

Morgan Stanley

The Wood Group at Morgan Stanley



Nisha Bott Chisena

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

Paul Fitzsimmons, CFP®, CRPC®, CRPS®

Senior Vice President, Financial Advisor, Corporate
Retirement Director, Workplace Advisor – Equity
Compensation

Steven Lazarus

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

Carolina McGoey, CFP®, QPFC®

Financial Advisor, Insurance Planning
Director, Workplace Advisor – Equity Compensation

Brian J. Nerreau, CFP®

Senior Vice President, Financial Advisor, Insurance
Planning Director, Workplace Advisor – Equity
Compensation

Jay Wood

Senior Vice President, Financial Advisor,
Workplace Advisor – Equity Compensation

The Wood Group at Morgan Stanley

At The Wood Group at Morgan Stanley, we believe success in achieving important financial goals starts with a comprehensive wealth strategy. We will assist with identifying your entire financial requirements and investment goals and formulate a plan designed to help achieve them.

With The Wood Group at Morgan Stanley, you'll have access to some of the world's most seasoned and respected investment professionals, a premier trading and execution platform, full spectrum of investment alternatives, world-class research team, cash management solutions and highest-quality financial planning tools.

Our clients' primary investment objectives range from wealth accumulation to capital preservation and income. But their financial requirements almost always extend well beyond investment objectives, including comprehensive retirement planning, distribution strategies, efficient use of trusts and legacy goals.

We work with a wide range of clients, including High Net Worth Individuals (HNWI), Corporate Retirement Plans, Family Offices, Not for Profit (NFP) organizations, Endowments and Foundations as well as Small & Mid-size Business Owners.

Our Core Values



Experience and Diversity

Our combined experience, coupled with a team with varying backgrounds, helps us provide thoughtful advice and solutions to complex wealth management problems.

Comprehensive Plan

From the very beginning, we sit down with our clients to understand their goals and build a plan that accommodates the possibility of future changes. Our clients take comfort in knowing that they have experienced financial professionals deploying a structured, comprehensive approach that always has their best interest in mind.

Portfolio Management

With an emphasis on customization and tax efficiency, we focus a great deal of effort on allocating our clients' investments according to their risk tolerance, and constantly monitoring their portfolios with their goals in mind.

Simplicity

We believe that true value lies in our ability to simplify the lives of our clients. Constant innovation, improvement, and seeking out new ways to streamline our approach are deeply held values of our team.

The Wood Group at Morgan Stanley

We are a team with over 30 years of experience managing assets and we will work with you to help you preserve and grow your wealth by providing advice that you can trust while delivering tailored financial planning and investment strategies with excellent service.



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



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Jay Wood
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Financial Advisor
Workplace Advisor –
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Estefanía Munguía
Registered Client
Service Associate



Shauna Simpson
Assistant Vice President,
Wealth Management Associate

The Wood Group at Morgan Stanley - Designations and Awards

SHOOK RESEARCH



2023, 2024 Forbes Best-In-State Wealth Management Teams¹



2024 NAPA Top Defined Contribution Advisor Teams²



CFP® - Certified Financial Planner™

- Paul Fitzsimmons
- Brian Nerreau
- Carolina McGoey



Portfolio Manager

- Nisha Chisena
- Steven Lazarus



CRPS® - Chartered Retirement Plans Specialist®

- Paul Fitzsimmons



Insurance Planning Director

- Brian Nerreau
- Carolina McGoey



CRPC® - Chartered Retirement Planning Counselor®

- Paul Fitzsimmons



Corporate Retirement Director

- Paul Fitzsimmons



QPFC® - Qualified Plan Financial Consultant®

- Carolina McGoey



Workplace Advisor – Equity Compensation

- Jay Wood
- Brian Nerreau
- Paul Fitzsimmons
- Carolina McGoey
- Steven Lazarus
- Nisha Chisena



2021-2024 Pacesetter's Club³

- Carolina McGoey

1. Source: Forbes.com (Awarded 2023, 2024). Data compiled by SHOOK Research LLC based on 12-month time period concluding in March of year prior to the issuance of the award. [Award Disclosures](#).
 2. Source: napa-net.org (March 2024). Data compiled by NAPA based on self-reported assets under advisement as of Dec 31, 2023. [Award Disclosures](#).
 3. Pacesetter's Club membership is no guarantee of future performance.

Our Philosophy and Process

At The Wood Group at Morgan Stanley, we help our clients optimize their financial health, so they can focus more on their passions in life. We believe success in achieving important financial goals start with a comprehensive wealth strategy. We work with you to create a personalized wealth strategy to help you achieve your most important financial and life goals. We rely on insights of seasoned investment professionals, a premier trading and execution platform and a full spectrum of investment choices.



Our Investment Philosophy



ASSET ALLOCATION

We find **Managers** that are experienced, outperformers over long periods of time, consistent in their approach, have their own money invested in their fund and have an understandable process.



DIVERSIFICATION

We **Diversify** among asset classes, within asset classes, and among managers.



INVESTMENTS

We create a combination of managers and asset classes that will allow **Portfolios** to outperform in down markets and to capture a majority of the performance in up markets.



REBALANCE

We **Rebalance** portfolios at least annually. This will force us to buy low and sell high.



GREED AND EMOTION

Greed and emotion are major detriments to achieving investment goals. We will help you take them out of investing.









LONG TERM

We invest for the **LONG term**. Do not make radical short-term changes to the asset allocation. Be patient with allocations and managers.

The Wood Group: Our Commitment to YOU

As your Financial Advisors, we can help you decide where you want to go – and how to get there.

WE WILL:

-  Take the time to understand **what matters most** to you.
 -  Apply our **experience** in helping clients with similar objectives.
 -  Create a **Financial Plan** based on your **needs and goals**, and help you enact the plan.
 -  **Monitor** your portfolios in an ongoing manner and make recommendations and changes, as necessary.
 -  Provide access to the **extensive resources and intellectual capital** of Morgan Stanley.
 -  Deliver an **exceptional** customer service experience.
-

Financial Solutions - Wealth Management Products and Services

We Provide Access to a Wide Breadth of Solutions That May Help Your Meet Your Short- and Long-term Financial Goals

CORPORATE RETIREMENT PLANS

- 3(21) and 3(28) Plans
- Fiduciary
- Plan Menu Reviews and Design
- Financial Literacy to Employees



INVESTMENT MANAGEMENT

- Asset allocation
- Traditional Investments
- Alternative Investments
- Structured Investments
- Risk and liquidity management



CASH MANAGEMENT AND LENDING

- Active Assets Account
- Morgan Stanley Cards from American Express
- Residential Mortgage Loans
- Securities Based Lending



THE WOOD GROUP

TRUST AND ESTATE PLANNING STRATEGIES

- Wealth transfer strategies
- Intergenerational needs
- Trust and Estate Planning Professionals ⁽¹⁾⁽²⁾



INSURANCE ⁽³⁾

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



PHILANTHROPY MANAGEMENT SERVICES

- Advise on Planned Giving Vehicles, e.g., Charitable 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.
 2. 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.
 3. Insurance products are offered in conjunction with Morgan Stanley Smith Barney LLC's licensed insurance agency affiliates.

Working with YOU

Our work with YOU starts with one or more in-depth, exploratory meetings. We need to understand your unique financial situation so we can offer you the best possible advice and solutions.

When you work with us, you can expect us to:

- Develop a comprehensive financial strategy based on your individual needs.
- Substitute discipline for emotion in the investment process.
- Adjust your holdings in response to new opportunities and risks.
- Maintain strict financial objectivity and avoid conflicts of interest.

We can also coordinate our work with other key members of your financial team, including your:



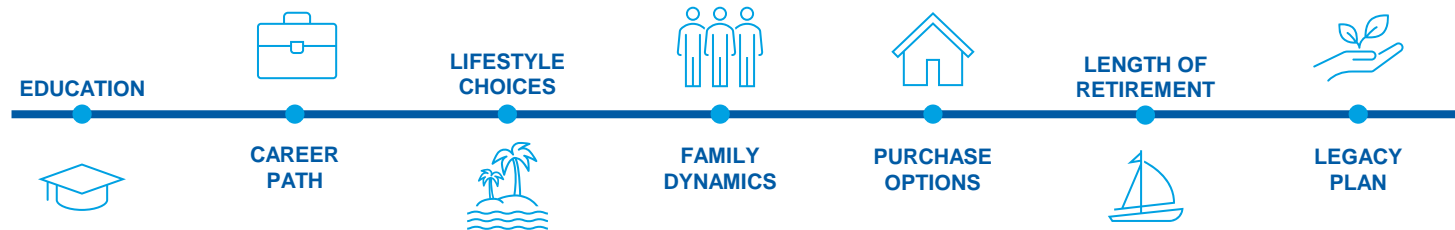
Tax specialist



Trust attorney

Setting Goals According to Your Needs

Your financial goals often are more complex than managing just your investment accounts. It is now easier for your Financial Advisor and you to work holistically- rather than simply focusing on a collection of accounts. As your life changes, so do your goals- our platform allows you to look across your assets and liabilities to help you adapt your strategy to meet those changing demands.



EARLY / MID-CAREER

Goals

- Buy a home
- Have a child
- Build an emergency fund
- Protect family

LATE CAREER

Goals

- Buy a larger home
- Send children to college
- Assist aging parents
- Plan for future healthcare
- Plan for retirement

RETIRED

Goals

- Maintain lifestyle and sufficient income
- Meet healthcare and other unforeseen expenses
- Buy a vacation home
- Legacy planning



Financial Plan

LIFEVIEW GOAL ANALYSIS AND LIFEVIEW ADVISOR ARE SOPHISTICATED TOOLS FOR HELPING YOU ACHIEVE YOUR FINANCIAL GOALS:

**ANALYZE CURRENT INVESTMENTS AND FINANCIAL SITUATION
REVIEW GOALS, INCLUDING:**



Retirement



Important
purchases



Children's or
grandchildren's
education



Major events

IN ADDITION, LIFEVIEW ADVISOR INCLUDES THESE ADDITIONAL FEATURES:

- Goal protection
 - Estate planning
-

Considerations when building a portfolio

We take many factors into consideration when constructing a customized model to meet your needs



LIQUIDITY NEEDS

Cash flow requirements



AGE/ LIFE STAGE

How long your assets have to potentially grow



INCOME REQUIREMENTS

Asset or income needs



GOALS

Major goals and milestones require funding



RISK PROFILE

Risk appetite and suitability



NET WORTH

Current financial status



TIME HORIZON

When you need to meet your goal(s)



VALUES

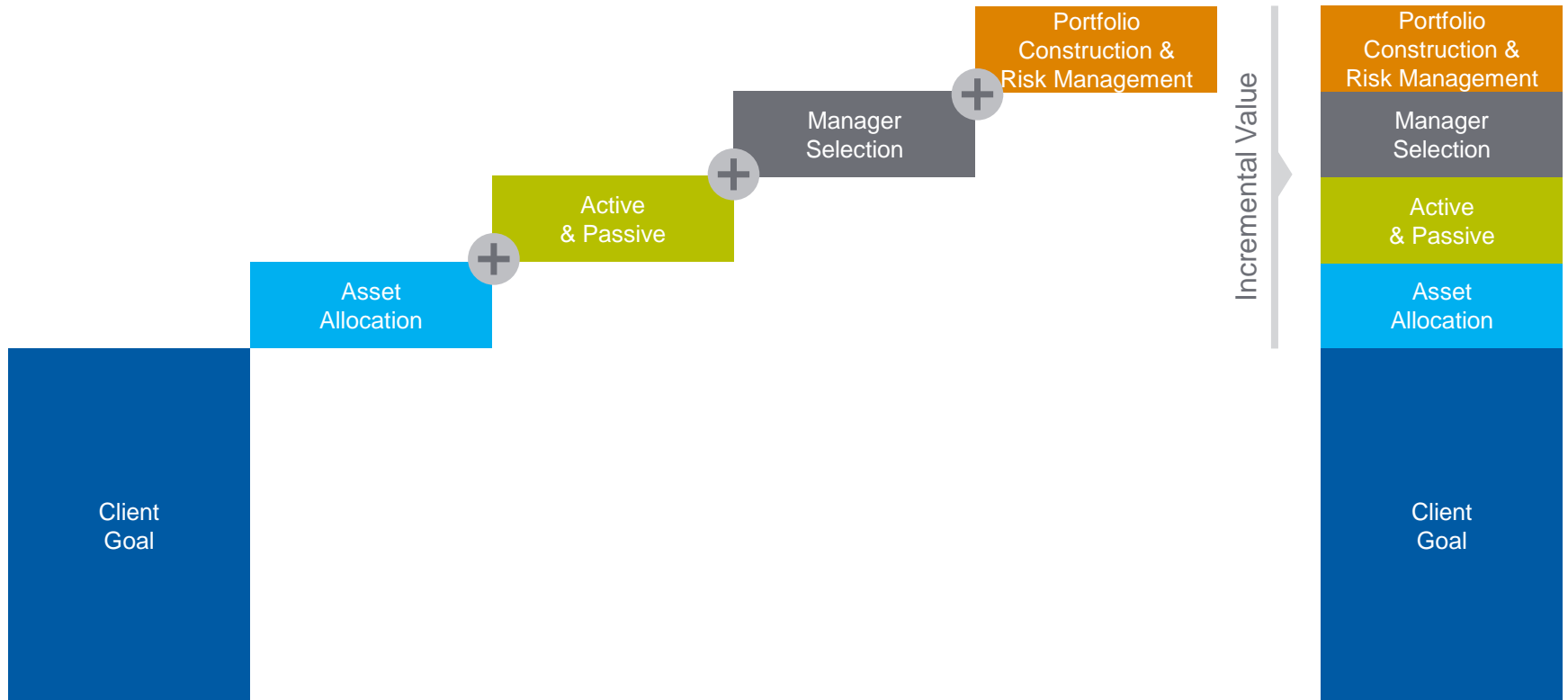
Investment decisions aligned with larger societal or environmental concerns

Source: Morgan Stanley Wealth Management GIC

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 Wood Group: Our Advice Adds Incremental Value in Distinct Ways

In addition to evaluating the recommendations of the Global Investment Committee and our deep bench of analysts and economists, we add incremental value through the utilization of distinct investment strategies.

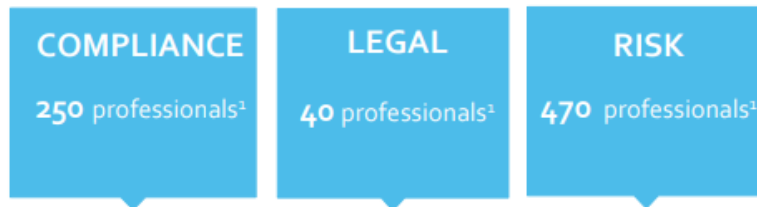


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CORPORATE RETIREMENT PLANS

Choosing Your Fiduciary Wisely

Internal Oversight



Focused on:

- Inspections
- Surveillance and Technology Initiatives
- Regulatory Obligations
- Field and Home Office Compliance and Risk
- Operations, Technology and Data

Regulatory Oversight



Focused on:

- Firm Examinations
- Rule Enforcement
- Investor Protection
- Advisor Registration and Licensing
- Maintaining Efficient Markets

A deep and experienced team of Legal, Compliance and Risk professionals who advise the business, support regulatory obligations and provide supervisory oversight.

- One of the largest, most established and respected wealth management firms in the world
- Designated Corporate Retirement Directors
- Over 78 years of experience
- \$1.9 Trillion in client assets / 6.5 Million client accounts

Flexible ERISA Fiduciary Services for Your Plan

3(21) Investment Advice

vs.

3(38) Investment Manager

	Plan Sponsor	Morgan Stanley	Plan Sponsor	Morgan Stanley
Investment Policy Statement	Primary Role	Provide detailed template and advice	Primary Role	Provide detailed template and advice
Fund Selection	Primary Role	Provide Advice	N/A	Primary role and final authority
Fund Monitoring and Replacement	Primary Role	Provide Advice	N/A	Primary role and final authority
QDIA	Select investment type and fund	Provide advice on investment fund	Select investment type	Primary role and final authority for investment fund selection
Asset-Allocation Programs	N/A	Risk-Based Models	N/A	Risk-Based Models Target Date Models

Denotes difference in Fiduciary Services

Ongoing Fiduciary Role

Plan Sponsor Activities

Action Steps

Support Services

Apply a fiduciary process

- Establish a fiduciary committee to oversee:
 - ▶ The plan's investment options
 - ▶ Plan decisions
 - ▶ Service providers
 - ▶ Plan fees
- **Document processes and procedures**
- Conduct a periodic audit of processes and procedures including a due diligence review
- Establish procedures to ensure the plan maintains its tax-qualified status

- **Retirement Plan Review:** Comprehensive review of plan demographics and participant behaviors. With the help of your advisor the Retirement Plan Review can be a useful tool in determining proper plan design and enhancement opportunities.
- **Compliance Review:** Overview of certain annual plan compliance tasks and deadlines. Helpful compliance information proactively delivered throughout the year.
- **Investment Policy Statement Guide: Informative guide designed to assist in the construction of an Investment Policy Statement.**
- **Relationship Management Support:** Providing support to help you meet your fiduciary responsibilities.

404(c) protection

- Disclose that you intend to comply with 404(c) and allow for participant direction of all investment options.
- **Diversify your plan's investment options**
- **Monitor your plan's investment options**
- Provide other disclosures and information to participants

- **Summary Plan Description:** Sample of a legally required document that discloses 404(c) intent and additional plan information.
- **Broad Range of Investments: Diversify your plan investment options by selecting from a wide variety of Fidelity Advisor and non-Fidelity funds.**
- **Fidelity Plan Sponsor WebStation®:** Monitor your plan's investment options and listen to expert-led quarterly market perspectives.
- **Understanding ERISA Section 404(c) Requirements:** Reference document that outlines 404(c) compliance, including how Fidelity can assist you in meeting disclosure requirements.

Our Proprietary Tools & Resources

Administrative Provider Search & Proprietary Pathfinder Tool

The Consulting Group has developed a customized, six-step provider search process utilizing Pathfinder which is designed to assist plan sponsors with identifying potential providers for recordkeeping and administration services.

1. Determine Plan Sponsor Needs & Objectives
2. Customize RFP Process to Plan Sponsor Specifications
3. Solicit Provider Responses
4. Review Provider Responses
5. Select Finalists
6. Support for Final Selection Made by Plan Sponsor

401(k) Analysis for <i>SAMPLE</i>	Principal <i>Existing Plan</i>	Principal	Fidelity	Transamerica	ADP
Company Information					
Product Type (Bundled)	Bundled	Bundled	Bundled	Bundled	Bundled
Investment Type (Group Annuity/Mutual Fund)	Group Annuity	Mutual Fund	Mutual Fund	Mutual Fund	Mutual Fund
Recordkeeping Valuation	Daily/Weekly	Daily	Daily	Daily	Daily
Share or Unit Accounting	Unit	Share	Share	Share	Share
Plan Expenses					
Financial Advisor	\$20,000	\$18,400	\$18,400	\$18,400	\$18,400
Annual Recordkeeping	\$0	\$0	\$0	\$0	\$0
Per participant/eligible employee (est. @ 21)	\$0	\$0	\$0	\$0	\$8,496
TOTAL Hard Dollar Annual Expense	\$20,000	\$18,400	\$18,400	\$18,400	\$26,896
Estimated Annual Fund Expense Ratio	0.36	0.35	0.37	0.49	0.40
Admin. Asset Charge (Balances @ \$8MM)	0.19	0.20	0.18	0.32	0.00
Total Estimated Annual Fund Expense Ratio	0.55	0.55	0.55	0.81	0.40
Estimated Annual Fund Expenses (\$8MM)	\$44,000	\$44,000	\$44,000	\$64,800	\$32,000
Total Annual Plan Expenses	\$64,000	\$62,400	\$62,400	\$83,200	\$58,896
MS / Wood Group Comp. (est. @8MM)		0.23	0.23	0.23	0.23
Breakdown of Plan Fund Expenses (bps)					
Total Annual Fund Expense	0.80	0.79	0.78	1.04	74.00
Average Revenue Retained by Fund Managers	0.36	0.35	0.37	0.49	0.40
Average Revenue Retained by Administrator	0.19	0.20	0.18	0.32	0.11
MS ~ Wood Group Compensation		0.23	0.23	0.23	0.23
Breakdown of Plan Fund Expenses (\$)					
Total Annual Fund & Plan Expense	\$64,000	\$62,400	\$62,400	\$83,200	\$58,896
Average Revenue Retained by Fund Managers	\$28,800	\$28,000	\$29,600	\$39,200	\$32,000
Average Revenue Retained by Administrator	\$15,200	\$16,000	\$14,400	\$25,600	\$8,496
MS ~ Wood Group Compensation	\$20,000	\$18,400	\$18,400	\$18,400	\$18,400
Funds					
Fund Share Class	GA w/Wrap	I / Y / R6	R6 / I / Z	I / A / S / R	I / A / S / R
QDIA & Lifecycle Funds	Principal TD Funds	American Funds Target Date	American Funds Target Date	American Funds Target Date	American Funds Target Date
Guaranteed Fund Required in Portfolio? (Y/N)	Yes	No	No	No	No



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Fax: 203-326-6950 or 203-967-7006

How to Find Us

Team Website



Morgan Stanley
Online



Email/Tel:

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Disclosures:

When Morgan Stanley Smith Barney LLC, its affiliates and Morgan Stanley Financial Advisors and Private Wealth Advisors (collectively, “Morgan Stanley”) provide “investment advice” regarding a retirement or welfare benefit plan account, an individual retirement account or a Coverdell education savings account (“Retirement Account”), Morgan Stanley is a “fiduciary” as those terms are defined under the Employee Retirement Income Security Act of 1974, as amended (“ERISA”), and/or the Internal Revenue Code of 1986 (the “Code”), as applicable. When Morgan Stanley provides investment education, takes orders on an unsolicited basis or otherwise does not provide “investment advice”, Morgan Stanley will not be considered a “fiduciary” under ERISA and/or the Code. For more information regarding Morgan Stanley’s role with respect to a Retirement Account, please visit www.morganstanley.com/disclosures/dol. Tax laws are complex and subject to change. Morgan Stanley does not provide tax or legal advice. Individuals are encouraged to consult their tax and legal advisors (a) before establishing a Retirement Account, and (b) regarding any potential tax, ERISA and related consequences of any investments or other transactions made with respect to a Retirement Account.

Morgan Stanley Smith Barney LLC offers a wide array of brokerage and advisory services to its clients, each of which may create a different type of relationship with different obligations to you. Please visit us at <http://www.morganstanleyindividual.com> or consult with your Financial Advisor to understand these differences.

The CFP® certification process, administered by CFP Board, identifies to the public that those individuals who have been authorized to use the CFP® certification marks in the U.S. have met rigorous professional standards and have agreed to adhere to the principles of integrity, objectivity, competence, fairness, confidentiality, professionalism and diligence when dealing with clients.

The investments 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.

Morgan Stanley Smith Barney LLC. Member SIPC.

Disclosures:

2023, 2024 Forbes Best-In-State Wealth Management Teams

Source: Forbes.com (2023, 2024). Forbes Best-In-State Wealth Management Teams ranking awarded in 2023, 2024. Each ranking was based on an evaluation process conducted by SHOOK Research LLC (the research company) in partnership with Forbes (the publisher). This evaluation process concluded in March of the previous year the award was issued, having commenced in March of the year before that. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to SHOOK Research LLC, for placement on its rankings. This ranking is based on in-person and telephone due diligence meetings to evaluate each Financial 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 may not be representative of any one client's experience; investors must carefully choose the right Financial Advisor or team for their own situation and perform their own due diligence. These rankings are 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.

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