

Below are the notes from today's account planning session. Please feel free to add on to the below.  
Thanks.

**Deering/Crosby:**

- Pitched structured notes in the past, but the client did not have interest
- Sell puts on a quarterly basis with DB collecting premium
- Stew Oldfield and Frank DeBenedittis to increase coverage and wallet sharing for this relationship
- Frank DeBenedittis to follow up and see what can be done from an RIA perspective

**Dzialga/General Atlantic:**

- Mark Dzialga KCP east adopted client
- General Atlantic focus is on semi-structured yielding
- There is more diversity on an individual level
- Stewart Oldfield to contact the clients for a relationship review and make introductions with Michael King
- Stewart Oldfield to attempt to get deposits and pitch Partner Capital Lines with Laura Farischon

**Elysium:**

- Major focus on private investments and structured lending
- Stewart Oldfield to take a look into the Leon and Debbie Black Foundation
- Stewart Oldfield to set up an investment meeting with KCP/PB/Lending

**Jockey Club:**

- Major opportunity to increase deposits with this relationship and open DB AG and CD accounts
- Brian Harrington, Frank DeBenedittis and Stewart Oldfield are currently working on investable opportunities within ISG

**Lindemann:**

- Adam Lindemann and George Lindemann Jr are the family members in which we maintain a relationship with
- Stewart Oldfield and Laura Farischon to take a look at Adam's balance sheet to see if there is a potential lending opportunity
- George Jr, is in Commercial Real Estate and could be a possible candidate for refinancing (Global Markets) and potential SWAP
- Stewart Oldfield to follow with George on potential lending and SWAP.

**Safanad:**

- Stewart Oldfield to set up a meeting and introduce asset class specialists and Chris Partridge from aviation financing to the client
- There could be a global markets specialty real estate opportunity and investment/lever up for this relationship as well

**Southern Financial:**

- Mr. Epstein has the potential to introduce DB to other potential clients that are KCP adoptable
- Stewart Oldfield to follow up with the client on bringing in more deposits (DB AG)
- Josh Shoshan to increase trading with multiple accounts and KCP as a whole