

1. \$ OUTSTANDINGS OF PRIVATE BANKING LOANS

Include	<ul style="list-style-type: none">\$ Dollar amount of loans in the portfolios of the private banking officers
Exclude	<ul style="list-style-type: none">Loans not assigned directly to private banking officers

Answer: _____

Format: \$0

2. TOTAL PRIVATE BANKING DEPOSITS (IN DOLLARS)

Include	<ul style="list-style-type: none">\$ Dollars of deposits in the portfolios of the private banking officers
Exclude	<ul style="list-style-type: none">\$ Dollars of deposits not assigned directly to your private banking officers

Answer: _____

Format: \$0

3. PRIVATE BANKING FTE

Include	<ul style="list-style-type: none">Managing the relationships with and providing credit products to affluent customersPrivate bankers' support activities
----------------	---

Answer: _____

Format: 0.00

4. AVERAGE PRIVATE BANKING RESOURCE COST

Include	<ul style="list-style-type: none">Total salaries and benefits expense per private banking FTE
----------------	---

Answer: _____

Format: \$0