

Re: [EXTERNAL] The minimum fee

Tim Looney <tlooney@vctholdingsllc.com>

Wed 9/30/2020 6:18 PM

To: Don Hensley <Don.Hensley@velocityclearingllc.com>;

On Wed, Sep 30, 2020 at 6:10 PM Don Hensley <Don.Hensley@velocityclearingllc.com> wrote:

29 mills is fine . Once the business grows we can look back on some of these deals but for the time being that looks ok to me. This client most likely will get hit with software fee though

enjoy your sandwich

please see below

im thinking .0029/s no min

Donnie Hensley

Begin forwarded message:

From: dong jun <kaitefrank@gmail.com>

Date: September 30, 2020 at 4:07:27 PM EDT

To: Don Hensley <Don.Hensley@velocityclearingllc.com>

Subject: [EXTERNAL] The minimum fee

Hi, Don:

Recently, I am checking the cost of my account. I appreciate that you set the commission fee as low as 0.0015 per share.

I fully understand the minimum fee is an important component in your business model. But for some great business partners, I think it could be changed a little for this model. As you know, my trading group has been working in this field for more than

10 years. The group has a long-term plan such as cultivating more traders in both the US equity market and the Chinese stock market.

I believe in the win-win theory. In my opinion, removing the minimum fee is an effective mean to encourage investor to trade more but will affect your profits negatively. My suggestion is that If you can't remove the minimum fee, could you please reduce

it to a more reasonable price. By the way, you can up the commission (now it is 0.0015 per share) at the first stage of our partnership simultaneously, which is acceptable.

I believe little change in your side will bring us to a very great future. please consider my suggestion. I want to build a long-term relationship with you.

Look forward to your reply.

Best wishes

Frank Dong.

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