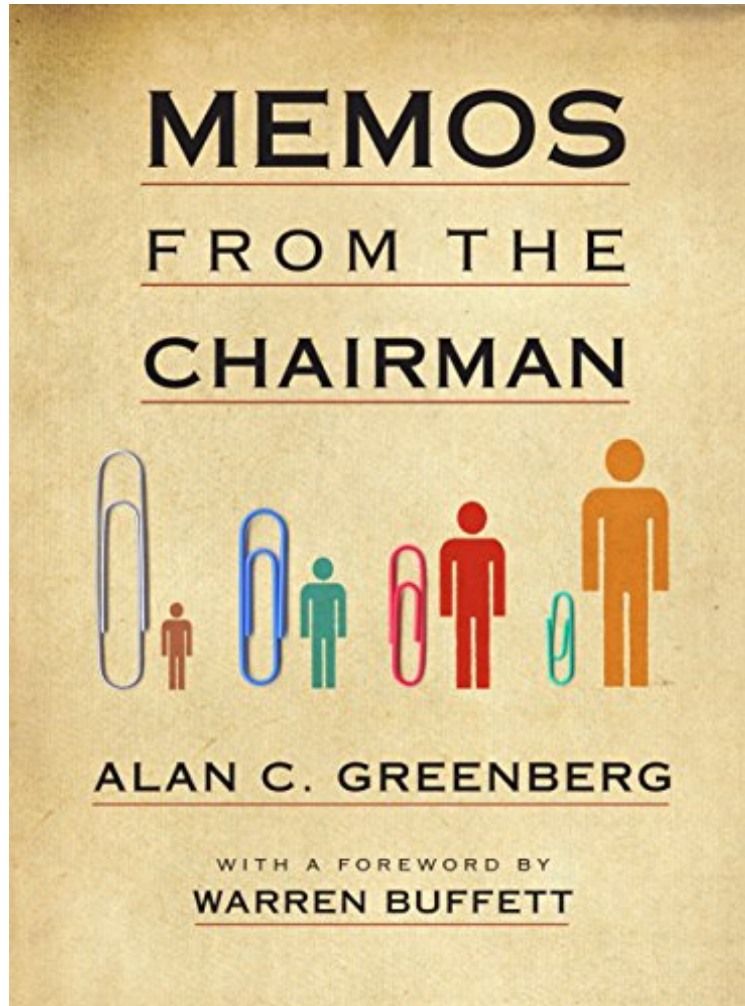


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Memos from the Chairman

Alan C. Greenberg

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Alan C. Greenberg : Memos from the Chairman before purchasing it in order to gauge whether or not it would be worth my time, and all praised Memos from the Chairman:

0 of 0 people found the following review helpful. Love it! By A.T. One of the greatest men in the history of Wall Street and a real philanthropist, Alan "Ace" Greenberg was truly beloved by all who knew him. During his tenure as CEO of one of the most famous Wall Street houses, he wrote some of the smartest and funniest company wide memos. They are compiled in this book for everyone to read. Ace just died two years ago and is missed by everyone. This is a great way to know and remember a great man. 4 of 4 people found the following review helpful. Haimchinkel Malintz Anaynikal speaks! By Scott C. Locklin Alan "Ace" Greenberg's pithy sayings apparently created a spirit of comradery which brought Bear Stearns through the tumultuous 1970s and 80s, to be the powerhouse it is today. In addition to his many talents with arbitrage, yoyo, and playing bridge, the Chairman is a funny guy. It's heartwarming to know he still has his finger in the game, and that his successor is cut of the same cloth. Save your paperclips and fix those rubber

bands, people!BTW, if you've ever been to Bear Stearns HQ on Madison avenue; the place still sizzles with elan and zeal. He's certainly built a corporate culture which has lasted. No slouchy people in jeans at the Bear; people there never got sloppy like the rest of america did. Of course, I'm an outsider looking in, but what I saw looks pretty impressive. Who would you trust with your money? The slob slouching around throwing paper clips in the trash, or the guys who are neat as pins who waste nothing? Check out their returns for the answer to that.Edit Add: OK, maybe ties were not all that was needed. It's still a great book, even if the coda to the Bear story is a sad one.1 of 1 people found the following review helpful. Another former employee reviewBy Maria MarsalaI see that a few of us formers have reviewed this book or the soft cover version. It was just last week that I was told of the book, and as one of the many who received some of the memos I found myself reminded of the important things in business ;) A real person should answer the phone - and before the 2nd ring! Don't waste electricity, paperclips or rubber bands. Don't go nuts purchasing things you don't really need in up times. Two head can purchase equipment at better prices than 1 head. The importance of catching mistakes, owning up to them, and not hiding things in the drawers. You don't have to do something just because others are doing it. You'll find great employees in downtimes. And... how determination is so much more important then some letters after your name (unless you're a DR of course). Great reminders... for all. Thanks for the memories and lessons.

ldquo;Ace Greenberg did almost everything better than I domdash;bridge, magic tricks, dog training, and arbitragemdash;all the important things in life.rdquo; mdash;WARREN BUFFETT Alan C. Greenberg, the former chairman of Bear, Stearns, and a celebrated philanthropist, was known throughout the financial world for his biting, quirky but invaluable and wise memos. Read by everyone from Warren Buffett to Jeff Bezos to Tom Peters (ldquo;I love this book,rdquo; the coauthor of In Search of Excellence said), Greenberg's MEMOS FROM THE CHAIRMAN comprise a uniqueand uniquely simplemanagement philosophy. Make decisions based on common sense. Avoid the herd mentality. Control expenses with unrelenting vigil. Run your business at the highest level of morality. Free your motivated, intelligent people from the chain of command. Always return phone calls promptly and courteously. Never believe your own body odor is perfume. And stay humble, humble, humble.

.com In nearly two decades as chairman of the board, Alan "Ace" Greenberg has successfully guided Bear Stearns Co. through the financial marketplace's dizzying highs and sickening lows. His management philosophy, often credited to "advisor and mentor" Haimchinkel Malintz Anaynikal, was articulated over the years in a series of witty and revealing memoranda. Grouped by era and prefaced briefly by the author in Memos from the Chairman, they now offer a front-seat look at a unique business style.From Library JournalWhen Greenberg became chair of the investment banking firm Bear Stearns in 1978, he began the practice of communicating to his staff via memos. While this is accepted practice in the business world, Greenberg's staff soon discovered that their boss wrote memos quite unlike the ones they were used to receiving. This collection of memos written between 1978 and 1995 covers topics ranging from conserving electricity to promptly answering telephones. All are written with gentleness and wit. It is comforting to read memos from an employer who communicates to employees with intelligence and compassion. For business collections.Andrea C. Dragon, Coll. of St. Elizabeth, Convent Station, N.J.Copyright 1996 Reed Business Information, Inc. ldquo;hellip;will make a perfect gift for anyone with even a passing acquaintance with an expense formhellip;rdquo; (Belfast News Letter, 20th December 2005)