

report1420653544161

>25% Pipeline

Customer Name	Opportunity Name	Stage	%	Product Name	Assets	BPS/Fee	Actual	Reven
ue	Revenue							
Wanek Trust of 2000 (ns) 5000000	Brokerage - 0	Business Committed-Not Funded			0.90	Brokerage (Commissio		
Wanek, Karen A. (ns) 5000000	JTWROS Brokerage - 0	Business Committed-Not Funded			0.90	Brokerage (Commissio		
Black, Leon D. (ns) 5000000	KCP Proposal - 0	0.75		Brokerage (Commissions)	50000000	-	0	
Patriot Strategy Partners (ommissions) 25000000	Patriot Strategy Partners- 50000	50000		Proposal PRODUCT (D6,H6)=37500		0.75	Brokerage (C	
Southern Financial LLC (ommissions) 75000000	Additional Brokerage 2000000	Business Committed-Not Funded			0.75	Brokerage (C		
SSW 2007 LLC Market 2000000	SSW 2007 LLC- 8000	Business Committed-Not Funded			0.75	Private Wealth Premium Money		
Black, Leon D. 200000	Banking Developed PRODUCT (D9,H9)=100000	0.50		Private Wealth Premium Checking	50000000		40	
Black, Leon D. 00000 100	Art Lending 2500000	Developed	0.50	U.S. Structured Lending (Secured)			2500	
Cummings, Ian 00	Share Collars PRODUCT (D11,H11)=125000	Developed	0.50	Brokerage (Commissions)	5000000	250000	2500	
Falcon Trail Capital, LLC 000	- 0	CLO 2	Proposal	0.50	Derivatives (Equity - Swap)		5000	
Falcon Trail Capital, LLC 000	- 0	CLO	Proposal	0.50	Derivatives (Equity - Swap)		5000	
Gagosian, Larry 40	Deposits 100000 50000	Proposal	0.50	Private Wealth Premium Checking	25000000			
Gaslow, Lawrence (ing) 25000000	Gaslow, Lawrence- 40	100000	Proposal	0.50	Private Wealth Premium Check			
Richardson, Julie G. 0000 25000	Richardson, Julie G.- 25000	PRODUCT (D16,H16)=12500	Proposal	0.50	Brokerage (Commissions)	3000		
SK Family Office Arm 15000000	Residential Mortgage 100	150000	Developed	0.50	Standard Mortgage - Floating			
Shumway, Chris 00	Brokerage 50000	Proposal	0.50	Brokerage (Commissions)	50000000		1000	
Third Lake Capital (t) 20000000	SOF III -	0	Proposal	0.50	Brokerage (Asset-Based Fees) - Advisor Selec			
Third Lake Capital (t) 10000000	Marinas -	0	Developed	0.50	Brokerage (Asset-Based Fees) - Advisor Selec			
Ziff 200000	Deposits 100000	Proposal	0.50	Private Wealth Premium Checking	50000000		40	
Benefit Street Partners (ing (Secured)) 30000000	Benefit Street Partners- 100	300000	Developed	0.25	U.S. Structured Lend			
Blue Mountain Capital Management, LLC (t) 500000000	Blue Mountain Capital Management, LLC 100	500000	Developed	0.25	U.S. Letter of Credi			
Bommer, Scott 0000 100	Residential Mortgage 250000	PRODUCT (D24,H24)=62500	Developed	0.25	Standard Mortgage - 5/1 Arm		2500	
Bommer, Scott 40	Deposits 100000	PRODUCT (D25,H25)=25000	Developed	0.25	Private Wealth Premium Checking	25000000		
Bronfman, Edgar 25000000	Bronfman, Edgar 40	100000	Developed	0.25	Private Wealth Premium Checking w/Interest			
Bryant Jr., Donald 10000000	Deposits 40	40000	Developed	0.25	Private Wealth Premium Checking w/In			
Cavalry Portfolio Services, LLC 0000	Brokerage -	0	Developed	0.25	Brokerage (Commissions)	1000		
Cavalry Portfolio Services, LLC (ing) 50000000	Banking Account 40	200000	Developed	0.25	Private Wealth Premium Check			
Ergen, Charles 50000000	Deposits 40	200000	Developed	0.25	Private Wealth Premium Checking w/Interest			
Ergen, Charles 0	Brokerage	Developed	0.25	Brokerage (Commissions)	50000000		-	
Ergen, Charles 00000 100	Credit Line 3000000	PRODUCT (D32,H32)=750000	Developed	0.25	U.S. Structured Lending (Secured)		3000	
Fitzgibbons, John (Arm) 4000000 100	Fitzgibbons, John- 40000	PRODUCT (D33,H33)=10000	Developed	0.25	Standard Mortgage - Floating			
Fitzgibbons, John 000 100	Commercial Mortgage 50000	PRODUCT (D34,H34)=12500	Developed	0.25	Commercial Real Estate	5000		
Gaslow, Peter 0	Gaslow, Peter- -	Developed	0.25	Brokerage (Commissions)	25000000		-	
Gerschel, Patrick 0000	Gerschel, Patrick- -	Developed	0.25	Brokerage (Commissions)	1500			
Hyman, Ed 0	Hyman, Ed- -	Developed	0.25	Brokerage (Commissions)	20000000		-	
Jain, Sunil 25000000	Jain, Sunil- 40	100000	Developed	0.25	Private Wealth Premium Checking w/Interest			
Keenan, William 0000	Howard Keenan, William Howard- -	Developed	0.25	Brokerage (Commissions)	2500			
Laffont, Philippe 0000 100	Mortgage 250000	PRODUCT (D40,H40)=62500	Developed	0.25	Standard Mortgage - 5/1 Arm		2500	

Laffont, Philippe	Deposits	Developed	0.25	Private Wealth Premium Checking	25000000	40
0000 40 100000	PRODUCT(D41,H41)=25000					
Lawrence, Bryan	Banking	Developed	0.25	Private Wealth Premium Checking	20000000	40
80000	PRODUCT(D42,H42)=20000					
Meister, Robert A.	Meister, Robert A.-	Developed	0.25	Private Wealth Premium Check		
ing w/Interest	10000000	40 40000		PRODUCT(D43,H43)=10000		
Meister, Todd	Meister, Todd-	Developed	0.25	Standard Mortgage - Floating Arm		7000
000 100 70000	PRODUCT(D44,H44)=17500					
Murstein, Andrew	Murstein, Andrew-	Developed	0.25	Private Wealth Premium Check		
ing w/Interest	10000000	40 40000		PRODUCT(D45,H45)=10000		
Parami Capital Management	Lending	Developed	0.25	U.S. Structured Lending (Secured)		
25000000	100 250000	PRODUCT(D46,H46)=62500				
Petrides, George	Petrides, George-	Developed	0.25	Brokerage (Commissions)	10000000	
0000 - 0						
Simon, Richard M.	CIO Strategies	Developed	0.25	Global Select - Equities/Balanced		
25000000	- 0					
Tharani, Haresh	Brokerage	Developed	0.25	Brokerage (Commissions)	30000000	-
0						
Todd and Karen Wanek Marital Property Trust	Todd and Karen Wanek Marital Property Trust-	Deve				
loped	0.25	Private Wealth Premium Money Market	10000000	40 40000	PRODUCT(D50,H50)=10000	
TOMS Capital Investment, LLC	Real Estate Financing	Developed	0.25	U.S. Structured Lend		
ing (Secured)	60000000	100 600000		PRODUCT(D51,H51)=150000		
TOMS Capital Investment, LLC	Art Financing	Developed	0.25	U.S. Structured Lending (Sec		
ured)	50000000	100 500000		PRODUCT(D52,H52)=125000		
Viola, Vincent	Viola, Vincent-	Developed	0.25	U.S. Letter of Credit	25000000	100
250000	PRODUCT(D53,H53)=62500					
Wanek Trust of 2000	Banking	Developed	0.25	Private Wealth Premium Checking	10000000	
40 40000	PRODUCT(D54,H54)=10000					
Warren, Glenn	Warren, Glenn-	Developed	0.25	U.S. IA - RCM	50000000	- 0
Yorktown Partners LLC	Structured Lending	Developed	0.25	U.S. Structured Lending (Uns		
ecured)	50000000	200 1000000		PRODUCT(D56,H56)=250000		
Total	SUM(I3:I56)=5391000					
For internal use only						

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