

Subject: KCP Onboarding - Southern Financial/Southern Trust (Epstein) [I]  
From: Tazia Smith <[REDACTED]>  
Date: Tue, 17 Sep 2013 11:00:20 -0400  
To: Troy-D Williams [REDACTED]  
Cc: Paul Morris <[REDACTED]>,  
Kevin Quinn [REDACTED],  
Caroline Kitidis <[REDACTED]>

Classification: For internal use only

Troy - Southern Financial/Southern Trust (Epstein) is a new, significant, active relationship that we are on-boarding to KCP. Once we obtain the information for the ISDA template (per below), can we please have a brief meeting among all of us on this email to discuss the relationship (like we did for Grassie, Cindy's client) to ensure that we are all on the same page from a credit and timing perspective?

Thank You,  
Tazia

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Tazia Smith  
Director | Key Client Partners - US

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----- Forwarded by Tazia Smith/db/dbcom on 09/17/2013 10:56 AM -----

From: Kevin Quinn/db/dbcom

To: Paul Morris/db/dbcom@DBAMERICAS,

Cc: Amanda Kirby/db/dbcom@DBAMERICAS, Tazia Smith/db/dbcom@DBAMERICAS, Vahe Stepanian/db/dbcom@DBAMERICAS

Date: 09/17/2013 10:14 AM

Subject: Re: southern financial/southern trust [I]

Classification: For internal use only

Amanda,

I am going through the account opening process while the ACAT forms are out. In the meantime, can you please fill out the Credit's ISDA template and retrieve the relevant financials etc? I am happy to answer any questions.

[attachment "ISDA Preliminary Requirements - Collection Sheet.docx" deleted by

Tazia Smith/db/dbcom]

From: Paul Morris/db/dbcom

To: Vahe Stepanian/db/dbcom@DBAmericas,

Cc: Amanda Kirby/db/dbcom@DBAMERICAS, Tazia Smith/db/dbcom@DBAMERICAS, Kevin Quinn/db/dbcom@DBAMERICAS

Date: 09/16/2013 08:25 PM

Subject: Re: southern financial/southern trust [I]

Classification: For internal use only

No we should try dual track whenever possible, kevin pls call me tomorrow so we get it moving, thanks

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

From: Vahe Stepanian  
Sent: 09/16/2013 08:03 PM EDT  
To: Paul Morris  
Cc: Amanda Kirby; Tazia Smith; Kevin Quinn  
Subject: Re: southern financial/southern trust [I]  
Classification: For internal use only

Paul,

I CC'ed Kevin here who likely will be running point on ISDAs for Southern Financial and Trust. I thought we were going to wait until the assets are in-house to begin that process?  
Happy to help move forward regardless.

Thank you,  
Vahe

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Vahe Stepanian  
Associate | Markets Coverage Group

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From: Paul Morris/db/dbcom

To: [REDACTED], Vahe Stepanian/db/dbcom@DBAmericas,

Cc: [REDACTED]

Date: 09/16/2013 06:08 PM

Subject: southern financial/southern trust [I]

Classification: For internal use only

we should start pulling together what we will need for ISDAs, i don't know who here runs with that so need help, thx

Paul Morris  
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