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**From:** Paul Morris  
**Sent:** Tuesday, November 10, 2015 2:03 PM  
**To:** Chip Packard  
**Subject:** RE: Southern Financial [C]

Classification: **Confidential**

This can wait a few days thanks

Paul Morris  
Managing Director  
Deutsche Bank Private Bank  
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**From:** Chip Packard  
**Sent:** Tuesday, November 10, 2015 1:23 PM  
**To:** Paul Morris  
**Subject:** RE: Southern Financial [C]

Classification: **Confidential**

Thanks, I am sandwiched today and this needs immediate attention so please take up with Gallivan and keep me in the loop. I am not as confident though that we can handle this through investor sales and you guys as this is non-advised business. Let's think this through carefully.



**Chip Packard**  
Managing Director | Co-Head, Wealth Management Americas

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**From:** Paul Morris  
**Sent:** Tuesday, November 10, 2015 11:09 AM  
**To:** Chip Packard  
**Subject:** Southern Financial [C]

Classification: **Confidential**

JE called, he requested coverage change, not working with DS, before I reach out to Todd wanted to discuss, between new investor sales/me /Stew we should be able to cover and increase flow business.