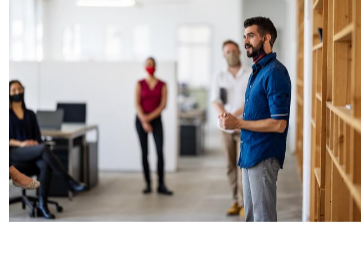


In the March edition of our monthly newsletter, we wanted to highlight resources to support small business owners. Whether you're considering the next phase of your business journey, preparing for retirement, or taking the leap into business ownership, we are here to provide you with any guidance, tools, and resources we can.

Starting a Business

To determine if an idea is worth pursuing, consider reflecting on how it aligns with your core values, the expected time commitment, the level of risk required, and the potential payoff.



[Learn More >](#)

Starting a Business: Setting Up Shop

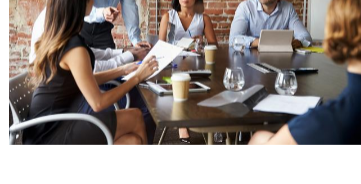


This chapter covers first steps for founders, understanding what business structure is right for you, the importance of creating an all-star team, the landscape of funding opportunities, things to consider before investing in a startup, steps for filing taxes as a business owner, and best practices for planning and pitching your business.

[Learn More >](#)

Choosing a Plan for Your Business

If you are thinking of offering a retirement plan for your business but are unsure where to start, this guide provides a high-level overview of common types of retirement plans. When you are ready to dive into more detail, we can help you navigate the features and benefits of each option so you can decide which plan makes sense for your business.



[Learn More >](#)

Exiting Your Business

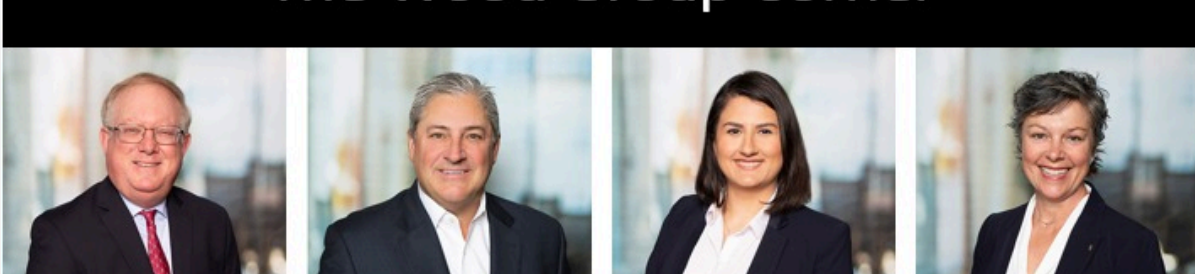


Creating and growing a successful business is seldom just about money, nor is the decision to exit the business, whether that exit is through an IPO, merger with another company, private sale or succession within the family. The process is intense, the details are complex, and the decisions are often an unexpected combination of personal and financial.

[Learn More >](#)



The Wood Group Corner



March is Women's History Month so let us take this time to respect, reflect, and recognize the many contributions and achievements of women from all walks of life. Let us continue to empower and support one another, break barriers, and shatter stereotypes.

Women and Wealth Brochure

[Learn More >](#)

3 Reasons to Examine Your Cash Allocation

[Learn More >](#)



The Wood Group at Morgan Stanley Named to List of Nation's Top Defined Contribution Advisor Teams

The Wood Group at Morgan Stanley has been named to the National Association of Plan Advisors' (NAPA) list of the nation's top defined contribution (DC) Advisor Teams with Assets under Advisement of at least \$100 Million as of Dec 31, 2023.

Unlike other lists, this focuses on individual firms, or what may, in a wirehouse environment, be referred to as a team, or office, and the assets under advisement related to their defined contribution (DC) practice, specifically in a single physical location. The inaugural list was published in 2017.

"Since their inception, NAPA's various industry lists represent the best of what the retirement plan industry has to offer, setting the bar higher for financial professionals and plan advisors specifically," said John Sullivan, Chief Content Officer of the American Retirement Association, and Editor-in-Chief of NAPA-Net, the nation's leading online resource for retirement plan advisors. "The NAPA Top DC Advisor Teams are ranked by self-reported DC assets under advisement and highlight the positive impact they're making on the nation's private retirement system."

This year's list features a record number of teams (452)—which oversees nearly \$2 trillion in defined contribution plan assets belonging to more than 47,000 plans covering nearly 21 million participants. This year's teams represented 43 states and the District of Columbia.

Sullivan added, "As the nation's voice for retirement plan advisors, we are once again pleased to highlight the contributions and commitment of these teams."

* 2024 NAPA's Top DC Advisor Teams
Source: Source: napa-net.org (2024). Data compiled by NAPA based on self-reported assets under advisement as of Dec 31 of the year prior to year the award was given.
[Awards disclaimer.](#)

Operations Corner

Welcome to the Ops corner... we are here to provide you with insight and helpful information to keep you up to date with all things operational and administrative at The Wood Group.

2023 IRA Contribution Deadline is Approaching

We wanted to remind you that the deadline to make a [2023 IRA contribution](#) is April 15, 2024.

*Except for residents of Massachusetts (MA) and Maine (ME) for whom 4/17/24 is the tax filing date due to Patriots' Day (MA) and Patriot's Day (ME).

For more information regarding contribution limits, [click here](#).

Be Cautious of "Phantom Hacker" Scams

We also wanted to inform you of a recent surge of "phantom hacker" scams. We want to emphasize the fact that Morgan Stanley has built a leading cyber defense organization in-house, drawn from former senior professionals at government security agencies and the technology industry. We work nonstop around the globe and evaluate and flag potential high-risk activities to play so we want to make sure you are informed. One of the first lines of defense is being able to identify that you might be getting scammed.

Please remember, if you ever suspect suspicious activity, especially in regards to your financial accounts with us, please contact me immediately. Odds are if I am not the one contacting you about your accounts here, it may be someone attempting a scam.

For more information from the FBI regarding this particular scam, [click here](#).

For information regarding other potential scams, [click here](#) for Morgan Stanley's Security Center.

The content of the newsletter is curated to include what we have a high level of conviction and experience on and believe you'll benefit from knowing. Please feel free to share our newsletter with your personal and professional networks. We can always add a new email address to the distribution list if anyone in your network would like to receive it directly. We would also love to hear from you and if there is anything in particular you are interested to see in our newsletter, reach out to thewoodgroup@morganstanley.com.

* Source: www.morganstanley.com/articles/how-to-protect-your-income

Pictured (Left to right; top to bottom): Jay Wood, Financial Advisor; Fitzlisma McGoey, Financial Advisor; Brian Nerreau, Financial Advisor; Nisha Chisena, Financial Advisor; Paul Fitzsimmons, Financial Advisor; Steven Lazarus, Financial Advisor; Estefania Munguia, Client Service Associate; Shauna Simpson, Wealth Management Associate

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Morgan Stanley Wealth Management
2000 Westchester Avenue, Purchase, NY 10577-2530 USA

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