

20 THINGS

YOU DIDN'T KNOW ABOUT PAUL UNTIL NOW



Paul Danziger, MBA

President

Investment Adviser Representative



What are 3 words people use to describe you?

Empathetic, Integrity, Hard Working.

If happiness was the national currency, what kind of work would make you rich?

Teaching people and youngsters in different subjects and sports.

Name one thing not many people know about you.

I grew 5 inches during my freshman year in college.

What did you want to be when you were a child?

Major League baseball player.

What are you most grateful for in your life?

My family.

What is the best advice you've ever been given?

Be true to yourself. Don't worry what other people think.

What are your Top 3 all time favorite movies?

Great Escape, Schindler's List, The Shawshank Redemption.

What is your greatest achievement and how has it shaped you?

I hope my children look at me as having been a good and dedicated father.

What book has influenced you the most and why?

Biographies of famous people and what they have accomplished often facing difficult odds.

What one thing have you not done in your life that you really want to do?

Write a book.

“ I have the privilege
of getting involved
in people’s lives,
finding out what
their concerns are,
and then providing
solutions to get
them to where
they need to be. ”

What is your favorite quote and who said it?

Will Rogers – “I never met a man I didn’t like.”

If you could have dinner with any one person, living or dead,
who would they be and why?

George Washington -- All that he faced being general and
how he helped shape the nation after the Revolutionary War.

What words of wisdom would you pass on to your child-
hood self?

Let time be an asset. Put off immediate gratification to help
attain long term goals. Without discipline you have nothing.

List one thing you wish you could change about yourself.

I get too impatient sometimes.

If you could speak to everyone in the world at the same time,
what would you say?

Let every individual believe in whatever they want to believe
in as long as they do no harm to others.

Who is one of your heroes and why?

Jackie Robinson for how he dealt with the prejudice
against him.

What is your most treasured memory?

Birth of my children.

If you could have the answer to any one question, what
would that question be?

Don’t know.

If you were to die tomorrow, what would be your biggest
regret?

Not having attempted to write a book.

If you could live in a book, TV show or movie, what would it
be and why?

Seinfeld -- funny people.

20 THINGS

YOU DIDN'T KNOW ABOUT MARK UNTIL NOW



Mark Schlossenberg,
CFS®, CAS®, CIS™

Managing Director
Investment Adviser Representative



What are 3 words people use to describe you?

Driven, Compassionate, Integrity

If happiness was the national currency, what kind of work would make you rich?

Helping others succeed who could just use a little extra help along the way.

Name one thing not many people know about you.

I worked in professional tennis and was tasked with picking Serena and Venus Williams up at their hotel and driving them along with Richard and Oracene Williams to the site of a professional event in Oklahoma City. It was before GPS, and with my lack of direction, I got lost with them in the car for an hour for what should have been a 10-minute drive. Venus went on to win the tournament for her first WTA career title and the family could not have been nicer.

What did you want to be when you were a child?

A jockey in the Kentucky Derby.

What are you most grateful for in your life?

Having a wonderful family who taught me how to treat others with dignity and respect.

What is the best advice you've ever been given?

Your reputation is all you have; you may not be the best but always try your best.

What are your Top 3 all time favorite movies?

Airplane! Shawshank Redemption, Silence of the Lambs

What is your greatest achievement and how has it shaped you?

After college, I started a publication catering to golf, tennis and fitness at the country club level. That wasn't my background, so I had to learn everything from scratch and, as a one-man operation, had to work 24/7 doing everything. It taught me that anything is possible; if you want to do something, go for it. The next year I received the USTA Mid-Atlantic Section "Outstanding Media/Press Coverage of the Year" Award, which helped validate all the effort.

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What book has influenced you the most and why?

Too many to name.

What one thing have you not done in your life that you really want to do?

Attend the Kentucky Derby in person. I always say maybe next year, maybe next year.

What is your favorite quote and who said it?

“Failure is not falling down but refusing to get up.” -- Chinese proverb

If you could have dinner with any one person, living or dead, who would they be and why?

My Grandparents who have passed. I’ve learned many incredible things about them that I never knew when they were alive. It would be great to hear about their experiences directly from them.

What words of wisdom would you pass on to your childhood self?

Just to take things in stride and help those along the way you can. Life is short and just the smallest acts of kindness can make a huge difference.

List one thing you wish you could change about yourself.

Make sure I always keep in mind what is really important in life and not get bogged down by things that are out of my control.

If you could speak to everyone in the world at the same time, what would you say?

We all judge others. Judge them without understanding their circumstances and knowing what they are going through. Judging a person does not define who they are, it defines who you are.

Who is one of your heroes and why?

My father, a successful businessman but, more importantly, a wonderful person. He knows what to do in any situation and can relate to anyone. If I can be half as good a person, I will have succeeded in life.

What is your most treasured memory?

Too many to name.

If you could have the answer to any one question, what would that question be?

Just maybe that the lottery numbers for next week could pop into my head this week!

If you were to die tomorrow, what would be your biggest regret?

Making sure I expressed to those in my life how important they were to me before I got run over by a bus.

If you could live in a book, TV show or movie, what would it be and why?

Definitely, *Seinfeld*. If something crazy is going to happen to someone, it always happens to me!