

Subject: RE: Client tidy up [I]  
From: Ian Salters <[REDACTED]>  
Date: Wed, 12 Jun 2019 15:24:15 -0400  
To: Liam Osullivan <[REDACTED]>  
Cc: Davide-A Sferrazza <[REDACTED]>, Ian Salters <[REDACTED]>

Classification: For internal use only

Liam

I have included Davide's comments and as such can you please cast your eye over one last time. Anything listed as an IWP Client should have an IWP Adoption Package.

Thanks

Ian

From: Davide-A Sferrazza  
Sent: Sunday, June 09, 2019 5:29 PM  
To: Ian Salters <[REDACTED]>; Liam Osullivan <[REDACTED]>  
Subject: RE: Client tidy up [I]

Classification: For internal use only

I took a look through and added comments where I had them.

Thanks,  
Davide

From: Ian Salters  
Sent: Thursday, June 06, 2019 4:50 PM  
To: Davide-A Sferrazza <[REDACTED]>; Liam Osullivan <[REDACTED]>

Subject: FW: Client tidy up [I]

Classification: For internal use only

Sorry to be a pain but can you guys have a look at this and advise. Next week is fine. Ian

From: Ian Salters  
Sent: Wednesday, May 29, 2019 11:07 AM  
To: Davide-A Sferrazza <[REDACTED]>; Liam Osullivan <[REDACTED]>  
Cc: Ian Salters <[REDACTED]>  
Subject: Client tidy up [I]

Classification: For internal use only

Gents

Trust you are both well, as part of the IWP Package remediation and as an attempt to address a concern of the DCO team, I have gone through over 7,000 line items in dbForce to identify who should be tagged as IWP Clients / Leads and which clients need to be removed. I have then cross reference this against the file we worked on with Josh to identify which clients had IWP Packages and which ones did not. So in the scrub file, it highlights:

- Who are IWP clients or Leads;
- Who has a package (client) and who does not (lead).

You can ignore the PM Qualified tags as this relates to Private Markets. Can you quickly (and I would not waste too much time) cast your eye over the SCRUB file to see if I have missed any clients off or missed any packages. The file I got from Josh was from December so we may have some extra ones.

Kind regards,  
Ian Salters

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{<https://brandportal.intranet.db.com/img/modules/logogrey.gif>}

Ian Salters  
COO Americas - Institutional Wealth Partners

DB Securities Inc  
Deutsche Bank Wealth Management  
345 Park Avenue, 10154-0004 New York, NY, USA  
Tel. [REDACTED]  
Mobile [REDACTED]  
Email [REDACTED]

Visit us: <http://deutschewealth.com>

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