

Subject: RE: Southern Financial  
From: Paul Morris <[REDACTED]>  
Date: Sat, 05 Dec 2015 05:42:50 -0500  
To: Todd Stevens <[REDACTED]>

Ok

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

From: Todd Stevens  
Sent: Friday, December 04, 2015 04:09 PM Eastern Standard Time  
To: Paul Morris  
Subject: Re: Southern Financial

Let's discuss Monday.

On Dec 4, 2015, at 4:05 PM, Paul Morris <[REDACTED]> wrote:

Classification: Public

Todd, I think we should figure out together and include Andrew and Chip?

Why do you think we should drop coverage from KCP?

What should we be doing for our other clients/prospects that have sophisticated investment needs?

I'm in Monday and happy to discuss. Have a good weekend.

From: Todd Stevens  
Sent: Friday, December 04, 2015 2:53 PM  
To: Paul Morris  
Subject: Southern Financial

Classification: Public

What do you want to do on change of coverage?

I suggest we simply drop coverage from KCP.