

Subject: FW: Client event: Frieze LA - Invitations now available [C]  
From: Stewart Oldfield <[REDACTED]>  
Date: Mon, 26 Nov 2018 19:22:58 -0500  
To: Sarah Rafferty <[REDACTED]>  
Cc: Bradley Gillin <[REDACTED]>  
Richard Iarossi <[REDACTED]>  
Monica Gilkinson <[REDACTED]>  
Bcc: [REDACTED],  
[REDACTED]

Over-inviting as usual. My guess is I will have 5-10 clients/prospects there.

Thanks

From: WMMarketing Americas [mailto:[REDACTED]]  
Sent: Monday, November 26, 2018 3:21 PM  
To: [REDACTED]  
[REDACTED]  
Cc: Melissa Pressley <[REDACTED]>; Ana A Zamora <[REDACTED]>; Bernadette Reyes <[REDACTED]>; Sarah Rafferty <sarah.rafferty@db.com>  
Subject: Client event: Frieze LA - Invitations now available [C]

Classification: Confidential

As you are aware, the launch of Frieze LA is scheduled for Feb 14-17 at Paramount Studios and will give us a great opportunity to build our West Coast presence. In terms of size, it will be about half the size of Frieze NY.

We have so much interest that we are not concerned about using all our tickets but we would like to make sure we use them as an opportunity to get to top prospects (especially prospects WM would like to meet), CIBs top clients and prospects, and leveraging our partners for their best connections for new prospects (Frieze, Endeavor, LUX, Merkle etc as well).

Similar to the NY and London fairs, we have the ability to organize visits for groups that we want to expand our relationship (e.g. such as an influential arts board from LA, SF or Seattle).

As previously mentioned, the fair size in LA is significantly smaller in size and number of galleries in relation to both London & New York.

Please note below ticket numbers allocated by time (11am or 2pm). We will provide more detailed information when we receive it from Frieze.

### Nomination, Invitation and RSVP process

Nominations can be submitted using the attached template. Please submit your nominations to Sarah by Friday, November 30. At that time, we will review with management and invitations will be distributed.

Invitations will be electronic only.

RSVPs will be managed through a registration system, Eventogy. This new online system (same used for Frieze London) has a different look and feel, and should provide a much better client experience.

### Ticket structure & allocations

Following the success of two VIP days in New York and London, the Frieze team will continue this format in Los Angeles: Preview Day – Thursday, February 14 (Valentine's Day) and Preview & Private View – Friday, February 15. Public Days, Saturday February 16 and Sunday, February 17.

### Compliance

As long as you are not aware of any potential issues and the client meets the below criteria, entering in Compliance for approval can occur when they

confirm attendance. If you have any questions or concerns, please contact the ABC group directly.

Concur ID

USD pp cost

Ticket allocaton

Frieze Los Angeles

Dinner or Reception & Preview

3VRH

\$430.00

60

Preview

3VRJ

\$230.00

11am - 95

2pm - 95

Private View

3VXV

\$230.00

11am – 125

2pm - 125

Day ticket

3VRL

\$145.00

225

<https://www.concursolutions.com/Expense/Request/default.asp>

Criteria:

- Invitees should be limited to the wealth management client (or prospect) and/or their family members
- No sensitive counterparts (including public officials, regulatory agencies, etc.)
- DB payment of client travel & accommodation is not permitted
- Pending business at the time of invite is not permitted (i.e. specific discussions pertaining to investment type and amount have occurred and decision or action is pending with client, or discussion on moving assets from bank x to DB).
- Prospective business is ok – general relationship building.

Please contact Sarah Rafferty if you have any questions. Thank you.

{cid:800B3086-E6B1-464A-83C1-C22D037DB24E@lan}

Marketing, Wealth Management–Americas

EFTA01425358

Deutsche Bank Wealth Management

Sarah Rafferty, Head ( [REDACTED] )

Melissa Pressley [REDACTED]

Bernadette Reyes [REDACTED]

Ana Zamora [REDACTED]

deutschewealth.com

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