Diagnose

Before we can advise you, our team must first understand who you are as a person, and as an investor. What are your goals, timeframe, and tolerance for risk? What values do you hope to pass on, and what do you want your wealth to accomplish? We will guide you through an extensive discovery process that will help us identify the pieces of your personal financial puzzle.

Analyze

Your input drives the development of a personalized strategy designed to help you achieve the objectives we identified together. It may address such diverse issues as debt situations, retirement and education planning. Of course, it will include an investment strategy to pursue the income requirements we discussed. Once our analysis is complete, we will present it to you for your comments and approval.



Adjust

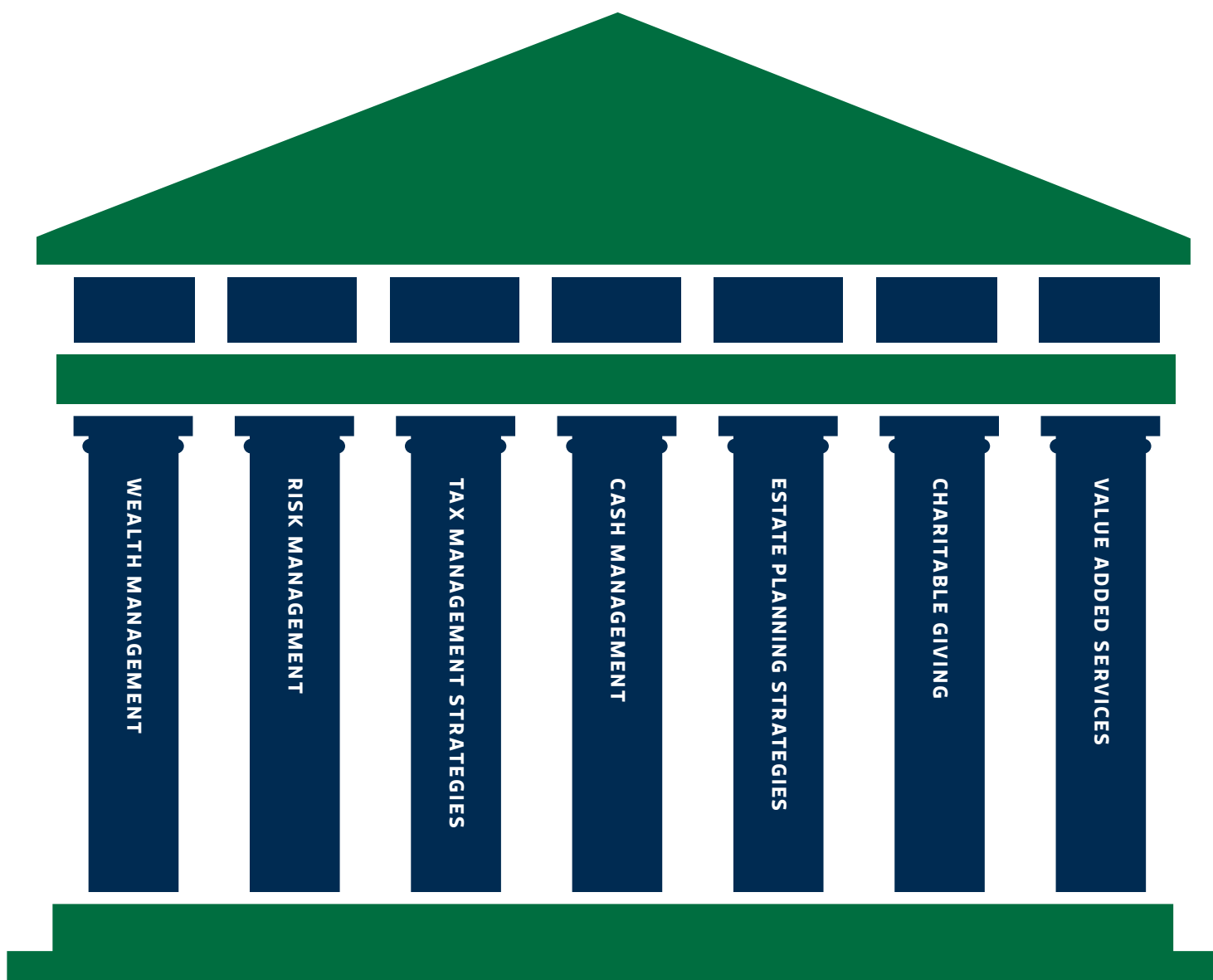
As you would expect from an advisory team with a deliberately small client base, ongoing communication with you is a priority. We believe it is critical to keep abreast of changing life circumstances that may impact your strategy. As a result, we review your plan with you regularly to make sure it is still appropriate. We like to think our clients grow into their plans, never out of them.

Distributions

We work closely with you to bring your strategy to life. That may involve consulting with your other professionals in such specialized areas as tax, trust and estate planning. We will also provide investment recommendations that may range from traditional investments such as stocks and bonds, to alternative and structured investments. Our objective is to have your income increase most years so that you'll have as much money as you need for as long as you need it.

7 Pillars — 1 Process

Our process, D.A.D.A., allows us to analyze what we call the Seven Pillars of your financial life. From lifestyle funding and cash flow analysis to risk management and asset protection, our clients grow into their financial plans, never out of them.



Wealth Management

We create customized portfolios based on your unique financial plan with allocations across cash, fixed income, global equities, alternatives, private lending and equity, all monitored by our Portfolio Risk Platform to help provide data-driven clarity and transparency.

GOALS ANALYSIS

- Needs, Wants, Wishes
- Probability Analysis
- Monitoring Progress

ASSET ALLOCATION

- Determine Risk Tolerance
- Strategic and Tactical Rebalancing

INVESTMENT SELECTION

- Portfolio Construction
- Manager Selection
- Performance Reviews

RETIREMENT PLANNING

- Lifestyle Review
- Retirement Income
- Social Security/Pension Election

Cash Management

Because we are intimately familiar with your financial situation, we collaborate with our Private Banking Group and provide you access to a full range of lending and cash management solutions and resources.

CASH FLOW ANALYSIS

- Budget Evaluation
- Cash Flow Management
- Savings Strategies

DEBT ANALYSIS

- Borrowing Needs
- Secured vs. Unsecured
- Buy vs. Lease/Rent

Risk Management

Many of our clients have tax planning, wealth transfer and philanthropic needs that may be met by sophisticated insurance solutions. We work to deliver comprehensive analysis and recommendations as part of the overall planning process.

CAPITAL NEEDS AND ANALYSIS

- Life Insurance
- Disability Insurance
- Long-Term Care

PROPERTY/CASUALTY AND SPECIAL INSURANCE

- Umbrella Liability
- Directors and Officers
- Employee Practices Liability Insurance (EPLI)

PERSONAL AND FAMILY SECURITY

- Home
- Travel
- Identity Theft

Estate Planning Strategies

We coordinate with your legal professionals to provide recommendations for asset protection, including medical and creditor protection, legacy planning review, and trust formation planning. We collaborate with your legal counsel to review and effectuate your estate plan and advise on life-changing events such as business transactions, sudden wealth, marriage, divorce or death.

WILLS AND LEGAL DOCUMENTS

- Records Organization
- Beneficiary and Ownership Review

LEGACY PLANNING, GIFTING, USE OF TRUSTS

- Annual Gifting
- Lifetime Gift Exemption
- Revocable and Irrevocable Trusts
- Testamentary Trusts
- Grantor Trusts

Tax Management Strategies

Managing taxes can have an enormous impact on your wealth. Whether you are selling your business, sold your business, planning your next endeavor, or simply seeking to optimize your financial plan, we help coordinate with your tax professional to streamline your entire tax picture and avoid costly missteps.

TAX MANAGEMENT STRATEGIES

- Tax-Efficient Investing
- Tax-Free Income Strategies
- Impact Analyses of Tax Policy Changes
- Tax-Loss Harvesting

Charitable Giving

We work with you to help you identify, organize and implement a philanthropic strategy to create the change you want to see in the world.

CHARITABLE PLANNING

- Charitable Trusts
- Direct Bequests
- Donor-Advised Funds
- Private Foundations

Value-Added Services

We harness our intimate knowledge of you to help remove the stress of everyday life and replace it with elevated experiences.

FAMILY

- Sounding-Board Service
- Next-Gen Education

PRIVACY AND PROTECTION

- Identity and Credit Protection From Experian

TRAVEL AND LEISURE

- Special Pricing on Premium Brands
- Deals and discounts through travel partners
- Booking assistance for sports games, concerts, theme parks and more

Many of these topics may include products and services which are provided by Morgan Stanley Smith Barney LLC or affiliates and may not be available in all areas. Some of these services are provided by third parties, including your personal tax advisor or attorney for matters involving taxation and tax planning, and personal attorney for matters involving trust and estate planning and other legal matters.

The Client Experience

DIAGNOSE

1 **Discovery Process**

Identify your goals, values, dreams, special concerns/challenges

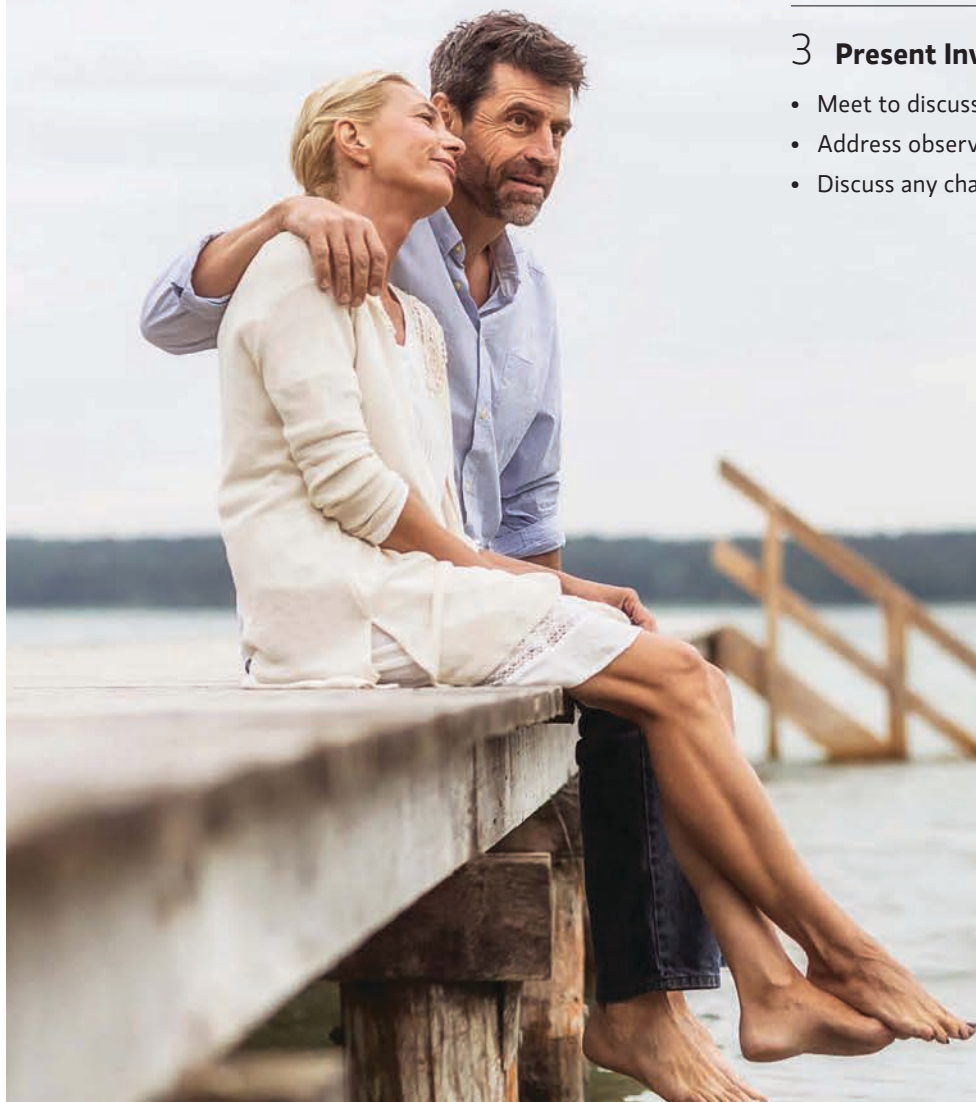
ANALYZE

2 **Develop Investment Strategy**

- Determine risk tolerance
- Analyze current investment portfolio
- Evaluation of alternatives
- Develop asset allocation strategy
- Investment selection and portfolio construction

3 **Present Investment Strategy**

- Meet to discuss the proposed plan
- Address observations and recommendations
- Discuss any changes to be made prior to execution



DISTRIBUTIONS

4 Execution of Investment Strategy

- Open new accounts
 - Transfer existing assets
 - Execute agreed-upon strategy
-

5 Follow-Up Meeting

- Meet in person or on video to:
 - Review your first statement
 - Set up online account access and review online resources
 - Develop schedule for future review meetings

ADJUST

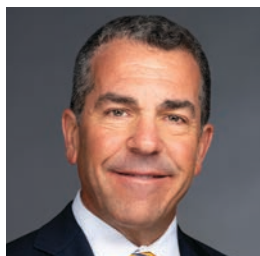
6 Develop Financial Plan

- Financial planning
 - Retirement planning
 - Education planning
 - Business succession planning
 - Charitable giving
 - Estate planning
-

7 Ongoing Monitoring

- Monitor investment strategy and financial plan
- Adjust investment portfolio and/or financial plan considering any changes

Meet The Stevens Group



Eric Stevens, CFP®, CIMA®

Executive Director, Financial Advisor

Family Wealth Advisor

Alternative Investments Director

Lending Specialist

I am the founder of the Stevens Group and lead our strategic vision. I firmly believe that it is essential to develop a panoramic view of a client's financial picture before I can offer meaningful and effective financial advice. It's this belief that is the foundation on which The Stevens Group process, D.A.D.A., is built.

I bring more than 30 years of experience to every client I service. During that time, I've recognized the importance of setting long-term goals, developing disciplined plans and avoiding impulsive reactions to short-term market volatility. After graduating from Lehigh University with a B.S. in finance and management, I began my financial services career at E.F. Hutton, a Morgan Stanley predecessor firm. The extensive resources available through Morgan Stanley enable me to fulfill my passion for helping people make informed decisions and I take pride in the fact that many of the physicians and small-business owners I advise look at my teammates and me as their virtual Chief Financial Officer.

I have obtained a Certificate in Financial Planning from the College of Financial Planning in Denver and earned the

CERTIFIED FINANCIAL PLANNER™ certification as well as the Certified Investment Manager Analyst (CIMA®) certificate from the Wharton School of Business. In 2022, I was named to Forbes Magazine's list of Best-in-State Wealth Advisors.*

When not helping clients, I've spent years coaching lacrosse and soccer and giving back to the community through my involvement with the Food Bank of South Jersey and Habitat for Humanity. In addition, I serve as President of The Board of Trustees of the Island House in Margate, New Jersey. Over the years, I've been a Big Brother for more than a decade and sat on the boards of Jewish Family Children's Services, the American Heart Association, the Cure Fragile X Foundation and the Cherry Hill Lacrosse Club.

My wife Cindy and I live in Cherry Hill, New Jersey where we treasure the time we spend with our greatest assets, our children, Mason, Daryn and Devon and our dog, Atlas.

eric.stevens@morganstanley.com
856 489-2556

*Forbes Best-In-State Wealth Advisors
Source: Forbes.com (Awarded Apr 2022) Data compiled by SHOOK Research LLC based on time period from 6/30/20–6/30/21.
For Ranking Criteria and Methodology see page 12



Frank Vellucci, CFP®

*Financial Advisor
Financial Planning Specialist*

I work with our clients to identify and assess personal financial goals, develop customized planning strategies, and realize their vision for the future through our D.A.D.A. process.

I have been in the financial services industry for over a decade working in various management level positions. My desire to help people tune out the noise and deploy a plan that is tailored to their personal situation and objectives is what led me to become a financial advisor. I strive to deliver exceptional service by taking the time to understand our clients' top priorities for the present and the future. I have obtained a Certificate in Financial Planning from New York University and earned the CERTIFIED FINANCIAL PLANNER™ certification. In 2021, I was named to Morgan Stanley's prestigious Pacesetter's Club, an elite group of Financial Advisors who early in their career, have demonstrated the highest professional standards.

In my spare time, you can find me playing the drums, or on the golf course looking for my ball, but mostly, I enjoy spending time with my loving wife, Jackie, and our beautiful daughter, Giovanna.

*frank.vellucci@morganstanley.com
856 489-2401*



Nina Carew

Registered Client Service Associate

As a registered Client Service Associate with The Stevens Group, I try to ensure the D.A.D.A. process progresses in the right direction for each client. I take pride in bringing everything together operationally to make sure nothing and no one are forgotten.

I graduated from the University of Washington with a bachelor's degree in business, and have worked in the financial service industry for over five years. My prior experience includes working as a Private Banker at Wells Fargo, exclusively with high net worth families. I've also worked as a Client Service Associate at UBS and Morgan Stanley. I hold Series 7 and 66 licenses.

It is my varied experiences in the financial service industry and my knowledge of financial products and markets that enable me to better assist clients with inquiries and resolve issues. I am an advocate for every client. I strive to make sure all our services are not only satisfactory but outstanding, offered with a level of professionalism and personalization beyond expectations.

I grew up in Washington state and moved to New Jersey with my husband, Oray, four years ago. I enjoy exercising, watching soccer, reading thrillers and, most of all, spending time with my son, Cristian.

*nina.carew@morganstanley.com
856-489-2541*



Source: Forbes.com (April 2022) 2022 Forbes Best-In- State Wealth Advisors rankings awarded in 2022. This ranking was determined based on an evaluation process conducted by SHOOK Research LLC (the research company) in partnership with Forbes (the publisher) during the period from 6/30/20 - 6/30/21. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to SHOOK Research LLC to obtain or use the ranking. This ranking is based on in-person and telephone due diligence meetings to evaluate each advisor qualitatively, a major component of a ranking algorithm that includes client retention, industry experience, review of compliance records, firm nominations, and quantitative criteria, including assets under management and revenue generated for their firms. Investment performance is not a criterion. Rankings are based on the opinions of SHOOK Research LLC and this ranking may not be representative of any one client's experience. This ranking is not indicative of the Financial Advisor's future performance. Morgan Stanley Smith Barney LLC is not affiliated with SHOOK Research LLC or Forbes. For more information, see www.SHOOKresearch.com.

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 or other legal matters.

The investments and services listed may not be appropriate 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.

This material 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. The strategies and/or investments discussed in this material may not be appropriate for all investors. Morgan Stanley Wealth Management recommends that investors independently evaluate particular investments and strategies and encourages investors to seek the advice of a Financial Advisor. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Morgan Stanley Smith Barney LLC offers insurance products in conjunction with its licensed insurance agency affiliates. Since life insurance and long-term care insurance are 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. Guarantees and contractual obligations are backed by the claims-paying ability of the issuing insurance company.

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 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.

Investment, insurance and annuity products offered through Morgan Stanley Smith Barney LLC are: NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED | NOT A BANK DEPOSIT | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY

Investments and services offered through Morgan Stanley Smith Barney LLC. Member SIPC.