

Subject: Fw: KCP Onboarding - Southern Financial/Southern Trust (Epstein) [I]  
From: Tazia Smith <[REDACTED]>  
Date: Wed, 18 Sep 2013 22:09:10 -0400  
To: Paul Morris <[REDACTED]>

Classification: For internal use only

Paul - when is good for you?

----- Forwarded by Tazia Smith/db/[REDACTED] on 09/18/2013 10:08 PM -----

From: Troy-D Williams/db/[REDACTED]  
To: Tazia Smith/db/[REDACTED],  
Cc: Caroline Kitidis/db/[REDACTED], Kevin Quinn/db/[REDACTED], Paul Morris/db/[REDACTED]  
Date: 09/17/2013 03:51 PM  
Subject: Re: KCP Onboarding - Southern Financial/Southern Trust (Epstein) [I]

Classification: For internal use only

Sure, please send a calendar invite.

Regards

Troy D Williams  
Credit Risk Management  
Deutsche Asset & Wealth Management  
Tel: [REDACTED]

From: Tazia Smith/db/[REDACTED]  
To: Troy-D Williams/db/[REDACTED],  
Cc: Paul Morris, Kevin Quinn/db/[REDACTED], Caroline Kitidis/db/[REDACTED]  
Date: 09/17/2013 11:00 AM  
Subject: KCP Onboarding - Southern Financial/Southern Trust (Epstein) [I]

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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

Deutsche Bank Securities Inc  
Deutsche Asset & Wealth Management  
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----- Forwarded by Tazia Smith/db/[REDACTED] on 09/17/2013 10:56 AM -----

From: Kevin Quinn/db/[REDACTED]

To: Paul Morris/db/[REDACTED],

Cc: Amanda Kirby/db/[REDACTED], Tazia Smith/db/[REDACTED], Vahe Stepanian/db/[REDACTED]

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/[REDACTED]]

From: Paul Morris/db/[REDACTED]

To: Vahe Stepanian/db/[REDACTED],

Cc: Amanda Kirby/db/[REDACTED], Tazia Smith/db/[REDACTED], Kevin Quinn/db/[REDACTED]

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]

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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

Deutsche Bank Securities Inc.  
Deutsche Asset & Wealth Management  
345 Park Avenue - 26th Floor  
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Tel. [REDACTED]  
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Email [REDACTED]

From: Paul Morris/db/[REDACTED]

To: [REDACTED], Vahe Stepanian/db/[REDACTED],

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  
Managing Director  
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Office: [REDACTED]  
Cell: [REDACTED]