

Subject: Fw: hf strategy [I]
From: Chip Packard <[REDACTED]>
Date: Fri, 24 Jan 2014 10:34:31 -0500
To: Arnaud De-Servigny <[REDACTED]>

Classification: For internal use only

(Embedded image moved to file: pic26437.gif)

Chip Packard
Co-Head, Wealth Management Americas

Deutsche Asset and Wealth Management
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----- Forwarded by Chip Packard/db/dbcom on 01/24/2014 10:33 AM -----

From: Lawrence Weissman/db/dbcom

To: Chip Packard/db/dbcom@DBAmericas,

Cc: "Bernard Abdo" <bernard.abdo@db.com>, Benjamin Pace/db/dbcom@DBAmeric
as

Date: 01/23/2014 07:34 PM

Subject: Re: hf strategy [I]

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Let's catch up tomorrow to discuss.

----- Original Message -----
From: Chip Packard
Sent: 01/23/2014 06:34 PM EST
To: Lawrence Weissman
Cc: Bernard Abdo; Benjamin Pace

Subject: Re: hf strategy [I]
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Yes, I do as well but that's not what I'm writing about. Do you think it's a good idea to send out a weekly email progress update on books out and commitments?

Chip Packard
Managing Director
Co-Head, Wealth Management Americas
Deutsche Asset and Wealth Management
[REDACTED]
[REDACTED]

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----- Original Message -----
From: Lawrence Weissman
Sent: 01/23/2014 06:31 PM EST
To: Chip Packard
Cc: Bernard Abdo; Benjamin Pace
Subject: Re: hf strategy [I]
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We all agree this is an excellent offering.

----- Original Message -----
From: Chip Packard
Sent: 01/23/2014 05:56 PM EST
To: Lawrence Weissman
Cc: Bernard Abdo; Benjamin Pace
Subject: Fw: hf strategy [I]
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I think something like this is a great idea and that it could come from you. I would feel comfortable sending to all private bankers a list by team of books out and commitments each week. This will increase focus on the offering and pull in your team more closely. Assuming you agree, let's develop it with Bernard's team.

Chip Packard
Managing Director
Co-Head, Wealth Management Americas
Deutsche Asset and Wealth Management
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----- Original Message -----
From: Paul Morris
Sent: 01/23/2014 10:45 AM EST
To: Chip Packard
Subject: Re: hf strategy [I]
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sending out a lot SOF III presentations, just a thought but we used to at JP send around every several days to the bankers a list of every client/prospects that say was invited to a managers lunch or got the materials with status with indications (soft/committed etc with totals) kept folks very focused on the offering, this is a good one

Paul Morris

Managing Director
Deutsche Bank Private Bank
345 Park Avenue, 27th Floor
New York, NY 10154
Office: [REDACTED]
Cell: [REDACTED]

From: Chip Packard/db/dbcom
To: Paul Morris/db/dbcom,
Date: 01/22/2014 09:39 PM
Subject: Re: hf strategy [I]

Very exciting day Paul. It is all coming together.

Sent from my iPad

On Jan 22, 2014, at 6:37 PM, "Paul Morris" <[REDACTED]> wrote:

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Sure thing, a few things from today, had breakfast with randy russell this week, spoke today, sounds like charlie wants to move forward with smaller loan and I should be getting a call, Leon should be opening up trading accounts very soon per epstein call today, and laura farischon is working on due diligence on taking a piece of upsize to gottesmans art facility, say 50-100.

From: Chip Packard
Sent: 01/22/2014 09:18 PM EST
To: Paul Morris
Subject: Re: hf strategy [I]

Thanks for the update.

Sent from my iPad

On Jan 22, 2014, at 7:58 AM, "Paul Morris" <[REDACTED]> wrote:

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Diego and i were scheduled to meet yesterday to get started he now
can meet Friday, i'll get started on parts of it until we meet.

Paul Morris

Managing Director

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345 Park Avenue, 27th Floor

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