

# The Real Deal My Life In Business And Philanthropy

**Cynthia Cooper**

**The Real Deal** Sandy Weill, 2006-10-01 Sandy Weill, a business legend, philanthropist, financier, and Chairman of Citigroup Inc., shares his remarkable journey from his middle-class Brooklyn childhood to the top of the financial world in an extraordinarily candid memoir.

The Real Deal Sandy Weill, Judah S. Kraushaar, 2025-05-01 Shortly after we set up shop, the four of us and our wives convened at Arthur's home on Long Island to celebrate. It was a festive occasion, and we all openly shared our aspirations. To this day, I remember the others stressing over and over their desire to become wealthy. Given that Joanie and I were raising two toddlers and lived nearly hand-to-mouth, the talk was certainly seductive. Still, what I remember most from that dinner was my declaration that the money should be secondary-what mattered more to me was to build a great firm: one that would lead the industry, employ lots of people, endure over many years, and, importantly, command respect. Over the next forty-three years, I never altered my priorities.-- The Real Deal The Sandy Weill story is truly one for the ages. Starting with \$30,000 in borrowed cash in 1960, and relying on uncanny entrepreneurial instincts, Sandy created one of the leading securities firms in the U.S. and became one of the best known businessmen in the world. After selling his company to American Express and becoming its president, he experienced a professional setback. Undaunted, he cannily parlayed it into a second career, starting over with a sleepy consumer loan company called Commercial Credit, which over the next seventeen years he transformed into the leading global bank, Citigroup. During this span, Weill as chairman and CEO delivered an astounding 2,600 percent return to investors-better than legendary CEO Jack Welch or investor Warren Buffett during that same period. Yet success is never an easy path, and Weill divulges the highs and lows. His ascent to power has been documented by the media over the years, but never before has Weill revealed the brutally honest and unvarnished side of an astonishing life and career. And Weill goes further, sharing his love of philanthropy, a journey that took him from a mediocre bass drummer in my high-school marching band to the chairmanship of Carnegie Hall. He brings readers into his personal life, introducing them to his wife, Joan, his daily inspiration, and discussing his relationships with competitors and colleagues alike, including proteges like Peter Cohen and Jamie Dimon. Along the way, he shares the most important lessons he learned in business and in life. From a middle-class Brooklyn childhood to corporate legend, philanthropist, financier, and chairman emeritus of Citigroup Inc., The Real Deal tells a remarkable story-that of a financial superstar who always loved the

game more than the gold.

*The Real Deal* Sandy Weill, Judah S. Kraushaar, 2006-10-09 Shortly after we set up shop, the four of us and our wives convened at Arthur's home on Long Island to celebrate. It was a festive occasion, and we all openly shared our aspirations. To this day, I remember the others stressing over and over their desire to become wealthy. Given that Joanie and I were raising two toddlers and lived nearly hand-to-mouth, the talk was certainly seductive. Still, what I remember most from that dinner was my declaration that the money should be secondary-what mattered more to me was to build a great firm: one that would lead the industry, employ lots of people, endure over many years, and, importantly, command respect. Over the next forty-three years, I never altered my priorities.-- The Real Deal The Sandy Weill story is truly one for the ages. Starting with \$30,000 in borrowed cash in 1960, and relying on uncanny entrepreneurial instincts, Sandy created one of the leading securities firms in the U.S. and became one of the best known businessmen in the world. After selling his company to American Express and becoming its president, he experienced a professional setback. Undaunted, he cannily parlayed it into a second career, starting over with a sleepy consumer loan company called Commercial Credit, which over the next seventeen years he transformed into the leading global bank, Citigroup. During this span, Weill as chairman and CEO delivered an astounding 2,600 percent return to investors-better than legendary CEO Jack Welch or investor Warren Buffett during that same period. Yet success is never an easy path, and Weill divulges the highs and lows. His ascent to power has been documented by the media over the years, but never before has Weill revealed the brutally honest and unvarnished side of an astonishing life and career. And Weill goes further, sharing his love of philanthropy, a journey that took him from a mediocre bass drummer in my high-school marching band to the chairmanship of Carnegie Hall. He brings readers into his personal life, introducing them to his wife, Joan, his daily inspiration, and discussing his relationships with competitors and colleagues alike, including proteges like Peter Cohen and Jamie Dimon. Along the way, he shares the most important lessons he learned in business and in life. From a middle-class Brooklyn childhood to corporate legend, philanthropist, financier, and chairman emeritus of Citigroup Inc., *The Real Deal* tells a remarkable story-that of a financial superstar who always loved the game more than the gold.

**Winning Gifts** Thomas C. Wilson, 2008-04-04 The secret to getting gifts and making donors feel like winners. Know the best approaches to people-centered fundraising. Understand the role of executive director, fundraisers, program managers, and volunteers in the win-win framework, the importance of listening, the case for a donor-centered approach, and the direct ways these concepts can be applied in a variety of fundraising settings. Includes numerous real-world examples taken from the author's own experience as chief philanthropy officer in nonprofits and as a leader in a well-known national nonprofit consulting company. Thomas D. Wilson is the vice president and western regional manager for Campbell & Company. His career in fundraising spans more than 25 years and includes building successful campaigns from inception, reinvigorating

stalled initiatives, and board/staff training.

*Extraordinary Circumstances* Cynthia Cooper, 2010-06-03 The longer WorldCom Chief Audit Executive Cynthia Cooper stares at the entries in front of her, the more sinister they seem. But the CFO is badgering her to delay her team's audit of the company's books and directing others to block Cooper's efforts. Still, something in the pit of her stomach tells her to keep digging. Cooper takes readers behind the scenes on a riveting, real-time journey as she and her team work at night and behind closed doors to expose the largest fraud in corporate history. Whom can they trust? Could she lose her job? Should she fear for her physical safety? In *Extraordinary Circumstances*, she recounts for the first time her journey from her close family upbringing in a small Mississippi town, to working motherhood and corporate success, to the pressures of becoming a whistleblower, to being named one of Time's 2002 Persons of the Year. She also provides a rare insider's glimpse into the spectacular rise and fall of WorldCom, a telecom titan, the darling of Wall Street, and a Cinderella story for Mississippi. With remarkable candor, Cooper discusses her struggle to overcome these challenges, and how she has found healing through sharing the lessons learned with the next generation. This book reminds us all that ethical decision-making is not forged at the crossroads of major events but starts in childhood, decision by decision and brick by brick. At a time when corporate dishonesty is dominating public attention, *Extraordinary Circumstances* makes it clear that the tone set at the top is critical to fostering an ethical environment in the work-place. Provocative, moving, and intensely personal, *Extraordinary Circumstances* is a wake-up call to corporate leaders and an intimate glimpse at a scandal that shook the business world.

They Told Me Not to Take that Job Reynold Levy, 2015-05-12 When Reynold Levy became the new president of Lincoln Center in 2002, New York Magazine described the situation he walked in to as a community in deep distress, riven by conflict. Ideas for the redevelopment of Lincoln Center's artistic facilities and public spaces required spending more than 1.2 billion, but there was no clear pathway for how to raise that kind of unprecedented sum. The individual resident organizations that were the key constituents of Lincoln Center -- the Metropolitan Opera, the New York City Opera, the New York Philharmonic, the Juilliard School, and eight others -- could not agree on a common capital plan or fundraising course of action. Instead, intramural rivalries and disputes filled the vacuum. Besides, some of those organizations had daunting problems of their own. Levy tells the inside story of the demise of the New York City Opera, the Metropolitan Opera's need to use as collateral its iconic Chagall tapestries in the face of mounting operating losses, and the New York Philharmonic's dalliance with Carnegie Hall. Yet despite these and other challenges, Levy and the extraordinary civic leaders at his side were able to shape a consensus for the physical modernization of the sixteen-acre campus and raise the money necessary to maintain Lincoln Center as the country's most vibrant performing arts destination. By the time he left, Lincoln Center had prepared itself fully for the next generation of artists and audiences. *They Told Me Not to Take That Job* is more than a memoir of life at the heart of one of the world's most prominent cultural institutions. It is also a case study of leadership and

management in action. How Levy and his colleagues triumphantly steered Lincoln Center -- through perhaps the most tumultuous decade of its history to a startling transformation -- is fully captured in his riveting account.

*The Great American Stickup* Robert Scheer, 2010-09-07 In *The Great American Stickup*, celebrated journalist Robert Scheer uncovers the hidden story behind one of the greatest financial crimes of our time: the Wall Street financial crash of 2008 and the consequent global recession. Instead of going where other journalists have gone in search of this story -- the board rooms and trading floors of the big Wall Street firms -- Scheer goes back to Washington, D.C., a veritable crime scene, beginning in the 1980s, where the captains of the finance industry, their lobbyists and allies among leading politicians destroyed an American regulatory system that had been functioning effectively since the era of the New Deal. This is a story largely forgotten or overlooked by the mainstream media, who wasted more than two decades with their boosterish coverage of Wall Street. Scheer argues that the roots of the disaster go back to the free-market propaganda of the Reagan years and, most damagingly, to the bipartisan deregulation of the banking industry undertaken with the full support of progressive Bill Clinton. In fact, if this debacle has a name, Scheer suggests, it is the Clinton Bubble, that era when the administration let its friends on Wall Street write legislation that razed decades of robust financial regulation. It was Wall Street and Democratic Party darling Robert Rubin along with his clique of economist super-friends -- Alan Greenspan, Lawrence Summers, and a few others -- who inflated a giant real estate bubble by purposely not regulating the derivatives market, resulting in the pain and hardship millions are experiencing now. *The Great American Stickup* is both a brilliant telling of the story of the Clinton financial clique and the havoc it wrought -- informed by whistleblowers such as Brooksley Born, who goes on the record for Scheer -- and an unsparing anatomy of the American business and political class. It is also a cautionary tale: those who form the nucleus of the Clinton clique are now advising the Obama administration.

Philanthrocapitalism Matthew Bishop, Michael Green, 2010-06-01 For philanthropists of the past, charity was often a matter of simply giving money away. For the philanthrocapitalists-the new generation of billionaires who are reshaping the way they give-it's like business. Largely trained in the corporate world, these social investors are using big-business-style strategies and expecting results and accountability to match. Bill Gates, the world's richest man, is leading the way: he has promised his entire fortune to finding a cure for the diseases that kill millions of children in the poorest countries in the world. In *Philanthrocapitalism*, Matthew Bishop and Michael Green examine this new movement and its implications. Proceeding from interviews with some of the most powerful people on the planet-including Gates, Bill Clinton, Warren Buffett, Oprah Winfrey, and Bono, among others-they show how a web of wealthy, motivated donors has set out to change the world.

The House of Dimon Patricia Crisafulli, 2011-01-04 A behind-the-scenes look at Wall Street's top banker Following the eleventh-hour rescue of Bear Stearns by JP Morgan, Jamie Dimon's profile reached stratospheric levels. And while the deals

and decisions he's made have usually turned out to be the right ones, his journey to the top of the financial world has been anything but easy. Now, in *The House of Dimon*, former business journalist Patricia Crisafulli goes behind the scenes to recount the amazing events that have shaped Dimon's career, from his rise to prominence as Sandy Weill's protégé at Citigroup to the drama surrounding his purchase of Bear Stearns and Washington Mutual. Each step of the way, this engaging book provides insider accounts of how Dimon successfully acquired and integrated companies, created efficiencies, and grew bottom-line results as the consummate hands-on manager. Includes interviews with Dimon himself, Sandy Weill, and colleagues who've known Dimon over the course of his career Shows how Dimon's management style and talent for taking calculated risks have allowed him to excel where many others have failed Places Dimon in the context of contemporary Wall Street, an environment that has destroyed several top CEOs During one of the most difficult and tumultuous periods in Wall Street history, Jamie Dimon has survived and thrived. *The House of Dimon* reveals how he's done it and explores what lies ahead for Dimon, as he attempts to grow JPMorgan in the face of the unrelenting pressures of Wall Street.

**M&A Titans** Brett Cole, 2008-09-29 This book focuses on the 11 men, lawyers and bankers, who are responsible for the creation of Wall Street's merger industry. It specifically concentrates on the events and personalities who dominated Wall Street during the takeover battles of the 1970s and 1980s. Lawyers Joe Flom and Marty Lipton, the godfathers of modern M&A, educated bankers on takeover laws and regulations as well as tactics. Flom and Lipton were also superlative businessmen who built their own firms to become Wall Street powerhouses. The two men drew into their orbit a circle of bankers. Felix Rohatyn, Ira Harris, Steve Friedman, Geoff Boisi, Eric Gleacher and Bruce Wasserstein were close to Lipton. Robert Greenhill and Joe Perella were close to Flom. *M&A Titans* provides insight into the culture of the different investment banks and how each of the bankers influenced the firms they worked in as they became more powerful. Some such as Gleacher, Harris, Wasserstein, Perella and Greenhill clashed with the men running their firms and left. Others such as Friedman and Boisi stayed and profoundly influenced how the firm did business. The career of Michael Milken, perhaps the notorious name on Wall Street in the 1980s, is also examined as well as the actions and tactics of his firm, Drexel Burnham Lambert. Milken and Drexel paved the way for the growth of private equity and helped popularize attacks on management by investors such as Boone Pickens and Carl Icahn.

Money, Banking and Financial Markets Laurence Ball, 2011-02-25 The breakthrough text that closes the gap between economic theory and the day-to-day behaviour of banks and financial markets. Working from a macro framework based on the Fed's use of interest rate, Ball presents the core concepts necessary to understand the problems of the stock market and the causes of recessions and banking crises

Don't Take the Last Donut (EasyRead Super Large 18pt Edition) ,

**A Dual Inheritance** Joanna Hershon, 2013-05-07 For readers of *Rules of Civility* and *The Marriage Plot*, Joanna Hershon's *A Dual Inheritance* is an engrossing novel of passion, friendship, betrayal, and class—and their reverberations across generations. Autumn 1962: Ed Cantowitz and Hugh Shipley meet in their final year at Harvard. Ed is far removed from Hugh's privileged upbringing as a Boston Brahmin, yet his drive and ambition outpace Hugh's ambivalence about his own life. These two young men form an unlikely friendship, bolstered by a fierce shared desire to transcend their circumstances. But in just a few short years, not only do their paths diverge—one rising on Wall Street, the other becoming a kind of global humanitarian—but their friendship ends abruptly, with only one of them understanding why. Can a friendship define your view of the world? Spanning from the Cuban Missile Crisis to the present-day stock market collapse, with locations as diverse as Dar es Salaam, Boston, Shenzhen, and Fishers Island, *A Dual Inheritance* asks this question, as it follows not only these two men, but the complicated women in their vastly different lives. And as Ed and Hugh grow farther and farther apart, they remain uniquely—even surprisingly—connected. Look for special features inside. Join the Random House Reader's Circle for author chats and more. "A big, captivating sweep of a romance . . . a searching exploration of class and destiny in late-twentieth-century America."—Jennifer Egan "The best book about male friendship written this young century."—Details "[A] warm, smart, enjoyably complex novel . . . Both Hugh and Ed are lonely searchers . . . and [Hershon's] skill in rendering each of them as flawed individuals is what makes the novel so readable and so rich. . . . *A Dual Inheritance* is an old-fashioned social novel that feels fresh because of its deft, clear-eyed approach to still-unspoken rules about ethnicity, money and identity."—San Francisco Chronicle "An absorbing, fully-realized novel . . . [Hershon] renders the book's many locales with a nuanced appreciation for the way environment emerges out of the confluence of physical detail and social experience. . . . *A Dual Inheritance* never lets its readers forget they are reading a well-crafted novel, and as a well-crafted novel, it fully satisfies."—The Boston Globe "This marvelous novel is a mix of heartache and history. . . . Think of Anne Tyler and Tom Wolfe, both."—Victor LaValle, author of *The Devil in Silver* "[An] engrossing saga."—Vogue "Hershon artfully guides us through the lives of Ed and Hugh, college buddies who meet at Harvard in the '60s, shifting between their perspectives through adulthood to detail their lingering impact on one another's lives in such a way that it'll make you take a second look at all of your relationships."—GQ "Let this story of two Harvard men's unexpected friendship and its sudden end transport you through time (beginning on Harvard's campus in 1962) and place."—The Huffington Post "A richly composed . . . portrait of familial gravity and the wobbly orbits that bring us together again and again."—Kirkus Reviews

**Nothing Is Too Big to Fail** Kerry Killinger, Linda Killinger, 2021-03-23 No institution, government, or country is too big to fail. A behind-the-scenes account of what led to the 2008 crisis—and may soon lead to a bigger one. Written by two bank executives with firsthand experience of several financial crises, *Nothing is Too Big to Fail* holds a stiff warning about the future of finance and social justice—revealing how the US government's fiscal and monetary policies are creating asset and

debt bubbles that could burst at any time. The COVID-19 pandemic is just one of many risks that could derail our highly leveraged and fragile economic system. The authors also tell how government actions and an unregulated shadow banking system are leading to inequitable distribution of wealth, destroying the middle class, reducing trust in government, and accelerating racial injustice. No institution, government, or country is too big to fail. This book offers lessons learned from past crises and recommended actions for business and government leaders to take today to return our economic system and our democracy to a safer trajectory.

**Makers and Takers** Rana Foroohar, 2017-09-12 Is Wall Street bad for Main Street America? A well-told exploration of why our current economy is leaving too many behind. —The New York Times In looking at the forces that shaped the 2016 presidential election, one thing is clear: much of the population believes that our economic system is rigged to enrich the privileged elites at the expense of hard-working Americans. This is a belief held equally on both sides of political spectrum, and it seems only to be gaining momentum. A key reason, says Financial Times columnist Rana Foroohar, is the fact that Wall Street is no longer supporting Main Street businesses that create the jobs for the middle and working class. She draws on in-depth reporting and interviews at the highest rungs of business and government to show how the “financialization of America”—the phenomenon by which finance and its way of thinking have come to dominate every corner of business—is threatening the American Dream. Now updated with new material explaining how our corrupted financial system propelled Donald Trump to power, *Makers and Takers* explores the confluence of forces that has led American businesses to favor balance-sheet engineering over the actual kind, greed over growth, and short-term profits over putting people to work. From the cozy relationship between Wall Street and Washington, to a tax code designed to benefit wealthy individuals and corporations, to forty years of bad policy decisions, she shows why so many Americans have lost trust in the system, and why it matters urgently to us all. Through colorful stories of both “Takers,” those stifling job creation while lining their own pockets, and “Makers,” businesses serving the real economy, Foroohar shows how we can reverse these trends for a better path forward.

**A Financial History of the United States** Jerry W Markham, 2015-03-17 This new reference by the author of the critically acclaimed *A Financial History of the United States* covers the aftermath of the Enron-era scandals and the extraordinary financial developments during the period

*Don't Take the Last Donut* Judith Bowman, 2009-01-01 Counsels business professionals on how to master interpersonal protocols in business settings, covering such topics as making proper introductions, creating a positive first impression and managing awkward moments. Reprint.

**Hall of Mirrors** Barry J. Eichengreen, 2016 A brilliantly conceived dual-track account of the two greatest economic crises of the last century and their consequences--

## **Don't Take the Last Donut (Volume 2 of 2)(EasyRead Super Large 24pt Edition) ,**

Surviving Wall Street Scott L. Bok, 2025-04-29 M&A dealmaker's real-life adventure tale tells the story of a turbulent period on Wall Street. Surviving Wall Street: A Tale of Triumph, Tragedy and Timing portrays the dramatic transformation of the investment banking business in recent decades through the tumultuous saga of one firm (Greenhill & Co., a specialist in mergers and acquisitions) and one man (Scott Bok, the longtime CEO of that firm). Written in the style of an adventure tale, this book is also a coming of age story for a naive young man who came to Wall Street—as thousands like him do each year—and managed to grab a front-row seat for a period of epic change. Readers will gain an insider's perspective on: A M&A firm's journey from start-up to wildly successful first-of-a-kind IPO and later to a sale to a major global bank. Numerous crises that rocked Greenhill and all of Wall Street, including the dot-com crash, global financial crisis and pandemic. How the creation of new firms and mergers or collapses of old ones have driven the evolution and growth of the industry. The author's role in a battle for control of the University of Pennsylvania that featured activist shareholder and corporate takeover tactics. A firsthand account of deals and dealmakers told from inside the boardroom, Surviving Wall Street will captivate those wanting to understand the dramatic evolution and expansion of Wall Street, as well as younger readers hoping to chart their own path to success in this Darwinian industry.

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