



GWSB Alumni Profile: Glenn Feldstein

TO LONG ISLAND BY WAY OF CHINA

DEGREE: BBA, '83

CURRENT POSITION: Principal at Refinance.com, Syosset, N.Y.

FIRST JOB: Sales and marketing rep for family footwear wholesale business during school breaks in high school and college. Frequent travel to China, Hong Kong, Brazil.

BIGGEST CHALLENGE: Meshing so many different personalities in any business transaction. A little bit of self-taught psychology always comes in handy.

BEST B-SCHOOL MEMORY: Meeting future wife Sharon in Thurston Hall first semester of freshman year. Professor Neil Cohen's finance class is a worthy runner-up. He made math understandable, workable, and useful by relating it to real world business problems like the Apple start-up.

HOW GWSB LED TO A CAREER AS A MORTGAGE BANKER: Moving from footwear to mortgage banking, I found that GWSB training made for a short learning curve, especially in finance and business law. I could impress new employers by quickly calculating the weighted average coupon on a portfolio of loans, for instance. No sweat—I had done it as an exercise at GWSB.

GOAL: To see both daughters graduate from GW, then sell off, and head for the Caribbean.

READING MATTER: Business periodicals during the work week, but fiction for vacation. James Patterson's "Double Cross" and Vince Flynn's series about CIA agent Mitch Rapp are recent favorites.

PERSONAL: Lives in Woodbury, Long Island, N.Y. with wife Sharon and daughter Danielle, a high school junior. Daughter Jaime is a GW sophomore. Enjoys jogging, tennis, swimming, and family bonding during getaways to the beaches of Antigua.