



THE ONE FINANCIAL PARTNERSHIP THAT GOES
BEYOND THE PORTFOLIO

OKD

Wealth Strategies Group

NORTHWESTERN MUTUAL PRIVATE CLIENT GROUP



Wealth Strategies Group

NORTHWESTERN MUTUAL
PRIVATE CLIENT GROUP

OUR UNIQUE APPROACH TO
WEALTH MANAGEMENT IS
DESIGNED TO GIVE YOU AN EDGE.



PRIVATE CLIENT GROUP'S FOUNDATION OF STRENGTH

AS A MUTUAL COMPANY, NORTHWESTERN MUTUAL REPORTS TO YOU, NOT WALL STREET

Every decision we make is guided by our values: doing what's in the best interest of our policyowners, keeping our promises, and delivering the highest possible value to our clients. We lead the industry in giving back to our policyowners, issuing dividends every year since 1872—even during the Great Recession.

TOP 5

WE'RE ONE OF THE TOP U.S. INDEPENDENT INVESTMENT BROKER-DEALERS¹

\$281B

IN CLIENT RETAIL INVESTMENT ASSETS HELD OR MANAGED BY NORTHWESTERN MUTUAL WEALTH MANAGEMENT²

A++

AAA, Aaa, AND AA+ — WE'VE EARNED THE HIGHEST FINANCIAL STRENGTH RATINGS OF ANY LIFE INSURER FROM ALL FOUR MAJOR RATING AGENCIES³

¹ Ranking for Northwestern Mutual Investment Services, LLC. Measured by 2022 revenue. Source: *InvestmentNews*, May 2023.

² Combined client assets of Northwestern Mutual Investment Services and Northwestern Mutual Wealth Management Company as of December 31, 2023.

³ Northwestern Mutual continues to have the highest financial strength ratings awarded to any U.S. life insurer by all four of the major rating agencies: A.M. Best Company, A++ (highest), August 2023; Fitch Ratings, AAA (highest), August 2023; Moody's Investors Service, Aaa (highest), June 2023; S&P Global Ratings, AA+ (second highest), May 2023. Third-party ratings are subject to change. Ratings are for the Northwestern Mutual Life Insurance Company and Northwestern Long Term Care Insurance Company.

The advisory programs offered by Northwestern Mutual Wealth Management Company are in conjunction with brokerage services from Northwestern Mutual Wealth Management Company's affiliate Northwestern Mutual Investment Services, LLC (NMIS). NMIS is a wholly-owned subsidiary of Northwestern Mutual.

The dividend scale and the underlying dividend interest rates are reviewed annually and are subject to change. Future dividends are not guaranteed.



OUR UNIQUE APPROACH TO WEALTH
MANAGEMENT IS DESIGNED TO GIVE
YOU AN EDGE

AS PART OF **NORTHWESTERN MUTUAL'S EXCLUSIVE PRIVATE CLIENT GROUP**,
OUR FIRM WILL UNCOVER YOUR UNIQUE AND EVER-CHANGING GOALS,
GIVING YOU A FRESH PERSPECTIVE SO YOU CAN ANSWER LIFE'S BIG
FINANCIAL QUESTIONS WITH CONFIDENCE.

OUR SERVICES, TAILORED TO YOU

Looking at your financial big picture, we'll recommend the right blend of specialized services to keep your life and your finances connected from all angles.

FINANCIAL PLANNING

—

INVESTMENT PLANNING & STRATEGIES

—

ADVANCED PORTFOLIO MANAGEMENT

—

RETIREMENT PLANNING & INCOME STRATEGIES

—

ESTATE PLANNING & TRUST SERVICES

—

RISK MANAGEMENT

—

QUALIFIED RETIREMENT PLANS

TAX-EFFICIENT STRATEGIES

—

ADVISOR COORDINATION

—

BUSINESS PLANNING & SUCCESSION

—

MULTIGENERATIONAL PLANNING

—

CHARITABLE PLANNING

—

EDUCATION FUNDING

—

EXECUTIVE BENEFIT SOLUTIONS



A BETTER
CONVERSATION



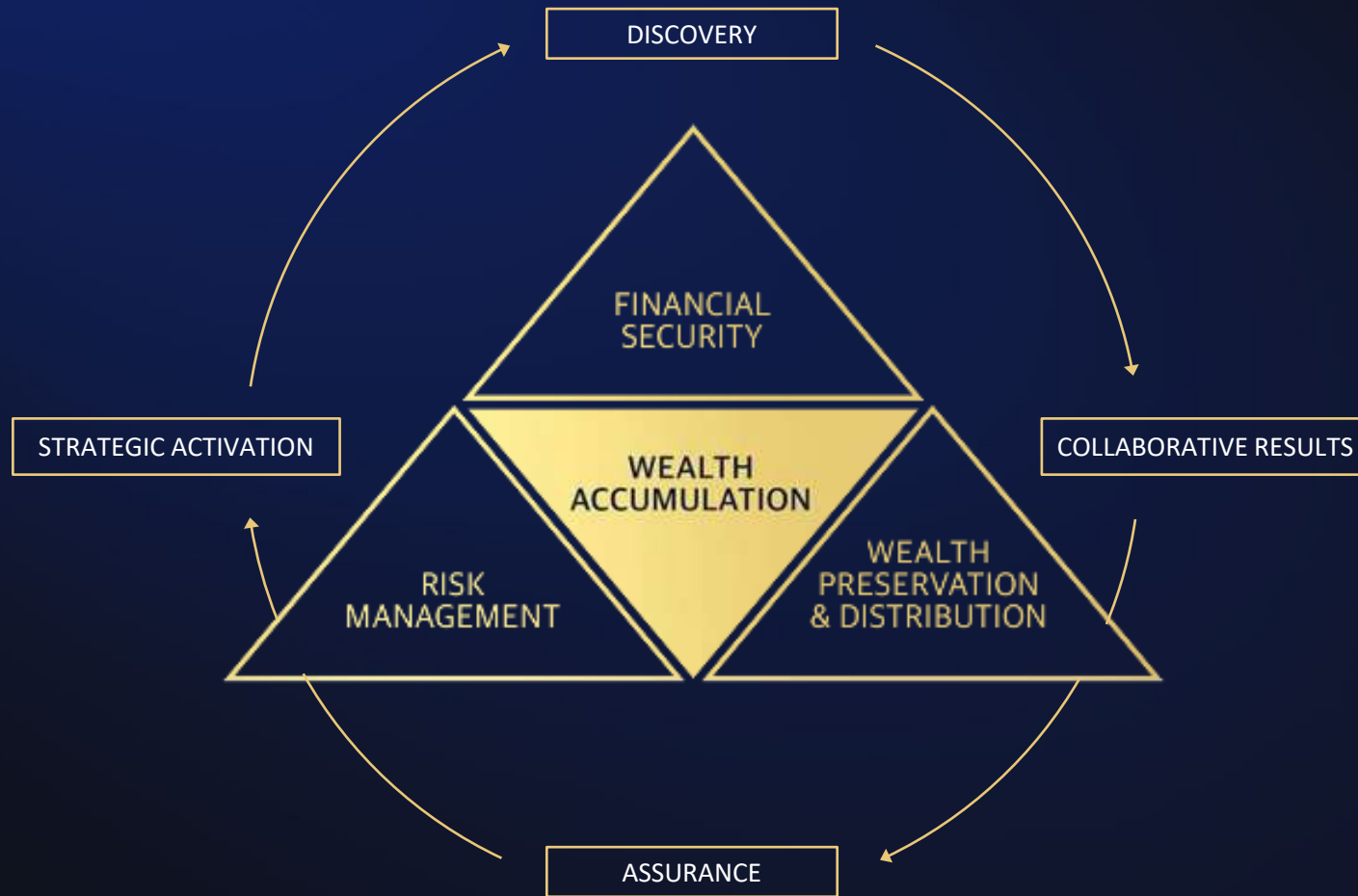
A BETTER SUITE
OF SOLUTIONS



A BETTER OUTCOME,
DESIGNED FOR YOU

THAT'S A BETTER WAY TO MONEY™

OUR VERSION OF PRIVATE WEALTH MANAGEMENT



ESSENTIAL ELEMENTS OF YOUR FINANCIAL PLAN



WHY HAVING A COMPREHENSIVE FINANCIAL PLAN MATTERS

HAVING THE RIGHT FINANCIAL PARTNER IS KEY TO MAKING SURE YOUR VISION IS REALIZED AND YOU DON'T LEAVE THE FUTURE OF YOUR WEALTH TO CHANCE.

63%

OF WORKING MILLIONAIRES BELIEVE THAT ONE MAJOR SETBACK WOULD HAVE AN IMPACT ON THEIR LIFESTYLE

Source: UBS study
<https://www.thestreet.com/retirement/why-even-rich-people-are-scared-of-retirement-14240316>

41%

WORRY ABOUT LOSING THEIR WEALTH

Source: UBS Investor Watch, 2015

WHAT YOU GET WHEN YOU WORK WITH US

Choosing the right investments for your goals can be overwhelming.
We focus on providing you the benefits of our time-honored approach and proven methodology.

ADVANCED PORTFOLIO MANAGEMENT

Based on your goals, we'll tailor our investment options to your needs.

INDEPENDENT & PROPRIETARY RESEARCH

Our Signature Research Approach goes far beyond the numbers,
incorporating many other critical factors.

MONITORING & REPORTING

We'll continually monitor your portfolio to make sure your investments
stay on track toward your goals. And you'll have 24/7 access
to your account and its performance.

A PORTFOLIO PERSONALIZED TO YOU

Our team has the ongoing support of the Northwestern Mutual Wealth Management Investment Team, which includes CFA® charterholders and experts who are frequently featured in major national media outlets. This dedicated team provides ongoing thought leadership to our credentialed team and shares their insights through our regular Market Commentary.

OUR SIGNATURE RESEARCH APPROACH

We use qualitative and quantitative analysis to identify funds that meet our criteria for high-quality investments. We evaluate everything from returns, risk, investment style and expenses to the management and performance of the fund.



SIX RISKS THAT CAN IMPACT YOUR RETIREMENT

01 LONGEVITY

A COUPLE AGE 65 HAS A 25% CHANCE THAT ONE OF THEM WILL LIVE TO 96.

Source: 2012 Individual Annuity Mortality Basic Tables, Society of Actuaries. 2016 Morningstar. All Rights Reserved.

02 MARKET VOLATILITY

SINCE 1945, THE S&P 500 HAS AVERAGED A CORRECTION OF AT LEAST 10% ABOUT ONCE EVERY 18 MONTHS.

Source: S&P Capital IQ, "Outlook 2014: Good Years Often Follow Great Years" us.spindices.com

03 INFLATION & TAXES

AN AVERAGE INFLATION RATE OF 4% WILL CUT YOUR PURCHASING POWER IN HALF IN JUST 18 YEARS.

Hypothetical example illustrating the impact of inflation on retirement

04 HEALTH CARE

HEALTH CARE COSTS HAVE RISEN BETWEEN 6% AND 8% OVER EACH OF THE LAST 20 YEARS.

Source: <http://www.medicare.gov/whatmedicare-covers/index.html>

05 LONG-TERM CARE

70% OF PEOPLE TURNING AGE 65 WILL NEED SOME FORM OF LONG-TERM CARE DURING THEIR REMAINING LIVES.

Source: LongTermCare.gov, Who Needs Care?

06 LEGACY

SPENDING DOWN ASSETS IN RETIREMENT CAN DIMINISH THE FINANCIAL LEGACY INTENDED FOR FAMILY OR A CHARITY.

TAX STRATEGY CONSIDERATIONS

01

TAX DIVERSIFICATION

Traditional 401(k) &
Roth 401(k) optimization

Roth conversion planning

Tax-bracket management

02

CHARITABLE GIVING

Gift appreciated assets
to charity to avoid future
capital gains while
receiving a tax deduction

Gift future charitable
contributions during
high-income years to a
donor-advised fund or
other type of organization

Utilize charitable trusts
to smooth out income
over a longer period
of time, or shift income
to family members

03

ASSET LOCATION

Locate assets such
as taxable bonds and real
estate securities inside
tax-deferred accounts

Utilize passively managed
funds and ETFs within
taxable accounts to help
reduce taxes associated
with periodic capital
gains distributions

04

CAPITAL GAIN & LOSS HARVESTING

Harvest losses in
high-income years to
offset capital gains

Harvest gains in
lower-income years to
reduce future taxation
at a higher rate

05

LIFE INSURANCE

Life insurance
death benefits can
be received by
beneficiary generally
tax-free

Cash values grow
tax-deferred and can
be accessed tax-free
up to basis to enhance
distribution
planning

TRUST SERVICES – COLLABORATIVE EXPERTISE DELIVERING CUSTOMIZED SOLUTIONS

Through a collaborative approach you will get the **attention** you deserve, the **expertise** you demand and **confidence** in knowing your trust is being managed efficiently. Our Trust Alliance Program positions you to:



Provide income to your family
without the burden
of managing investments



Preserve wealth by decreasing
the impact of estate taxes



Potentially protect assets
from future creditors



Facilitate
charitable giving



Ensure wise spending
decisions by your beneficiaries



Preserve privacy and
avoid court procedures



Maintain assets for
multiple generations

WHAT CAN YOU EXPECT WHEN WORKING WITH US?

01

THOUGHT LEADERSHIP

Market Commentary

Asset Class Insights

White Papers

Seminars

02

PERSONALIZED WELCOME

Customized Orientation

Online Account Aggregation

Account Transitions

03

FINANCIAL PLAN UPDATES

Regular Reviews

Timely Market Updates

Life Event Adjustments

04

CUSTOMER SERVICE

Concierge Level of Service

Team of Dedicated Contacts

Online Account Access

MEET YOUR TEAM

You will also have the ongoing support of Northwestern Mutual's expert Wealth Management Investment Team, as well as continual access to the thought leadership of the Private Client Group's extended Concierge Planning Team.

MEET YOUR TEAM



Mike Kavanagh, CFP®
Partner

Mike is a graduate of Wake Forest University and holds the professional designation of Certified Financial Planner™ (CFP®). Mike earned the honor of being named a Forbes Best-In-State Wealth Advisor in 2022 and 2024. He joined Northwestern Mutual in 1988.

Mike works with high income, high net worth clients throughout the country and has a unique expertise in the areas of financial planning, estate tax strategies and wealth management. Mike also heads our Qualified Retirement Plans practice. Our firm manages over 50 401(k) and Profit-Sharing plans in North and South Carolina.



Chip Dotson, CFP®
Partner

Chip is a graduate of Wake Forest University. He holds the industry designation of Certified Financial Planner™ (CFP®) professional certification. He has been associated with Northwestern Mutual since 1988.

Chip's areas of expertise are in financial and investment planning with an emphasis on retirement income and wealth management strategies. He has a broad base of professional and executive clients across the Southeast.

MEET YOUR TEAM



Matthew Erbacher
Partner

Matt graduated from the University of South Carolina in 2006 with a double major in Finance and Risk Management. Matt joined Northwestern Mutual in 2006.

Matt enjoys working with our clients to help them simplify their financial lives and reach their goals.



Denny Fulk, CFP®
Partner

Denny is a husband to his wife Lauren and father to his three children Avery, Dylan and Whitaker. He has served his clients with Northwestern Mutual since 2011 and is a seasoned Wealth Management Advisor holding the Series 7, 65, 6, 63 & 26 licenses. He holds industry designation as a Certified Financial Planner™ (CFP®) professional. Denny is a native of Knoxville, TN and a graduate of James Madison University where he played on the JMU Men's Soccer team and served as captain of the team both his junior and senior years.

Denny is passionate about serving his clients with a unique financial planning process by developing lifelong relationships built on the foundation of trust. He is an excellent listener and takes the time to understand not only WHAT is important to you, your family and/or business but most importantly the WHY in helping our clients make confident decisions.

MEET YOUR TEAM



Ryan Kavanagh

Financial Advisor

Ryan is a graduate of Appalachian State University in 2020 with a major in Communications and Public Relations. He started as an intern at Northwestern Mutual in 2019. Ryan specializes in life, disability and long-term care insurance planning and focuses on our second-generation clients.

Ryan holds his long-term care license and his life and health insurance license in multiple states. He also holds his Series 6, 63 and SIE securities registrations with FINRA.

MEET YOUR TEAM



Michael Kramer, CFP®
Director of Investments and Planning

Michael is the Director of Planning and Investments for DKD Wealth Strategies Group. Since joining the team in 2014, he has been responsible for the development of client portfolios and the execution of our investment strategies. Michael also works directly with clients on a regular basis to review all aspects of their financial plan before and during their retirement. He holds his life, health, Series 7, and Series 63 licenses in addition to the designation of CERTIFIED FINANCIAL PLANNER™ (CFP®) professional.

Michael is a native of Greenville, SC. And, after earning a Bachelor of Science degree in Personal Financial Planning from Winthrop University, he made Charlotte, NC home with his wife, Amanda, their son, and their three dogs. Michael and his wife volunteer their time in the community as puppy raisers for future guide and service dogs with Southeastern Guide Dogs. Michael enjoys music and craft beer.



**Thomas Lawson, CFP®,
ChFC®, CLU®**
Director of Planning

Thomas is the Director of Planning for DKD Wealth Strategies Group. He works directly with clients to review all aspects of their financial plan before and during their retirement. He holds his life, health, long-term care, Series 7, Series 66, Series 9, and Series 10 licenses in addition to the designations of CERTIFIED FINANCIAL PLANNER™ professional (CFP®), Chartered Financial Consultant (ChFC®), and Chartered Life Underwriter (CLU®).

Thomas is from Spruce Pine, NC. He graduated from Wake Forest University and has been with Northwestern Mutual since 2012. He resides in Charlotte, NC with his wife, Jodie, and their 2 kids – Tinsley and Dell. Thomas enjoys golf, being outdoors, and traveling with his family.

MEET YOUR TEAM



Kenny Hiatt

Investment Operations

Kenny joined DKD Wealth Strategies Group in January 2020. Kenny worked with Matt Erbacher, partner at DKD Wealth Strategies Group, for 6 years prior to their merge with our team in 2020. Kenny is a graduate of Lenoir Rhyne University, where he attended on a golf scholarship, and majored in Business Management. Kenny holds his Life, Health, LTC, Series 6, 7, and 63 licenses.

Kenny is responsible for the day-to-day management of our investment portfolios including investment research and implementation of portfolio reallocation and rebalancing. He enjoys working in a role that is constantly evolving and provides a challenge for him to learn and grow.



Stephanie Mechutan

Investment Operations

Stephanie joined DKD Wealth Strategies Group in April of 2022. She went to college at the University of Rhode Island, where she double majored in Psychology and Sociology.

Stephanie has worked in the Finance industry since 2014, which helps her in her role here at DKD. She is responsible for the day-to-day procedures in opening and maintaining our clients' accounts.

Stephanie is originally from New York and moved down to Fort Mill, South Carolina in April of 2022 looking for a big change. In her spare time, she enjoys playing sports, spending time with friends, finding new restaurants, and most importantly playing with her dog Hudson.

MEET YOUR TEAM



Maddie Woodie

Director of Operations and Client Services

Maddie Woodie joined the DKD Wealth Strategies Group in June of 2022. Before joining our team as the Director of Operations, she worked within Northwestern Mutual finetuning her experience in Recruitment, Development and Marketing. She graduated from UNC - Chapel Hill in 2020 with a degree in Advertising, Public Relations, and a specialty in Sports Marketing.

Maddie provides operational and administrative support to our Financial Advisors while also facilitating exceptional support throughout all phases of client service. Her primary focus is to create and maintain strong relationships with clients and their families by developing superior marketing, communication, and event planning.

Growing up in Iron Station, NC, Maddie knew Charlotte was the place to call home. In her free time, she enjoys traveling, spending time with family and friends, being outdoors, watching sports, and exploring Charlotte's growing food scene.



Ashley Gravely

Director of Insurance Operations

Ashley Gravely joined the DKD Wealth Strategies Group in January of 2024 as our Director of Insurance Operations. She is a graduate of Belmont Abbey College, with a degree in accounting and brings extensive experience in the mortgage industry. She holds her North Carolina Life and Health insurance licenses as well as the SIE, Series 6, and Series 63 licenses.

She is responsible for the day-to-day procedures and operations of our insurance practice. Ashley most importantly focuses her efforts on facilitating a smooth and efficient experience for our clients as they implement their family's insurance needs.

Ashley is a native to Charlotte and a member of Saint Matthews Catholic Church. In her free time, she enjoys spending time with her son Jackson, travelling, and reading.

MEET YOUR TEAM



Lorianne Montsinger
Retirement Plan Service Associate

Lorianne is a graduate of Virginia Tech, and she brings over 10 years of experience in the financial services industry to our team. She holds her Series 7 and Series 66 securities licenses as well as the North Carolina life and health insurance licenses.

Lorianne is responsible for the implementation of investment strategies and leads our client service team.

DISCLOSURES

Michael J Kavanagh, Charles L Dotson, Matthew P Erbacher, Andrew Denny Fulk and Ryan Kavanagh use DKD Wealth Strategies Group as a marketing name for doing business as representatives of Northwestern Mutual. DKD Wealth Strategies Group is not a registered investment adviser, broker-dealer, insurance agency or federal savings bank. Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee (NM), WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Michael J Kavanagh, Charles L Dotson, Matthew P Erbacher, Andrew Denny Fulk are Representatives of Northwestern Mutual Wealth Management Company® (NMWMC), Milwaukee, WI (fiduciary and fee-based financial planning services), a subsidiary of NM and federal savings bank. Michael J Kavanagh, Charles L Dotson, Matthew P Erbacher, Andrew Denny Fulk are Insurance Agents of NM and Northwestern Long Term Care Insurance Company, Milwaukee, WI (long-term care insurance), a subsidiary of NM, and a Registered Representative of **Northwestern Mutual Investment Services, LLC (NMIS)** (securities), subsidiary of NM, broker-dealer, registered investment adviser, member FINRA and SIPC. Northwestern Mutual Private Client Group is a select group of Northwestern Mutual advisors and representatives. Northwestern Mutual Private Client Group is not a registered investment adviser, broker-dealer, insurance agency, federal savings bank or other legal entity.

Matthew P Erbacher CA License: 0183697

Andrew Denny Fulk CA License: 0118543

Ryan Timothy Kavanagh CA License: 4319452

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