

# MEMOS FROM THE CHAIRMAN Pdf Free Download

Memos from the Chairman: What I've Learnt. Memos from the Chairman. .



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Alan C Greenberg  
160 pages  
01 Mar 1996  
Workman Publishing  
9781523501328  
English  
none



Fun collection of Company memos from Bear Sterns CEO, who credits the wisdom shared to funny fictitious executives with strange names ex: Haimchinkel Malintz Anaynikal. Excessive and petty expense cutting is the most recurring theme saving paper clips, rubber bands and envelopes is golden. Periodically, we will collect excess paper clips and sell them since the cost to us is zero, the Arbitrage Department tells me the return on capital will be above average. This action may seem a little petty, but anything we can do to make our people conscious of expenses is worthwhile. There is a risk in everything you do and that certainly includes derivatives and personal relationships. I think one should always be careful in whatever the person is involved with. My personal point of view is that people should certainly stay involved in both—derivatives and personal relationships.

New Words: cognoscenti : expert, connoisseur. Jun 08, Ietrio rated it did not like it Shelves: junk. I certainly missed the wisdom among these memos from a self-important person trying hard to look smart. Is there any financial advice? Maybe it was in the few memos at the end when I said "No more! These are really only the memos. Which were probably hand picked for their brilliance.

And probably carefully whitewashed to avoid anything that today might be considered offensive and tarnish the memory of an older, unpleasant man. Dec 26, Kristoffer rated it really liked it. This book is a collection of memos sent from Alan C. Greenberg while he was chairman of Bear Stearns. Communicating memos is a common practice throughout the business world but Greenberg set himself apart in the way he did it. The following quote from a memo by Greenberg is one of the best examples of this. They were excellent. When mortals go through a prosperous period, it seems to be human nature for expenses to balloon. We are going to be t This book is a collection of memos sent from Alan C. We are going to be the exception. I have just informed the purchasing department that they should no longer purchases paper clips. All of us receive documents every day with paper clips on them. If we save these paper clips, not only will we have enough for our own use, but we will also, in a short time, be awash in the little critters.

Periodically, we will collect excess paper clips and sell them since the cost to us is zero, the arbitrage Department tells me the return on capital will be above average. The memos are between years old and many cannot be applied to the world we live in today. The key takeaways from this book are not the values expressed but rather how they are expressed by Greenberg. The book is rather short and a fun read. It could be improved if more reflections of the memos were added. Jul 19, Pamela rated it it was amazing. Read as intern for Bear and was priviledged to get to know Mr. Greenberg as i worked on same floor as him : have my autographed copy. Dec 30, ReadingMama rated it liked it. Ace Greenberg who was the chairman of Bear Stearns and his mentor, Haimchinkel Malintz Anaynikal, who is a philosopher. Wisdom gathered from the memos written by Greenberg. At time, it read like a joke and fiction especially when it came about paper clips and rubber band savings....

Almost ridiculous saving, emphasis and repetition, but in the end those who counts the pennies are the millionaires so not too surprised. Do not get cocky or over confident!!! Since the cost is zero, the return on capital Ace Greenberg who was the chairman of

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**Having the experience of having parents that went through losing their home and two bankruptcies, have proactively sought knowledge in basic finance and accounting.**

**What impacted the most was the importance of controlling or reducing expenses especially when times are financially good. This is the main theme I extracted from this book because I ascribe to the philosophy of reading widely and this book didn't really fit into most of what I usually read but I was surprised how much I enjoyed it.**

**This is the main theme I extracted from this book because the author wrote memos that the majority of time had a central theme of controlling or reducing expenses.**

**I found it interesting and entertaining on how the author of the memos created these fictional wise characters that he would always refer to when trying to make a point. This was an interesting way to deliver a message that is entertaining but at the same time delivering an important message to the health of the company.**

**Alan would even use ways that seem ridiculous to deliver a message but were important the function of reducing and eliminating expenses. For example, the whole reusing envelopes and paper clips to the point that it would be impossible to reuse them is genius. It delivers the message that if you care deeply about the minuscule expenses then you would definitely care about the critical ones as well, it all starts from the bottom, which leads to the top.**

**This is an excellent book for anyone running a small or a large company. The book also demonstrates clarity in communicating simple facts and decisions to leaders. Feb 12, italiandiabolik rated it liked it Shelves: owned. Control expenses. Return calls.**

**Interesting memos, filled with irony and sarcasm, from a time when there was no internet, no mobile phones, no e-mails, but leading successful businesses was tough nonetheless. Really cherished the PSB definition. This is the dark side of capitalism at the expense of human empowerment and freedom. Jul 28, Sean Cramer rated it liked it Shelves: cramer-library. Funny view on a chairman's perspective on cutting costs improve market share. Thought it was a good read Funny view on a chairman's perspective on cutting costs improve market share. Thought it was a good read Jan 14, Nak rated it it was amazing.**

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**Interesting to know a little bit of the culture at Bear Stearns. On the whole a little disappointing really. Dec 08, Chris Choi rated it liked it. Feb 10, EChatina rated it really liked it. Nice one. Beautifully written. I wish I could draft emails "memos" the way he did.**

If you're looking for ways to direct your team, with an "iron fist in a velvet glove" kind of way, this is your book. Not insightful. And from a Wall Street executive who, along with this acolytes, drove his bank into the ditch. Not worth it. May 04, Harry Harman added it. Like reusing paper clips, rubber bands, and envelopes. Feb 05, Armando Leite rated it liked it. A collection of memos sent by Bear and Stearns CEO, Alan Greenberg, impart a philosophy of common sense management on the rest of his organisation. Although "arrogance" is mentioned as a negative on several occasions, the memos in themselves come across as arrogant at times. Joke wears off after a bit though. Interesting the emphasis on the qualities of new hires that were sought by the firm: Poor, Smart and Desperate to get Rich. MBA and formal education often dismissed. Greenberg himself was not from an Ivy League background which likely influenced his views.

Mar 06, Julie rated it really liked it. Superficially, the memos appear repetitive and overly simplistic. Then you realize that is the beauty and the brilliance of Greenberg. And they understood how to live through tough times. If you could reduce expenses, improve your bottom line, and save that money somewhere for difficult times, you would be amazing as a C-level officer. Whenever Bear Stearns does well, Greenberg will take care to remind his employees not to be complacent.

After a month like the one we just experienced, I think we should be on our guard against the negatives that go along with great success. I am speaking of complacency, sloppiness, relaxing on expenses, cockiness, and just getting careless in general. If somebody with an MBA degree applies for a job, we will certainly not hold it against them, but we are really looking for people with PSD degrees. What is our posture at this time? Your executive committee feels we should be hiring, not firing.

This is the time to pick up great people. This position may amaze some newer associates, but those of you who have been exposed to our culture will not be surprised by this move. Being a contrarian has worked for us in the past and it will work again.

If you want to become a lot richer, just give us information that will aid us in discovering employees who violate either of the two rules of behaviour that I have just mentioned. Call your supervisor or me with any of your suspicions. You will never be criticized if your information proves to be inaccurate. The fable about the boy who cried wolf does not fit with the Bear Stearns philosophy. Cry wolf at every opportunity. If your doubts prove to be false, you will still be thanked. Yes, there might be false positives.

A bell will not ring to prepare you for the good times. Remember how great the world looks three months ago? The market can reverse its present course just as dramatically. This market gives all of us a chance to demonstrate what we are made of. Some people go through all of life and never get a chance to demonstrate their ability to lead. You are fortunate! You can help the people you work with to get through this by being a leader. Now is the time for real leaders to step up. If you are going to stand tall, keep a few things in perspective. This is nothing next to Auschwitz, Buchenwald or Vietnam. He is constantly admonishing his associates to pick up phone calls quickly or to return all phone calls. When we get a resume, either you or one of your associates should call the person who sent it to you and say that it was received.

**and that it will be processed.**

### **Memos from the Chairman**

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Superficially, the memos appear repetitive and overly simplistic. Then you realize that is the beauty and the brilliance of Greenberg. Really good one for leaders of any company or group. Mar 08, Tirath rated it liked it. The size of the book makes it a fun read. It could however do with more of an explanation. The chairman of a now failed organisation kept sticking to the basics - common sense, frugality, accountability, respect for customers, honing a culture, and lastly, being contrarian in times of extreme situations. It's a nice short fun read, but gives away little information other than the verbatim memos. Jul 26, Arturo O. Interesting focus on the fundamentals. At first, it sounded sarcastic but I think a better term for describing the memos is that they are straightforward. He talks a lot about austerity, and I think it's an important topic to take care of as a chairman but I don't think that's what made the company great, as some people see it.

At some points, I think insisting some much on that, and taking it to an extreme, made the associates feel like they were working on a "cheap" company. Jan 30, bookreader rated it it was ok. Shelves: bankruptcy, business, business-history, finance, history, hubris, humor, management, memoir, non-fiction. There are no discussion topics on this book yet. Be the first to start one ». Readers also enjoyed. About Alan C. Alan C. Books by Alan C. Need another excuse to treat yourself to a new book this week? We've got you covered with the buzziest new releases of the day. Check nearby libraries. Library. Share this book. Facebook. Last edited by ImportBot. An edition of *Memos from the Chairman* Written in English — pages.

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If you contrast that with current standards — with large tech companies like Google and Facebook offering every benefit under the sun — frugal companies like Walmart seem old-fashioned, conservative and out-of-date. They understood what it was like to have nothing. They understood what it was like to live foot-to-mouth. And they understood how to live through tough times. If you could reduce expenses, improve your bottom line, and save that money somewhere for difficult times, you would be amazing as a C-level officer. Whenever Bear Stearns does well, Greenberg will take care to remind his employees not to be complacent.

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Some people go through all of life and never get a chance to demonstrate their ability to lead. You are fortunate! You can help the people you work with to get through this by being a leader. Now is the time for real leaders to step up. If you are going to stand tall, keep a few things in perspective. 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. Sam Walton, Made in America - Paperback. The Memo - by Minda Harts Paperback. Think Again - by Adam Grant Hardcover. Thoughts on Design - by Paul Rand Paperback. Ask for More - by Alexandra Carter Hardcover.

Atomic Habits - by James Clear Hardcover. Grumpy Monkey - by Suzanne Lang Hardcover. Big Feelings - by Alexandra Penfold Hardcover. See our price match guarantee. See how a store is chosen for you. Loading, please wait Free 2-Day Shipping. Same Day Delivery. Please select a store. Deliver to Edit zip code. Ship it. This item isn't sold in stores. Help us improve this page. About this item. Specifications Number of Pages: