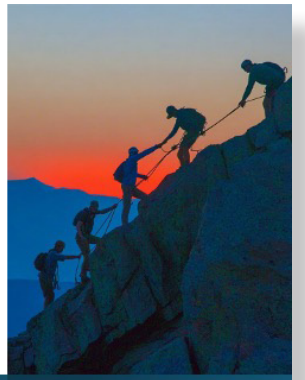
LOVEJOY RETIREMENT & WELLNESS

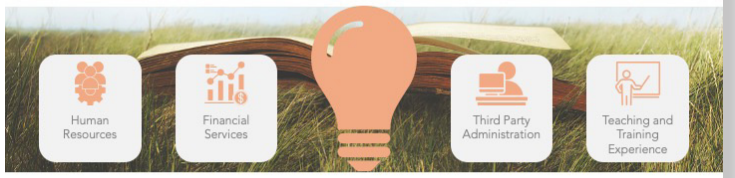


Web: https://www.ljretirewell.com
Phone: 1 (415) 271-1652
Email: info@ljretirewell.com
Calendar: https://www.calendly.com/ljretirewell

Educating Employees Toward A Financially Healthy Future

Professional Backgrounds Of Our Educators

Knowledgeable in ERISA, EGTRRA, DOL, IRS Regulations



LOVEJOY RETIREMENT & WELLNESS

The Numbers Speak For Themselves



74% of employees seek financial guidance when dealing with financial decisions, crises, or life events.[2]

53% of Americans surveyed feel they are behind on retirement planning.[3]

33% of participants rely on retirement planning seminars provided by their agency/service for retirement planning guidance.[4]

67% of workers would like to receive more information and advice from their employers on how to reach their retirement goals.[5]

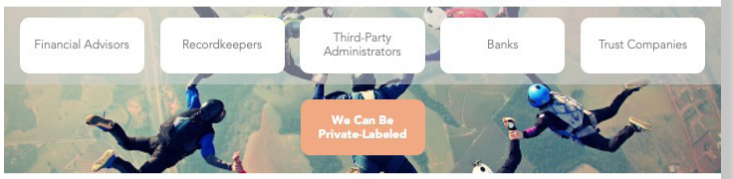
79% of Americans agree there is a retirement crisis.[6]

84% of Americans feel financial stress.[7]

LOVEJOY RETIREMENT & WELLNESS

Who We Partner With

We engage with client organization employees of the following entity types:



LOVEJOY RETIREMENT & WELLNESS

The Value We Bring



LOVEJOY RETIREMENT & WELLNESS

SOLA · INTERNAL BRAND ALIGNMENT

SOLA Loop

Fashion's Second Act
(And Third… And Fourth…)

BRAND ALIGNMENT & CAMPAIGN STRATEGY

Creative · Marketing · Retail August 2026

INTRODUCING SOLA LOOP

Getting You In The Loop

We're expanding SOLA's sustainability strategy with a new QR-powered circular clothing line built around reuse, resale, and repair.

The Big Idea

"Style that comes back around."

Design Longevity
+ Circular Innovation
= Clothes With A History, Made For The Future

What Makes Us Different?

Each piece is designed to gain value over time – from higher quality, to better repairability, to the stories and personality it collects across owners.

The Value

For fashionable Gen-Zers who refuse to choose between looking good and doing good, SOLA Loop's longevity feels aspirational – not sacrificial.



Who We're Talking To

The Fashion Conscious and Conscionably Fashionable

Age 20-28 | Urban | Already Thrifting Together the Future of Fashion | Born & Raised on TikTok

They Believe

- Style = Self-Expression, Not Consumption – enough feeling guilty each time you buy new
- Clothes with a past are WAY more interesting than fresh off the rack
- Circular should be a savvy way to keep building your look – not eating your vegetables.

The Tension

"I want to look good without destroying the planet – or my wallet."

Key Takeaway

They don't need a lecture on sustainability; they need circular to be as fashion-forward as they are.

35%
The Archivist
Treats every piece like it's museum-worthy.



45%
The Stylist
Mixes decades, takes bold chances, shows off on social.



20%
The Pragmatist
Buys less, expects better – for them and the planet.



PERSONAL PROFILE

1991 - 1993
Salomon Brothers
New York
Analyst – Mergers & Acquisitions Department

1993 - 1995
Cowen & Company
New York
Associate – Health Care Investment Banking Group

1997 - 2003
Morgan Stanley
New York
Trader – High Yield Group and co-Head Crossover Credit Trading (2001-03)

2021 - 2023
Seganti Capital Management
New York
Senior Portfolio Manager
Head of Developed Market Credit

2018 - Current
Parsonage Lane Capital Management
Greenwich, CT
Private Investor

25 years Global Experience across Capital Structures and Investment Products in the Public and Private Markets



EDUCATION:

May 1997: M.B.A. Concentrations in Finance and Health Care Management
Wharton School of University of Pennsylvania.

May 1991: B.A. (honors)
Economics and Business Administration,
Boston University

2003 - 2007
Morgan Stanley
London
Head of Credit Trading, Risk Management and Special Situations for the European Corporate Credit Group

2012 - 2018
Moore Capital Management
London / New York
Senior Portfolio Manager - PL Credit (Master Fund), L.P. Founder of PLC

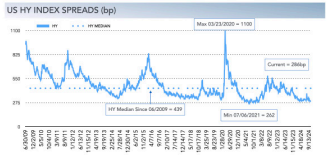
2008 - 2012
Morgan Stanley
London
Head of International Credit Trading (Investment Grade, High Yield, Leveraged Loans, Convertible Bonds, Emerging Markets, Structured Credit) and co-Head Peripheral Rates Trading

2007 - 2008
Morgan Stanley
Hong Kong
Head of Asia Corporate Credit, Co-Head Fixed Income Trading

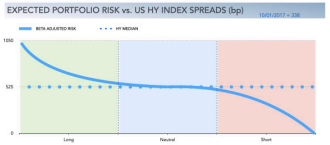
PORTFOLIO RISK MANAGEMENT

- Risk management rooted in a robust and documented investment process
- Fundamental credit selection at the core of capital at risk
- Pre-trade detailed analysis of fundamental and technical aspects of each trade/ investment, especially as it relates to secondary market liquidity
- Market valuation and outlook are critical considerations in portfolio beta exposure as is the broader macro picture and likely tail risks
- Entry price, positive convexity and security are key factors in protecting capital and limiting downside risks
- Portfolio beta exposure should reflect current market conditions and future market return and volatility expectations
- Efficient screening process for a broad as possible set of potential favorable risk-reward investments

US HY INDEX SPREADS (bp)



EXPECTED PORTFOLIO RISK vs. US HY INDEX SPREADS (bp)



SECTOR CONSIDERATIONS

SECTOR CHALLENGES OFFERED IDIOSYNCRATIC OPPORTUNITIES EVEN PRE-COVID PANDEMIC

- Technology, innovation and regulatory change are imparting large disruptive influences on the majority of the high yield market: Energy, Telecom, Cable, Health Care and Retail account for over 50% of the US high yield market and a similar profile for the investment grade market
- Additional sectors facing are the following:
  - Autos: ride share, electric vehicles
  - Auto rentals / hotels. Peer to peer rentals
  - Power: wind, solar, data center, nuclear
- The wider leisure space (airlines, hotels, cruise industry, etc.) and REITs are capital-intensive industries of interest
- Idiosyncratic long, short and relative value opportunities from winners, losers and transitional situations

SECTOR	DISRUPTOR
ENERGY	• OPEC • Sanctions • Open Global LNG Markets
TELECOM	• Bundling • Content • Fiber Upgrades
CABLE	• Cord Cutting • Content Focus
HEALTH CARE	• Regulation • Pharma and Services Pricing Pressure • Internet Health
RETAIL	• Online Competition • Big Box Supply

INVESTMENT PROCESS

STAGE **3**

POST-INVESTMENT

MONITORING	MONETIZATION	RISK MITIGATION	WATCHLIST
• Detailed monitoring of fundamental developments, newsflow of investment and significant comparable companies • Calendar of investment milestone dates • Assessment of assumed catalysts • Management engagement	• Divest investments when the following occur: › Target valuation achieved/upside capped › Final catalyst occurs › Initial investment thesis proven to be permanently impaired	• Continual assessment of aggregate portfolio specific risks in the context of the broader markets, sports specific performance, sub-sector considerations • Determine if higher portfolio cash balances required or negative correlated assets could mitigate tail risks	• Establish and monitor a watchlist for the following: › Target investments not yet at the execution phase › New ideas not yet fully analyzed › Sectors, companies analyzed but not yet available for investment

BORUSSIA DORTMUND EXPERIENCE

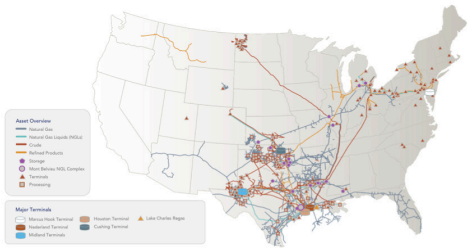
Since joining the Board of Directors of Borussia Dortmund (BVB) is 2006 and becoming BVB USA Brand Ambassador in 2024, a multitude of connections have been made across the Sports Spectrum globally



- The opening of the BVB office in NYC in 2024 in advance of the FIFA North American World Cup in 2026 will continue to drive and accelerate relationships and opportunities in the USA Sports Market
- My BVB network provides the ability to reach influential players in virtually any aspect of the sports continuum

COMPANY DESCRIPTION

The breadth, depth and scale of Energy Transfer allows it to play a significant role in the major hydrocarbon basins in the U.S.: The Permian (West Texas), The Anadarko (Oklahoma), Williston and Baken (North Dakota), Arkoma (Arkansas, Oklahoma) and Marcellus (Pennsylvania)



Source: Company

ET VALUATION CONSIDERATION

Despite the 163% rise in ET shares since 2021 (versus 51% for SPX), the company's capital structure trades at a discount to the market and its Master Limited Partnership (MLP) peers

ET Stock Price



Source: Bloomberg

MLP EV/EBITDA*



Source: Bloomberg
*Note: S&P500 Index trades at approximately 16x EBITDA

ET vs Comparable MLP Bond Issuers

Ticker	Coupon	Rating	Price ($)	Yield (%)	Spread
ET	5.60	Baa2/BBB	101.28	5.4	121
WES	6.15	Baa3/BBB	103.62	5.6	142
ENLC	5 ⅞	Ba1/BBB-	99.04	5.6	153
TRGP	6 ⅞	Baa3/BBB	104.48	5.5	121
KMI	7 ¾	Baa2/BBB	114.22	5.4	123
MPLX	4.95	Baa2/BBB	97.05	5.4	143
WMB	4.65	Baa2/BBB	96.42	5.1	92
PAA	3.80	Baa3/BBB	92.68	5.2	103
		Comparables Average		**5.4**	**125**

Source: Bloomberg
Note: Comps are pari passu Sr. Unsec. Bonds

ET vs. Alerian MLP ETF (AMLP)

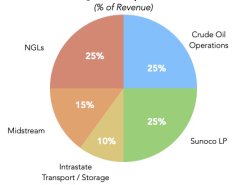
	AMLP	ET	Δ
Dividend Yield	7.0%	7.8%	-0.8%
Price / Earnings	13.6x	13.6x	0.0x
Price / Cash Flow	6.0x	5.3x	0.7x
Price / Book Value	3.1x	1.8x	1.3x
Debt/Equity	234%	179%	55%
Return on Equity	21.2%	12.5%	8.7%

Source: Bloomberg
Note: AMLP includes 12.7% weighting of ET shares

COMPANY DESCRIPTION

Energy Transfer LP (ET) transfers natural gas and other energy resources through its massive network of US-based pipelines. The primary activities in which the company is engaged, which are in the US, and the operating subsidiaries through which it conducts those activities are natural gas midstream and intrastate transportation and storage, crude oil, NGL, and refined products transportation, terminalling services and acquisition and marketing activities, as well as NGL storage and fractionation services. In addition, Energy Transfer owns investments in other businesses, including Sunoco LP and USAC. Energy Transfer was formed in 1996 and became a publicly traded partnership in 2004. **Importantly, the earnings stream of ET is 90% from fee-based contracts with 10% resulting from commodity and spread exposure.**

Segment Exposures
(% of Revenue)



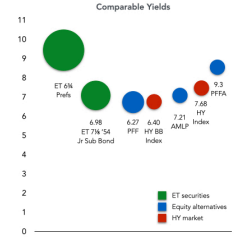
Crude Oil Operations	Provide transportation via pipeline and trucking, terminailling and acquisition/marketing services throughout the US
Sunoco LP	Engaged in the distribution of motor fuels to commercial customers and retail sites
NGLs	Store and execute acquisition and marketing activities that provide access to multiple NGL markets
Midstream	Natural gas / NGL pipelines and facilities integrated into its intrastate transportation and storage assets
Intrastate Transport/Storage	Owns and operates approximately 11,600 miles of natural gas transportation pipelines

Source: Company, Bloomberg

SECURITY ANALYSIS

ET Series F 6¾% Preferred Shares Relative Value vs. Comparable Income Alternatives

Comparable Yields



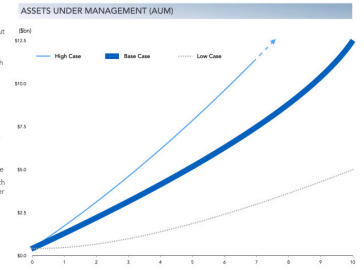
Selected Comp Commentary

Security	Description	Vs. ET 6¾ Prefs
ET 7.125 10/01/54 Jr. Subordinated Bonds	• Baa3 / BB+ • Callable semi-annually beginning 7/1/29	• Rated one notch better by Moody's, same by S&P • One notch above prefs in capital structure • Thin layer in capital stack implies similar recovery to prefs in adverse scenario • Higher duration • No floating rate coupon protection
PFF	• iShares Preferred and Income Securities ETF • Largest Preferred Stock ETF at $14.5bn mkt cap	• BB+ implied rating equal to that of ET Prefs • Trades 100bp tighter than ET 6¾ YTC • 60% Financial sector exposure
PFFA	• Virtus InfraCap U.S. Preferred Stock ETF • Mkt Cap = $1bn	• B- implied rating • Duration = 5.8 • 56% Financial Sector exposure 32% of which is REITs • 30% leverage
AMLP	• Alerian MLP ETF • Mkt cap = $9.1bn	• Concentrated portfolio of 10 holdings • Like yield to that of ET 6¾ while assuming equity volatility
High Yield	• Bloomberg U.S. Corporate HY Index	• Aggregate Index rating of mid-single B only trades +39bp to ET 6¾ BB+ rated pref YTC • Duration of 3.4 = less than one year to 6¾ pref call • ET 6¾ Pref yields + 90bp to the HY BB index (rated one notch lower at BB flat)

ASSETS UNDER MANAGEMENT (AUM)

Goal: Create a world class credit business with north of $10bn AUM within 10 years

- Target minimum launch size of $500-1,000mm GBV
  - Size allows for full product rollout and operational efficiency
  - Minimal professional resource requirements required for launch
  - Significant enough scale to establish immediate relevance with counterparties
- The launch and evolution of AUM will depend on the following key variables:
  - Ability to leverage relationships into credit allocations
  - Shift in broader investment allocations to active from passive
  - Increase in market volatility which creates the expectation of higher credit market returns
  - Ability to organically grow dedicated product sleeves
  - Demonstrable attractive risk-adjusted returns



SUMMARY FINANCIALS

Market Data

Ticker:	ET (NYSE)
Stock Price:	$16.25
Mkt Cap:	$54.8bn
TEV:	$107.2bn

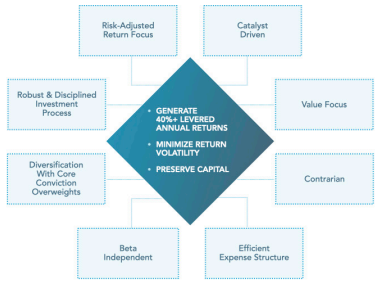
Recent Developments

- Feb 2024 Fitch upgraded the Sr. Unsecured debt rating of ET to BBB stable to match that of S&P
- February, May and June Preferred Share calls
- Q1 earnings beat and guidance upgrade to 2024 revenue and EBITDA targets
- May $3.1bn acquisition of WTG Midstream

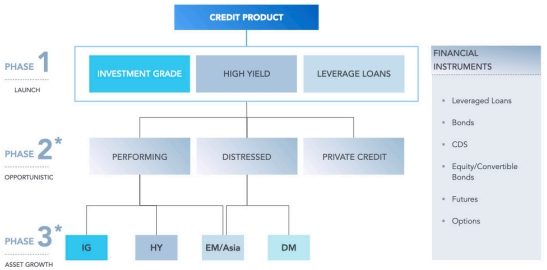
	Historical					Projected	
($bn)	2020	2021	2022	2023	LTM	2024E	2025E
Revenue	38,954	67,417	89,876	78,586	81,220	96,684	106,000
EBITDA	10,531	13,046	13,093	13,698	14,145	15,200	16,100
Distributable Cash Flow	5,741	8,219	7,447	7,578	7,970	9,400	9,700
Pref Divs	1	288	317	464	484	300	275
Total Debt	51,438	49,702	48,262	52,388	—	53,676	50,000
Shareholders Equity	31,388	39,345	40,659	43,939	—	45,085	45,497
Total Assets	95,144	105,963	105,643	113,698	—	118,746	119,77
Adj. Debt/EBITDA	5.9x	4.8x	4.7x	4.8.x	4.5x	4.3x	3.6x
Adj. DCF/Pref Divs*	N/A	20x	16x	10x	10x	21x	24x

*Adj. DCF = Distributable Cash Flow less interest expense and income taxes
Sources: Company, Bloomberg, Morgan Stanley

VISION



CREDIT PRODUCT STRUCTURE / FINANCIAL INSTRUMENTS



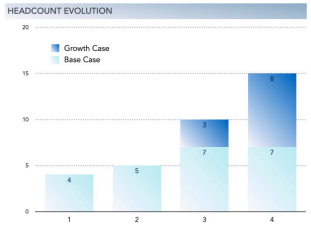
FINANCIAL INSTRUMENTS

- Leveraged Loans
- Bonds
- CDS
- Equity/Convertible Bonds
- Futures
- Options

* Note: The expansion and execution of Phases 2 and 3 are likely to overlap and the specific order of development will be dependent on the following: 1) market opportunity; 2) investor demand; 3) talent availability; 4) firm asset diversification/optimization.

PERSONNEL

- Efficient launch with 3 personnel
  - PM
  - Operations
  - Admin
- Year 2: add Portfolio Strategist
- Year 3: resource additions are return/AUM/ investor dependent
  - Base case requires 2 additional Portfolio Strategists + Credit Execution Capability
  - Upside case: significant AUM growth/product expansion/product specialization requires up to 3 additional professional personnel
- Year 4: Grow or Shrink
  - Degree of success and future path of the credit product will have been determined by year 3 leading into year 4
  - Expectation is for continued growth and personnel expansion to 15+
  - In the unlikely scenario where product consolidation is required, the group headcount could be reduced to 3-5



FOUNDER AND BUILDER OF INVESTMENT BUSINESSES

25 years of building successful businesses in the investment, sales, and trading industries

Morgan Stanley

EUROPE ($mm)

	Phase 1:	Phase 2:
Headcount	5 → 18	19 → 200
Capital	$25 → $500	$500 → $10,000
Revenue	$5 → $125	$125 → $1,000

ASIA / EM ** ($mm)

Headcount	5 → 50
Capital	$100 → $750
Revenue	$10 → $125

INTERNATIONAL

Headcount	250
Capital	$11 bn+
Revenue	$1.25 bn+

MOORE CAPITAL MANAGEMENT, LP

GLOBAL

Headcount	0 → 4
Capital	$250 → $750mm
Revenue	$0 → $70mm

SEGANTII

GLOBAL

Headcount	0 → 3
Capital	$500 → $550mm
Revenue	$0 → $25mm

Special Situations

Borussia Dortmund recapitalization, Nordex new debt plus debt for equity exchange, MyTravel debt and post-reorg equity, German midstream loan to own situations

Courts UK liquidation, Old Style European Bank Tier 1 Capital and Structured Notes, SME Direct Lending / Securitization, Italian Consumer NPL Portfolios

Various mezzanine loans w/ warrants for China SMEs, Thai corporate NPL portfolios, Dubai distressed investments in DP World, Jafza, Atlantis 2nd lien

Greek sovereign and bank bonds, Irish Natmal Management Agency Sub Notes, Cairn Homes pre-IPO investment, US distressed energy ABLs/ Leveraged loans/Bonds

Greenfire private placement debenture plus $0.01 warrants, Southeastern Grocers post-reorg equity, various illiquid public and privately placed energy sector preferred shares, distressed wireline sector secured/ unsecured bonds, Bausch capital stack

Note: PLCM is a self-managed, private family office, hence data is undisclosed.

apicha
community health center

Behavioral Health Services

Apicha CHC helps patients meet their behavioral health needs, whether in-house or in the community.

The services provided include the following:

+ Psychosocial assessments to determine behavioral health needs
+ Short term counseling to address these needs
+ Psychiatric evaluations and medication management
+ Referrals for specialized services
+ Crisis intervention services

apicha
community health center

Dental Care Services

Apicha CHC's new Jackson Heights Dental Clinic cares for your oral health and quality of life.

We offer preventative and problem-focused dental service::

+ Routine comprehensive exam of the teeth, gums, throat and bones around the mouth
+ Emergency dental care
+ Dental cleanings
+ Restoration (Fillings)
+ Root canals
+ Crown & Bridge
+ Dentures
+ Whitening (Teeth bleaching)
+ Prenatal Dental Care
+ Referrals to other specialists

apicha
community health center

HIV Specialty Care

At Apicha CHC, all our medical providers also specialize in HIV care. Your dedicated provider will take care not only of your HIV health needs, but your overall health.

We offer the following HIV Specialty Care services:

+ Medical Care
+ Behavioral Health Services
+ Nutrition Services
+ Case Management Services
+ Language Assistance

apicha
community health center

Pediatrics

Apicha CHC is committed to providing competent, all-encompassing high-quality pediatric care.

We offer the following pediatric services:

+ Primary care for patients up to 21 years of age
+ Regular check ups
+ Well-child visits
+ Immunizations
+ Nutrition counseling with registered dietician (By appointment)
+ Referrals to pediatric specialists

apicha
community health center

PrEP/PEP Services

At Apicha CHC, we offer comprehensive PrEP and PEP services in a culturally competent and inclusive space:

+ Consultation for PrEP and PEP
+ Prescriptions and refills for PrEP and PEP
+ Care Navigation
+ Routine HIV screening and testing
+ Assistance with insurance enrollment

apicha
community health center

Women's Health Services

We provide culturally competent, low-cost quality services in an inclusive space to everyone, regardless of gender identity or sexual orientation.

Primary Care

+ Regular check-ups for diabetes, cholesterol and blood pressure
+ Pap Smear/Pelvic Exam
+ Breast/Chest Exam
+ STD Screening
+ HIV Prevention (PrEP/PEP)
+ HPV Vaccine
+ Mammogram Referrals

Reproductive Care

+ Pregnancy Testing
+ Emergency Contraception
+ Oral Contraception
+ Long-Acting Reversible Contraceptives:
  - Nexplanon
  - IUD
  - Depo
  - Nuva Ring
  - The Patch
+ Family Planning
+ Pre-Conception Counseling

apicha
community health center

Primary Care Services

At Apicha CHC, you'll receive comprehensive, coordinated, ongoing medical care.

This means:

+ You will have your own Medical Provider who understand you and your health care needs.
+ Regular check-ups for diabetes, cholesterol, and blood pressure.
+ Necessary vaccines and cancer screenings/check appropriate for you.
+ Treatment for sudden/short-term and long-term diseases and illness
+ Medication/medicine prescriptions and cost reductions, assistance with prior authorizations, and use of our on-site pharmacy.
+ Screening/check for feelings of fear and worry, and if needed, you can see our on-site Behavioral Health Specialists.
+ We can help you with quitting smoking, weight management/losing weight, and nutrition.
+ Referrals to specialists, if necessary.

apicha
community health center

Transgender Health Services

We provide culturally competent, low-cost quality services in an inclusive space to everyone, regardless of gender identity or sexual orientation.

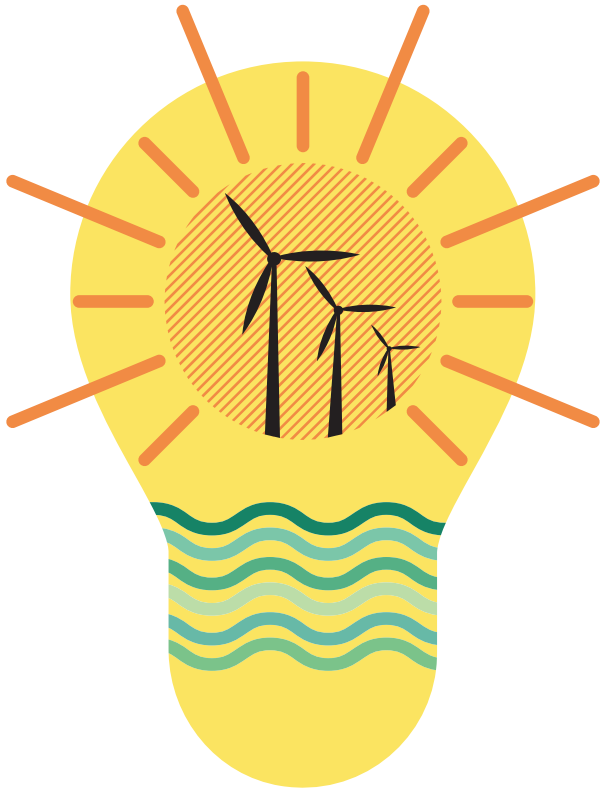
+ Personalized Primary Care
+ Routine Check-Up and Immunization
+ Initiation and Maintenance of Hormone Therapy
+ Short-Term Mental Health Services
+ Assistance with Social Services (Name change, legal documents, etc.)
+ Access to PrEP/PEP
+ Health Insurance Enrollment
+ Gender-affirming Surgery Referrals



IN GEARS

RSJ IN-GEARS

RSJ IN-GEARS



BRIGHTER FUTURE ADVISORY SERVICES

Microsoft

CSO Modern Life Management
FY23 Walking Deck



FY22 Walking Deck can be found here

Overview
Walking Deck

Purpose

The Walking Deck exists to **create clarity**. It is a single file, **always up to date**, and contains the latest information, guidance and resources to **support our team**.

How to Use

Bookmark or pin the Walking Deck for easy navigating. Use as the first point of reference when you have a query or need for information relating to our team.

Get in Touch

Have questions, information look incorrect, or a question not covered? **Please reach out to Lee Williams**.

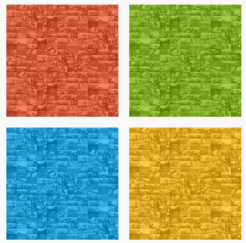
Microsoft

Part 1
FY23 Purpose, Strategy, & Priorities



FY23 Microsoft Mission

Empower every person and every organization on the planet to achieve more



FY23 CSO Strategies

Modern Life

Help people make the most of their time within 4 focus areas: organize your life, protect what's important, connect with others, and bring out your best.

Gaming

Put the players at the center of the Xbox ecosystem to enable you to play the games you want, with the people you want, anywhere you want.

Omni-channel

Influence the design of unique Microsoft experiences with partners and empower consumers to seamlessly discover, learn and buy however they choose

FY23 Surface Consumer Priorities

VISION

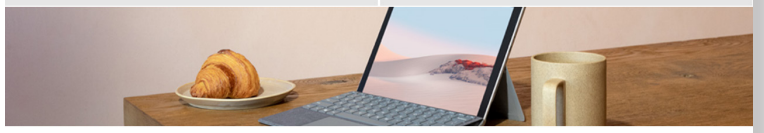
Drive growth for the Windows ecosystem by delighting customers with innovative, inspiring designs

GOALS

- ST Revenue
- ST Units

PLAN

- Deliver Differentiated Channel Plans
- Execute with Excellence Through the Funnel
- Drive Conversion through Programs & Unique Offers



FY23 M365 Priorities

VISION

Help individuals and families make the most of their time, stay connected and protected, and bring out their best

GOALS

- Grow Subscribers 68M (end of period)
- Grow ST Revenue $6B +11% YoY

PLAN

- Maximize Attach 58% Total Attach
- Grow AR Retail mix 20% YoY
- Grow Web Direct GAs 5.5M +8% YoY
- Create new on-ramps 690K New Subs



FY23 Direct Business Operations Priorities

VISION

Build operational excellence to serve our business customers via optimized sales operations, robust system automation, and advanced analytics and insights.

GOALS

- 5-day SLA
- Zero Compliance Incidents

PLAN

- Operate with excellence
- Automate processes
- Scale business operations



The Road to FY24 – Modern Life

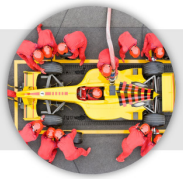
FY24 Strategy



Plan the Work



Team Readiness



FY23 Culture Plan Our Principles

Culture Team

A culture team made up of sub-teams aligned with each of culture initiatives.

Each team members include the work as part of their core priorities.

Listen

We listen and collect feedback regularly through monthly Team Pulse, Employee Signals, Listening Lounges, and through Manager 1:1s.

Collaborate

Plans and initiatives are co-created by the full team – by the team, for the team.

Meet Monthly

The Culture Team meets monthly to continuously evolve and optimize our culture plan.

The Culture Team, shares and engages with the full Category Management team on topics at our monthly All Hands.

Celebrate

We celebrate progress, and we have fun along the way.