

report1375278250600 1

Opportunity Name	Customer Name	Type	Stage	Probability	Sales Credit	Close Date
Product Name	Actual Assets	Recurring Fee	Structure	BPS/Flat Fee	Amount (\$)	One-time Fee Amount
Actual Revenue	Approver	Approval	Status	Description		
Airplane Loan	Fitzgibbons, John	New Product - New Client			Prospecting	0.10 1
11/15/2013	U.S. Structured Lending (Secured)			10000000	-	0
Sarita Medina	Not Reviewed					
Airplane Financing	Tharani, Haresh	New Product - New Client			Prospecting	0.10 1
11/12/2013	U.S. Structured Lending (Secured)			10000000	-	0
Sarita Medina	Not Reviewed					
Black Family Partners, L.P.-	Black Family Partners, L.P.	New Product - New Client				Prop
osal 0.50	1 9/26/2013	U.S. Secured Lending (Lombard)		100000000	-	-
-	0 Sarita Medina	Not Reviewed				
Murstein, Alvin-	Murstein, Alvin	New Product - New Client			Developed	0.25 1
9/12/2013	U.S. Secured Lending (Lombard)			50000000 BPS	200	1000000 Sari
ta Medina	Not Reviewed					
Candover Investments-	Candover Investments	New Product - New Client			Prospecting	0.10
1 11/14/2013	U.S. Letter of Credit			10000000	-	0 Sari
ta Medina	Not Reviewed					
Merit Energy-	Merit Energy	New Product - New Client			Prospecting	0.10 1 11/2
0/2013	U.S. Letter of Credit			10000000	-	0 Sarita Medina Not
Reviewed						
Avista	Avista Capital Partners	New Product - New Client			Prospecting	0.10 1 8/19
/2013	U.S. Letter of Credit			10000000	-	0 Sarita Medina Not
Reviewed						
Lime Rock	Lime Rock Partners	New Product - New Client			Prospecting	0.10 1
9/16/2013	U.S. Letter of Credit			10000000	-	0 Sarita Medin
a	Not Reviewed					
Deerpath Capital Management-	Deerpath Capital Management	New Product - New Client			Developed	0.25 1 10/1
10/2/2013	U.S. Letter of Credit			30000000	BPS	100 Sarita Medina Not
300000	Sarita Medina	Not Reviewed				
HG Capital-	HG Capital	New Product - New Client			Prospecting	0.10 1 9/23
/2013	U.S. Letter of Credit			10000000	-	0 Sarita Medina Not
Reviewed						
Asset Management Purchase	Lawrence, Bryan	New Product - New Client			Developed	0.25
1 9/13/2013	U.S. Letter of Credit			20000000	BPS	200 400000 Sari
ta Medina	Not Reviewed					
EnCap Flatrock	EnCap Flatrock Midstream	New Product - New Client			Developed	0.25
1 10/10/2013	U.S. Letter of Credit			10000000	-	0 Sari
ta Medina	Not Reviewed					
Line of Credit	Cummings, Ian	New Product - New Client			Proposal	0.50 1 9/12
/2013	U.S. Letter of Credit			25000000 BPS	100	250000 Sarita Medina Not
Reviewed						
SCF Partners-	SCF Partners	New Product - New Client			Prospecting	0.10 1 11/1
8/2013	U.S. Letter of Credit			10000000	-	0 Sarita Medina Not
Reviewed						
Medallion Loan	Corrigan, Patton	New Product - New Client			Developed	0.25 1
11/19/2013	U.S. Letter of Credit			25000000	BPS	100 250000 Sarita Medin
a	Not Reviewed					
EnCap	EnCap Investments	New Product - New Client			Developed	0.25 1 10/1
6/2013	U.S. Letter of Credit			10000000	-	0 Sarita Medina Not
Reviewed						
Viola, Vincent-	Viola, Vincent	New Product - New Client			Developed	0.25 1 11/7
/2013	U.S. Letter of Credit			25000000	BPS	100 250000 Sarita Medina Not
Reviewed						
Credit Line	Gottesman, Noam	New Product - New Client			Developed	0.25 1 10/2
2/2013	U.S. Letter of Credit			50000000	-	0 Sarita Medina Not
Reviewed						
Warren, Glenn-	Warren, Glenn	New Product - New Client			Developed	0.25 1 11/2
2/2013	U.S. IA - RCM			50000000	-	0 Brian Biggar Not Reviewed
-						
Fitzgibbons, John-	Fitzgibbons, John	New Product - New Client			Developed	0.25
1 10/17/2013	Standard Mortgage - Floating Arm			4000000	-	0
Diane Minarczyk	Not Reviewed					
Meister, Todd-	Meister, Todd	New Product - New Client			Developed	0.25 1 7/15
/2013	Standard Mortgage - Floating Arm			7000000 BPS	200	140000 Diane Minarc
zyk	Not Reviewed					
6200 Hollywood Deal	Schaefer, Marla	New Product - New Client			Prospecting	0.10 1
7/30/2013	Real Estate Funds			5000000	-	0 Brian Biggar Not
Reviewed						
6200 Hollywood Deal	Meister, Robert A.	New Product - New Client			Prospecting	0.10
1 7/31/2013	Real Estate Funds			5000000	-	0 Brian Biggar
Not Reviewed						
6200 Hollywood Deal	Cummings, Ian	New Product - New Client			Prospecting	0.10 1
7/31/2013	Real Estate Funds			5000000	-	0 Brian Biggar Not
Reviewed						
6200 Hollywood Deal	Gerschel, Patrick	New Product - New Client			Prospecting	0.10
1 7/31/2013	Real Estate Funds			5000000	-	0 Brian Biggar
Not Reviewed						

6200 Hollywood Deal 1 7/31/2013 Not Reviewed	SK Family Office Real Estate Funds	New Product - New Client 5000000 - - -	Prospecting 0	Brian Biggar	0.10 1
6200 Hollywood Deal 7/31/2013 Reviewed	Bronfman, Edgar Real Estate Funds	New Product - New Client 5000000 - - -	Prospecting 0	Brian Biggar	0.10 1
6200 Hollywood Deal 7/31/2013 Reviewed	Tharani, Haresh Real Estate Funds	New Product - New Client 5000000 - - -	Prospecting 0	Brian Biggar	0.10 1
Milton Academy- 4/2013 PWM-IA Advisor Select Reviewed	Milton Academy 40000000	New Product - New Client BPS 200 -	Developed 800000	Brian Biggar	0.25 1 11/1
Jain, Sunil- 7/2013 Private Wealth Michael Gotimer Not Reviewed	Jain, Sunil Private Wealth Premium Checking w/Interest	New Product - New Client 25000000	Developed -	-	0.25 1 10/1 0
Deposits 11/21/2013 0	Bryant Jr., Donald Private Wealth Premium Checking w/Interest	New Product - New Client 10000000	Developed -	-	0.25 1 -
Southern Financial LLC- 1 10/7/2013 -	Southern Financial LLC Private Wealth Premium Checking w/Interest	New Product - New Client 100000000	Proposal -	-	0.50 -
Meister, Robert A.- 1 12/11/2013 -	Meister, Robert A. Private Wealth Premium Checking w/Interest	New Product - New Client 25000000	Developed -	-	0.25 -
Southern Trust Company, osal 0.50 1 -	Southern Trust Company, Inc. 10/22/2013 Private Wealth Premium Checking w/Interest	New Product - New Client 100000000	Prop -	-	osal 0.50 1 -
Bronfman, Edgar 8/2013 Private Wealth Michael Gotimer Not Reviewed	Bronfman, Edgar Private Wealth Premium Checking w/Interest	New Product - New Client 25000000	Developed -	-	0.25 1 11/1 0
Murstein, Andrew- 1 11/13/2013 -	Murstein, Andrew Private Wealth Premium Checking w/Interest	New Product - New Client 10000000	Developed -	-	0.25 -
SK Family Office- 1 11/19/2013 Michael Gotimer Not Reviewed	SK Family Office Private Wealth Premium Checking	New Product - New Client 25000000	Developed -	-	0.25 0
Zaro, Andrew- 4/2013 Private Wealth mer Not Reviewed	Zaro, Andrew Private Wealth Premium Checking	New Product - New Client 50000000	Proposal 0	0.50 1 Michael Goti	10/2
KKR Deal /2013 Hedge Funds	Tharani, Haresh 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	7/24 -
KKR Deal /2013 Hedge Funds	Jain, Sunil 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	7/23 -
KKR Deal /2013 Hedge Funds	Milch, Neal 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	7/24 -
KKR Deal /2013 Hedge Funds	Gaslow, Peter 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	7/23 -
KKR Deal 7/15/2013	Britton, Charles Hedge Funds 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	1
KKR Deal /2013 Hedge Funds	Cline, Michael 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	7/24 -
KKR Deal /2013 Hedge Funds	Klein, Martin 5000000 - - -	New Product - New Client 0	Prospecting Brian Biggar	0.10 1 Not Reviewed	7/24 -
CIO Strategies 10/21/2013 Brian Biggar Not Reviewed	Simon, Richard M. Global Select - Equities/Balanced	New Product - New Client 25000000	Developed -	-	0.25 1 0
Wilson, Welcome- 11/11/2013 a Not Reviewed	Wilson, Welcome Commercial Real Estate	New Product - New Client 200000000 BPS 100	Prospecting 2000000	0.10 1 Sarita Medin	1
Commercial Mortgage 1 10/22/2013 a Not Reviewed	Fitzgibbons, John Commercial Real Estate	New Product - New Client 5000000 - - -	Developed 0	0.25 Sarita Medin	0.25
Epstein, Jeffrey- 1 11/11/2013 Needed Not Reviewed	Epstein, Jeffrey Brokerage (Commissions)	New Product - New Client 50000000	Proposal -	0.75 0	Not
Petrides, George- 1 11/10/2013 Needed Not Reviewed	Petrides, George Brokerage (Commissions)	New Product - New Client 10000000	Developed -	0.25 0	0.25 Not
Hyman, Ed- /2013 Brokerage Reviewed	Hyman, Ed Brokerage (Commissions)	New Product - New Client 20000000 BPS -	Developed 0	0.25 1 Not Needed	9/20 Not
Brokerage Account 9/12/2013 Not Reviewed	Cummings, Ian Brokerage (Commissions)	New Product - New Client 10000000 - - -	Developed -	0.25 0	1 Not Needed
Tharani, Haresh- 12/13/2013 Not Reviewed	Tharani, Haresh Brokerage (Commissions)	New Product - New Client 30000000 - - -	Developed -	0.25 0	1 Not Needed
Richardson, Julie G.-	Richardson, Julie G.	New Product - New Client	Proposal	0.50	

1	11/15/2013	Brokerage (Commissions)	30000000	BPS	-	-	0	Not
Needed Not Reviewed								
Britton, Charles-		Britton, Charles	New Product - New Client				Developed	0.25
1	11/20/2013	Brokerage (Commissions)	10000000	-	-	-	0	Not
Needed Not Reviewed								
TOMS Capital LLC-		TOMS Capital LLC	New Product - New Client				Developed	0.25
1	10/22/2013	Brokerage (Commissions)	50000000	-	-	-	0	Not
Needed Not Reviewed								
Patriot Strategy Partners-		Patriot Strategy Partners	New Product - New Client					Prop
osal	0.75	1	11/8/2013	Brokerage (Commissions)	25000000	-	-	-
0	Not Needed	Not Reviewed	-					
Brokerage Account		SK Family Office	New Product - New Client				Proposal	0.50
1	9/17/2013	Brokerage (Commissions)	25000000	-	-	-	0	Not
Needed Not Reviewed								
Keenan, William Howard-		Keenan, William Howard	New Product - New Client				Developed	0.25
1	10/17/2013	Brokerage (Commissions)	25000000	-	-	-	0	Not
Needed Not Reviewed								
Gaslow, Lawrence-		Gaslow, Lawrence	New Product - New Client				Proposal	0.50
1	10/16/2013	Brokerage (Commissions)	25000000	-	-	-	0	Not
Needed Not Reviewed								
Gaslow, Peter-	Gaslow, Peter	New Product - New Client		Developed		0.25	1	11/1
1/2013	Reviewed	Brokerage (Commissions)	25000000	-	-	-	0	Not Needed
Not Reviewed								Not
Gerschel, Patrick-		Gerschel, Patrick	New Product - New Client				Developed	0.25
1	11/5/2013	Brokerage (Commissions)	15000000	BPS	100	-	150000	Not
Needed Not Reviewed								
Brody, Cary-	Brody, Cary	New Product - New Client		Proposal		0.75	1	11/1
2/2013	Reviewed	Brokerage (Commissions)	10000000	-	-	-	0	Not Needed
Not Reviewed								Not
Brokerage	Zaro, Andrew	New Product - New Client		Developed		0.25	1	10/1
5/2013	Reviewed	Brokerage (Commissions)	10000000	-	-	-	0	Not Needed
Not Reviewed								Not
Leidel, Peter-	Leidel, Peter	Prospecting	0.10	1		8/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Yorktown Partners LLC-	Yorktown Partners LLC	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Heravi, Amanda-	Heravi, Amanda	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Durkin, David-	Durkin, David	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Ireland, Matthew-	Ireland, Matthew	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Goldman, Budd-	Goldman, Budd	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Nir, Dan-	Nir, Dan	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Taxel, Nelson-	Taxel, Nelson	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Alagappan, Arun-	Alagappan, Arun	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Blatt, Mitchell-	Blatt, Mitchell	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Glimcher, Arnie-	Glimcher, Arnie	Prospecting	0.10	1		2/28/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Kalikow, Peter-	Kalikow, Peter	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Kelly, Judy-	Kelly, Judy	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Hatfield, Jay-	Hatfield, Jay	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Fine, Lonnie-	Fine, Lonnie	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Lindsay, Robert-	Lindsay, Robert	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Ellman, Stuart J.-	Ellman, Stuart J.	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Leeds, Richard-	Leeds, Richard	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Porter, Alex-	Porter, Alex	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Purcell, Thomas-	Purcell, Thomas	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Salzman, Richard-	Salzman, Richard	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Chou, Silas K.F.-	Chou, Silas K.F.	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Singh, Dinaker-	Singh, Dinaker	Prospecting	0.10	1		5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed				
Ayres, Dillaway-	Ayres, Dillaway	Prospecting	0.10	1		2/28/2013	-	-

-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Holterbosch, Heidi-	Holterbosch, Heidi	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Cline, Michael-	Cline, Michael	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
DeNatale, Robert-	DeNatale, Robert	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Cannella, Adrienne-	Cannella, Adrienne	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Lichtenstein, Warren-	Lichtenstein, Warren	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Zelter, James-	Zelter, James	-	-	Prospecting	0.10	1	2/28/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Keynejad, Jamshid-	Keynejad, Jamshid	-	-	Prospecting	0.10	1	2/28/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Weiss, George-	Weiss, George	-	-	Prospecting	0.10	1	2/28/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Glickman, Donald-	Glickman, Donald	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Jain, Neil-	Jain, Neil	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Cummings, John-	Cummings, John	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Milch, David-	Milch, David	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Barry, Mitchell-	Barry, Mitchell	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Trafelet, Remy-	Trafelet, Remy	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Siris Capital-	Siris Capital	-	-	Prospecting	0.10	1	8/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Husain, Fazle-	Husain, Fazle	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Kristoff, Mark-	Kristoff, Mark	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Cooper, Frederick-	Cooper, Frederick	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Dinan, Jamie-	Dinan, Jamie	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Shanken, Marvin-	Shanken, Marvin	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Siegel, Jerome-	Siegel, Jerome	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Brandis, Steve-	Brandis, Steve	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Staller, Cary-	Staller, Cary	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Silvestri, Angelo-	Silvestri, Angelo	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Tablada, Maro-	Tablada, Maro	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Bommer, Scott-	Bommer, Scott	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Bhalla, Ajay-	Bhalla, Ajay	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Burgstahler, David-	Burgstahler, David	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Silbert, Ben-	Silbert, Ben	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Cushman, Rodney-	Cushman, Rodney	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Packer, Marc-	Packer, Marc	-	-	Prospecting	0.10	1	2/28/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Webster, Steven-	Webster, Steven	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Harvey, Berger-	Harvey, Berger	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Dodd, Ryan-	Dodd, Ryan	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Pensler, Sandy-	Pensler, Sandy	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Rose, Simon-	Rose, Simon	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Stillman, Bruce-	Stillman, Bruce	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Aston, Sherrell-	Aston, Sherrell	-	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-
Siadet, Barry-	Siadat, Barry	-	-	Prospecting	0.10	1	2/28/2013	-	-
-	-	-	0	Not Needed	Not Reviewed	-	-	-	-

Kwon, OhSang-	Kwon, OhSang	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Kimmel, Adam-	Kimmel, Adam	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Laffont, Philippe-	Laffont, Philippe	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Kargman, Harry-	Kargman, Harry	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Daniels, Joseph-	Daniels, Joseph	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Overstrom, Gunnar-	Overstrom, Gunnar	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Goodwin, Keirnan-	Goodwin, Keirnan	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Stroll, Lawrence-	Stroll, Lawrence	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Bradley, Thomas-	Bradley, Thomas	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Staley, James-	Staley, James	-	Prospecting	0.10	1	5/31/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-
Feldstein, Andrew-	Feldstein, Andrew	-	Prospecting	0.10	1	2/28/2013	-	-
-	-	0	Not Needed	Not Reviewed	-	-	-	-

Structured Lending						
Opportunity Name	Customer Name	Stage	Probability	Close Date	Product Name	Actual Assets
Airplane Loan (Secured)	Fitzgibbons, John	Prospecting	0.10	11/15/2013	U.S. Structured Lending	10000000
Airplane Financing (Secured)	Tharani, Haresh	Prospecting	0.10	11/12/2013	U.S. Structured Lending	10000000
Black Family Partners, L.P.- U.S. Secured Lending (Lombard)	Black Family Partners, L.P.			Proposal		100000000
Murstein, Alvin- (Lombard)	Murstein, Alvin	Developed	0.25	9/12/2013	U.S. Secured Lending	50000000
Total for Structured Lending		SUM(G2:G7)=170000000				

Letter of Credit Opportunity Name	Customer Name	Stage	Probability	Close Date	Product Name	Actual Assets
Candover Investments- of Credit 10000000	Candover Investments	Prospecting	0.10	11/14/2013	U.S. Letter of Credit	10000000
Merit Energy- 0000	Merit Energy	Prospecting	0.10	11/20/2013	U.S. Letter of Credit	10000000
Avista 0000	Avista Capital Partners	Prospecting	0.10	8/19/2013	U.S. Letter of Credit	10000000
Lime Rock 10000000	Lime Rock Partners	Prospecting	0.10	9/16/2013	U.S. Letter of Credit	10000000
Deerpath Capital Management- U.S. Letter of Credit 30000000	Deerpath Capital Management	Developed	0.25	9/24/2013	U.S. Letter of Credit	30000000
HG Capital- 0000	HG Capital	Prospecting	0.10	9/23/2013	U.S. Letter of Credit	10000000
Asset Management Purchase of Credit 20000000	Lawrence, Bryan	Developed	0.25	9/13/2013	U.S. Letter of Credit	20000000
EnCap Flatrock of Credit 10000000	EnCap Flatrock Midstream	Developed	0.25	10/10/2013	U.S. Letter of Credit	10000000
Line of Credit 0000	Cummings, Ian	Proposal	0.50	9/12/2013	U.S. Letter of Credit	25000000
SCF Partners- 0000	SCF Partners	Prospecting	0.10	11/18/2013	U.S. Letter of Credit	10000000
Medallion Loan t 25000000	Corrigan, Patton	Developed	0.25	11/19/2013	U.S. Letter of Credit	25000000
EnCap 0000	EnCap Investments	Developed	0.25	10/16/2013	U.S. Letter of Credit	10000000
Viola, Vincent- 0000	Viola, Vincent	Developed	0.25	11/7/2013	U.S. Letter of Credit	25000000
Credit Line 0000	Gottesman, Noam	Developed	0.25	10/22/2013	U.S. Letter of Credit	50000000
Total for Letter of Credit	SUM(G2:G17)=255000000					

IA - RCM

Opportunity Name	Customer Name	Stage	Probability	Close Date	Product Name	Actual Assets
Warren, Glenn-	Warren, Glenn	Developed	0.25	11/22/2013	U.S. IA - RCM	50000000
Total IA	50000000					

Standard Mortgage Opportunity Name	Customer Name	Type	Stage	Probability	Close Date	Product Name
Actual Assets						
Fitzgibbons, John- 10/17/2013	Fitzgibbons, John	Standard Mortgage - Floating Arm	New Product - New Client	4000000	Developed	0.25
Meister, Todd- Standard Mortgage - Floating Arm	Meister, Todd	Standard Mortgage - Floating Arm	New Product - New Client	7000000	Developed	0.25 7/15/2013
Total Standard Mortgage SUM(H2:H6)=11000000						

Opportunity Name	Customer Name	Stage	Probability	Sales Credit	Close Date	Prod
6200 Hollywood Deal Funds 5000000	Schaefer, Marla	Prospecting	0.10	1	7/30/2013	Real Estate
6200 Hollywood Deal Estate Funds 5000000	Meister, Robert A.	Prospecting	0.10	1	7/31/2013	Real
6200 Hollywood Deal Funds 5000000	Cummings, Ian	Prospecting	0.10	1	7/31/2013	Real Estate
6200 Hollywood Deal Estate Funds 5000000	Gerschel, Patrick	Prospecting	0.10	1	7/31/2013	Real
6200 Hollywood Deal Estate Funds 5000000	SK Family Office	Prospecting	0.10	1	7/31/2013	Real
6200 Hollywood Deal Funds 5000000	Bronfman, Edgar	Prospecting	0.10	1	7/31/2013	Real Estate
6200 Hollywood Deal Funds 5000000	Tharani, Haresh	Prospecting	0.10	1	7/31/2013	Real Estate
Total	SUM(H2:H10)=35000000					

PWM IA

Opportunity Name	Customer Name	Stage	Probability	Sales Credit	Close Date	Product Name	Actual Assets
Milton Academy-	Milton Academy	Developed	0.25	1	11/14/2013	PWM-IA Advisor Select	40000000
Total	SUM(H2:H5)=40000000						

Hedge Funds							
Opportunity Name	Customer Name	Stage	Probability		Sales Credit	Close Date	Prod
uct Name	Actual Assets						
KKR Deal 000	Tharani, Haresh	Prospecting	0.10	1	7/24/2013	Hedge Funds	5000
KKR Deal 000	Jain, Sunil	Prospecting	0.10	1	7/23/2013	Hedge Funds	5000
KKR Deal 000	Milch, Neal	Prospecting	0.10	1	7/24/2013	Hedge Funds	5000
KKR Deal 000	Gaslow, Peter	Prospecting	0.10	1	7/23/2013	Hedge Funds	5000
KKR Deal 5000000	Britton, Charles	Prospecting	0.10	1	7/15/2013	Hedge Funds	
KKR Deal 000	Cline, Michael	Prospecting	0.10	1	7/24/2013	Hedge Funds	5000
KKR Deal 000	Klein, Martin	Prospecting	0.10	1	7/24/2013	Hedge Funds	5000
Total KKR	SUM(H2:H11)=35000000						

CIO Strategies

Opportunity Name	Customer Name	Stage	Probability	Close Date	Product Name	Actual Assets
CIO Strategies	Simon, Richard M.	Developed	0.25	10/21/2013	Global Select - Equities/Balanced	25000000
Total CIO Strategies	SUM(G2:G4)=25000000					

Commercial Real Estate

Opportunity Name	Customer Name	Stage	Probability	Close Date	Product Name	Actual Assets
Wilson, Welcome- te 200000000	Wilson, Welcome	Prospecting	0.10	11/11/2013	Commercial Real Estate	
Commercial Mortgage eal Estate 5000000	Fitzgibbons, John	Developed		0.25 10/22/2013	Commercial Real Estate	
Total	SUM(G2:G8)=205000000					

Brokerage Opportunity Name	Customer Name	Stage	Probability	Close Date	Product Name	Actual Assets
Epstein, Jeffrey-ommissions) 50000000	Epstein, Jeffrey	Proposal	0.75	11/11/2013	Brokerage (Commissions)	20000000
Petrides, George-ommissions) 10000000	Petrides, George	Developed	0.25	11/10/2013	Brokerage (Commissions)	20000000
Hyman, Ed-ommissions) 10000000	Hyman, Ed	Developed	0.25	9/20/2013	Brokerage (Commissions)	20000000
Brokerage Account ns) 10000000	Cummings, Ian	Developed	0.25	9/12/2013	Brokerage (Commissions)	20000000
Tharani, Haresh-ns) 30000000	Tharani, Haresh	Developed	0.25	12/13/2013	Brokerage (Commissions)	20000000
Richardson, Julie G.-ommissions) 30000000	Richardson, Julie G.	Proposal	0.50	11/15/2013	Brokerage (Commissions)	20000000
Britton, Charles-ommissions) 10000000	Britton, Charles	Developed	0.25	11/20/2013	Brokerage (Commissions)	20000000
TOMS Capital LLC-ommissions) 50000000	TOMS Capital LLC	Developed	0.25	10/22/2013	Brokerage (Commissions)	20000000
Patriot Strategy Partners-ommissions) 25000000	Patriot Strategy Partners	Proposal	0.75	11/8/2013	Brokerage (Commissions)	20000000
Brokerage Account ommissions) 25000000	SK Family Office	Proposal	0.50	9/17/2013	Brokerage (Commissions)	20000000
Keenan, William Howard-ommissions) 25000000	Keenan, William Howard	Developed	0.25	10/17/2013	Brokerage (Commissions)	20000000
Gaslow, Lawrence-ommissions) 25000000	Gaslow, Lawrence	Proposal	0.50	10/16/2013	Brokerage (Commissions)	20000000
Gaslow, Peter-ommissions) 25000000	Gaslow, Peter	Developed	0.25	11/11/2013	Brokerage (Commissions)	25000000
Gerschel, Patrick-ommissions) 15000000	Gerschel, Patrick	Developed	0.25	11/5/2013	Brokerage (Commissions)	20000000
Brody, Cary-ommissions) 10000000	Brody, Cary	Proposal	0.75	11/12/2013	Brokerage (Commissions)	10000000
Brokerage ommissions) 10000000	Zaro, Andrew	Developed	0.25	10/15/2013	Brokerage (Commissions)	10000000
Total Brokerage SUM(G2:G22)=3700000000						

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