

**Cc:** Morgan Byrd  
**Subject:** Re: rev discrepancy [C] [I]

Understood, would definitely like to understand how that happened so we can be sure the other numbers are correct.

Thank you.

On Oct 23, 2015, at 10:34 AM, Andrew Gallivan <[REDACTED]> wrote:

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JJ,

Morgan is correct from an NNA perspective on how this works. I am more concerned about the negative since there does not appear to be any asset outflows

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**From:** Jj Litchford  
**Sent:** Friday, October 23, 2015 10:25 AM  
**To:** Morgan Byrd  
**Cc:** Andrew Gallivan  
**Subject:** Re: rev discrepancy [C] [I]

I was an integral part of winning that business and think the team should still get credit.

Where specifically is the negative revenue coming from?

On Oct 23, 2015, at 10:20 AM, Morgan Byrd <[REDACTED]> wrote:

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JJ,

The \$5MM was brought in by Ed Finley and although the account was transferred to Paul Morris, Paul does not get credit for assets booked prior to taking over the account. Paul will get credit for business that is booked while the account is under him. Please let me know if you have any additional questions.

Thank you,

<image001.gif>

**Morgan Byrd**  
Associate

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Securities offered through Deutsche Bank Securities Inc.

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