

Don Clanton

Chief operating officer, Duncan-Williams, Inc.

Education: B.S. in marketing, finance and insurance, Mississippi State University

Residence: Nesbit, Miss.

Business philosophy: You can get anything you want in life by helping other people get what they want.

Best way to keep competitive edge: Be prepared. Work harder than your competition.

Guiding principle: Honesty

Yardstick of success: Making other people successful

Goal yet to be achieved: Fortunate enough to have achieved my goals

JUDGMENT CALLS

Best business decision: Changing careers from the manufacturing industry to the securities industry

Worst business decision: Not embracing technology sooner

Toughest business decision: They are

all tough because you want to make the best decisions.

Biggest missed opportunity: Can't recall any

Mentor: Ralph Katz, who owned Katz Department Store in Starkville, Miss. I worked there while in college and he taught me everything I needed to know about sales.

Word that best describes you: Loyal

TRUE CONFESSIONS

Like best about job: Meeting the challenges with talented professionals

Like least about job: That the days are not long enough

Pet peeve: When people don't answer their phone

Most important lesson learned: Jumping to conclusions is a bad practice.

Person most interested in meeting: Warren Buffett

Most respected competitor: The mar-

ket itself

Three greatest passions: My faith, my family, my work

First choice for a new career: Can't imagine doing anything else

PREDILECTIONS

Favorite quote: "I'd rather watch a winner than listen to one any day." — Bear Bryant

Most influential book: The Bible

Favorite cause: Children

Favorite status symbol: Helping others

Favorite movie: Any written by John Grisham

Favorite restaurant: Felicia Suzanne's in Memphis

Favorite vacation spot: Maine

What's on your iPod?: Don't have one

Favorite way to spend free time: Relaxing on my farm

Automobile: Chevy pick-up

Clanton began his professional career working for one of the largest can manufacturing companies in the country — Continental Can Co. — right out of college. Although within four years he was the top sales producer, another career and industry beckoned: securities. Clanton's 38-year career in the securities industry included stops at Union Planters Investment Bankers Group, National Bank of Commerce's Commerce Investment Corp. and finally Duncan-Williams, Inc., where he has been chief operating officer since June. He had been executive vice president, Debt Capital Markets, since February 2002. He served as president of the Memphis Investment Bankers Association and as a member of the Financial Industry Regulatory Authority's Business Conduct Board. He is a member of the Securities Industry Association and the Public Securities Association. **Background:** 38-year career in Memphis securities business in sales and sales management
First job: Continental Can Co.

