

Subject: FW: Southern Financial [C]
From: Paul Morris <[REDACTED]>
Date: Tue, 10 Nov 2015 19:29:28 -0500
To: Andrew Gallivan <[REDACTED]>

Consistent with what we discussed last week look forward to discussing thanks

-----Original Message-----

From: Chip Packard
Sent: Tuesday, November 10, 2015 02:32 PM Eastern Standard Time
To: Paul Morris
Subject: RE: Southern Financial [C]

> Classification: Confidential

Please start with Andrew as we should address this soon. I can follow up with you guys Thursday/Friday. Thanks.

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

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New York, NY, 10154-0004
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Securities offered through Deutsche Bank Securities, Inc.

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

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.

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

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Securities offered through Deutsche Bank Securities, Inc.

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.

Paul Morris

Managing Director

Deutsche Bank Private Bank

