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**From:** Chip Packard [REDACTED]  
**Sent:** 6/18/2014 8:00:25 AM  
**To:** Andrea Tapia [REDACTED]  
**CC:** Kimberly Hart [REDACTED]; Haig Ariyan [REDACTED]; Russell-W Johnson [russell-REDACTED]  
**Subject:** RE: Client Tiering [C]  
**Attachments:** Top 50 WM Relationships - 2014 May.xlsx; pic18413.gif; pic17259.gif; pic05105.gif; pic00141.gif; pic27290.gif; pic32130.gif; pic28559.gif; pic32587.jpg; pic11226.jpg; pic10903.jpg; pic06675.jpg; pic23990.jpg; pic07420.jpg; pic16201.jpg; pic31731.jpg

Classification: Confidential

I have run through the attached, but we need to combine with PCS (Russ, please take a look for Haig). I would suggest we start with a revenue based view of Top 50. I went through that column and deleted 6 names in a comment field that I added, and then went to CBV ranking and added 6 names. Let's try to turn this around today if we can, subject to Haig's input.

(See attached file: Top 50 WM Relationships - 2014 May.xlsx)

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(Embedded image moved to file: pic17259.gif)

**From:** Andrea Tapia/db/dbcom@DBCOEX  
**To:** Chip Packard/db/dbcom@DBAmericas,  
**Cc:** Kimberly Hart/db/dbcom@DBAmericas  
**Date:** 06/06/2014 11:55 AM  
**Subject:** RE: Client Tiering [I]

Classification: For internal use only  
Chip,

Please see CBV and revenue rankings as of April YTD attached. Existing platinum relationships are highlighted in blue. I believe the next Client Advisory meeting is this coming Monday, June 9, so please let me know if there is anything else I can do.

Kind regards,  
Andrea Tapia