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----- Original Message -----

From: Lawrence Weissman
Sent: 01/23/2014 06:31 PM EST
To: Chip Packard
Cc: Bernard Abdo; Benjamin Pace
Subject: Re: hf strategy [I]

Classification: For internal use only

We all agree this is an excellent offering.

----- Original Message -----

From: Chip Packard
Sent: 01/23/2014 05:56 PM EST
To: Lawrence Weissman
Cc: Bernard Abdo; Benjamin Pace
Subject: Fw: hf strategy [I]

Classification: For internal use only

I think something like this is a great idea and that it could come from you. I would feel comfortable sending to all private bankers a list by team of books out and commitments each week. This will increase focus on the offering and pull in your team more closely. Assuming you agree, let's develop it with Bernard's team.

Chip Packard
Managing Director
Co-Head, Wealth Management Americas
Deutsche Asset and Wealth Management
[REDACTED]

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----- Original Message -----

From: Paul Morris
Sent: 01/23/2014 10:45 AM EST
To: Chip Packard
Subject: Re: hf strategy [I]

Classification: For internal use only

sending out a lot SOF III presentations, just a thought but we used to at JP send around every several days to the bankers a list of every client/prospects that say was invited to a managers lunch or got the materials with status with indications (soft/committed etc with totals) kept folks very focused on the offering, this is a good one

Paul Morris
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From: [REDACTED]
To: [REDACTED]
Date: 01/22/2014 09:39 PM
Subject: Re: hf strategy [I]