Subject: FW: IWP activation of onboarded clients [I]
From: Ian Salters <█████████████████>
Date: Mon, 25 Feb 2019 15:15:34 -0500
To: Alan Brody <████████████████>

FYI

From: Ian Salters
Sent: Monday, February 25, 2019 2:46 PM
To: Thomas Klemm <████████████████>
Cc: Julia-C Vetter <████████████████>; Ian Salters <████████████████>
Subject: IWP activation of onboarded clients [I]

Thomas this is the present onboarding situation for both GM & WM. There are daily discussions between the desk and Nina in JAX on priorities, she interacts with both the GM & WM onboarding teams. Once we experience any issues with COB JAX, RM's etc. we will immediately elevate to you (we are working on implementing an elevation procedure).

WM:

·   21 accounts review (3 high priority, 4 medium & 14 low priority)

·   3 High priority:

Ø 2 cases are with COB JAX to review documentation that client has submitted - 15th Feb

Ø 1 case split into 3 accounts (2 with COB JAX & 1 with Banker to review) – 22nd Feb

GM:

·   21 accounts under review (7 High priority, 6 Medium, 8 low)

·   7 High priority

Ø 5 cases require further client feedback, with COB JAX reviewing what they can — 21st Feb

Ø 1 case is new and waiting a list of requirements from COB JAX

Ø 1 case is amending the ISDA, awaiting feedback from COB JAX.

Onboarded in 2019 (YTD revenue ~EUR30k)

·   4 WM accounts

·   8 GM accounts

Regards

Ian

From: Thomas Klemm
Sent: Monday, February 25, 2019 9:32 AM
To: Patrick Campion <​███████████████████████>
Cc: Ian Salters <​████████████████████>
Subject: RE: IWP activation of onboarded clients [I]

Hi Ian,

can you pls provide the status of the current list and the iWP activities to get the accounts opened. As agreed, this list resides with IWP.

Best,

T

From: Patrick Campion
Sent: Montag, 25. Februar 2019 09:30
To: Thomas Klemm <█████████████████████>
Subject: FW: IWP activation of onboarded clients [I]

Who on our team can give me a status on the IWP accounts that have delayed account opening? See below.

Sent with BlackBerry Work
(www.blackberry.com)

From: Fabrizio Campelli <███████████████████████████>

Date: Monday, Feb 25, 2019, 8:26 AM

To: Patrick Campion <██████████████████████>, Lok Yim <███████████████>, Claudio de Sanctis <████████████████████>

Subject: FW: IWP activation of onboarded clients [I]

Classification: For internal use only

Gents

This seems like a no-brainer measure to try and drive more IWP activity with 71 high potential clients.

How can I help to make this happen?

Thanks

-f

From: Sandra Wirfs
Sent: 25 February 2019 13:03
To: Fabrizio Campelli <██████████████████████>
Subject: IWP activation of onboarded clients [I]

Classification: For internal use only

Not sure if you have seen this really good analysis done by IWP on onboarded
clients without revenues, which answered the questions from the MRMs on how
to activate more IWP clients / pipeline.

Big opportunity one would hope.

{cid:image001.png@01D4CD12.D37F2EA0}