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*Passion to Perform*

▼ Chip Packard---06/18/2014 08:00:29 AM---Classification: Confidential I have run through the attached, but we need to combine with PCS (Russ.

From: Chip [REDACTED]  
To: Andrea [REDACTED]  
Cc: Kimberly [REDACTED] Haig [REDACTED] Russell-W [REDACTED]  
Date: 06/18/2014 08:00 AM  
Subject: RE: Client Tiering [C]

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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.

[attachment "Top 50 WM Relationships - 2014 May.xlsx" deleted by Russell-W [REDACTED]]



**Chip Packard**

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*Passion to Perform*

▼ Andrea Tapia---06/06/2014 11:55:14 AM---Classification: For internal use only Chip,

From: Andrea [REDACTED]