

Paul Hansen, Morgan Stanley Smith Barney

As a Financial Advisor with Morgan Stanley Smith Barney, Paul has over 25 years experience in financial services. He received his MBA from Rutgers University prior to earning his many certificates including: Certified Financial Planner, (CFP), Charter Financial Consultant, (ChFC), Chartered Advisor in Philanthropy, (CAP), Certified Specialist in Planned Giving, (CSPG) and Chartered Life Underwriter, (CLU).

Paul has a diverse background in financial and estate planning as he has worked at Lutheran Brotherhood, Fidelity Investments and Merrill Lynch Trust Company prior to coming to Morgan Stanley Smith Barney in 2000. At Merrill Lynch, he was Senior Philanthropic Consultant assisting Financial Advisors design charitable strategies for their clients. Currently, as a member of The HTC Group at Morgan Stanley Smith Barney, <http://fa.smithbarney.com/thehtcgroup/>, he manages endowments, charitable trusts, and gift annuity programs for several national and regional non profits and assists nonprofit organizations with case design for their planned giving donors. Paul has also been a speaker at the national AFP conference and many local chapters around the country. Additionally, he spent 12 years hosting, and co-producing, a cable show he created, *You and Your Money*, which was broadcast throughout New Jersey.

Paul is also an active participant in his community as member of the Society of Financial Service Professionals, board member of the NJ Chapter of the Association of Fundraising Professional, (AFP), board member of the Gift Planning Council of New Jersey, (NJ Chapter of the Partnership for Philanthropic Planning), and an Advisory Trustee of the Sigma Pi Educational Foundation, currently serving as the co-chair of the Development Committee and chair of the Capital Campaign Feasibility Initiative. Paul has his BS in Civil Engineering from Valparaiso University.