

Anonymized Internal Communications: Managers & Directors (2016 Sim

[Email] — From: Branch Manager → To: Area Director

Subject: Pushback on Sales Compliance

Hi [Director],

We've had a few reps raise concerns about aggressive sales tactics. I've handled it internally for now, but I'm worried it co

- Branch Manager

[Reply] — From: Area Director → To: Branch Manager

Subject: Re: Pushback on Sales Compliance

Hold the line. We've built this model around aggressive acquisition. If a few reps can't handle the pressure, they're replace

- [Area Director]

[Meeting Recap Email]

From: Director of Sales Strategy → Regional Managers

Subject: Q3 Course Correction

Team,

Recent audit flags are concerning, but not unexpected. We're under scrutiny. Adjust your framing but not your targets. Use

- Sales Strategy Director

[Slack Exchange]

Regional Director: Seeing noise from compliance again. Just a heads-up.

Market Leader: Same here. Reps are reporting discomfort but no direct policy breach.

Regional Director: Good. That's not a governance issue. That's a resilience issue.

[Email] — From: Compliance Liaison → To: Director of Retail Banking

Subject: Policy Review Trigger

Per Q2 metrics, we've seen a 47% spike in account reversals tied to unauthorized openings. Suggest review of incentive p

- Compliance Liaison

[Reply] — From: Director of Retail Banking → To: Compliance Liaison

Subject: Re: Policy Review Trigger

Flag noted. Let's hold review until post-audit unless media gets wind. In the meantime, update regional heads on language

- Retail Director

[Private Email]

From: Branch Manager → To: Trusted Senior Peer

Subject: Keeping My Team Together

Not sure how long I can keep shielding the team from burnouts and ethical compromises. Targets are unrealistic, and I'm b

- Branch Manager