

FW: Nov.-Dec. Reading Assignment

From	Jamie Rosenwald <jrosenwald@daltoninvestments.com>
To	Laura Rosenwald <ldprose@gmail.com>, Anita Vora <avora@daltoninvestments.com>, "kyle@bfpmine.com" <kyle@bfpmine.com>, Stephanie Tran <stran@daltoninvestments.com>, "'Jocelyn Rosenwald (jocelyn@bfpmine.com)'" <jocelyn@bfpmine.com>, 'Tina Zhu' <tina@bfpmine.com>, 'Matt Rudd' <matt@bfpmine.com>, "jamesbennor@gmail.com" <jamesbennor@gmail.com>, Abraham Rosenwald <aberosenwald@icloud.com>, "maximiliankruger@gmail.com" <maximiliankruger@gmail.com>
Cc	—
Date	Thu, 31 Oct 2019 16:06:25 +0000
Subject	FW: Nov.-Dec. Reading Assignment
Message-ID	<BYAPR11MB38461BC77FC04A13680EB66CCA630@BYAPR11MB3846.namprd11.prod.outlook.com>
Source mailbox(es)	BENNO; INBOX

FYI,

j

From: Jamie Rosenwald**Sent:** Thursday, October 31, 2019 9:05 AM

To: japanteam@daltoninvestments.com; gemsresearch@daltoninvestments.com; marketing@daltoninvestments.com; Sarah ALFANDARI (sarah.alfandari@longchamp-am.com) <sarah.alfandari@longchamp-am.com>; Trading <trading@daltoninvestments.com>; Gifford Combs <gcombs@daltoninvestments.com>; Steve Persky <spersky@daltoninvestments.com>

Subject: Nov.-Dec. Reading Assignment

Team Dalton,

The reading assignment for the final two months of 2019 is Dale Carnegie's, "How To Win Friends & Influence People."

Team Members can focus on improving their Marketing Skills so that Dalton becomes a Marketing Driven Organization!!

The Questions that the Analyst Team should answer in order to complete the assignment by December 31st are:

1. What lessons have you learned from this book which will help you improve the relationship you have with your spouse, children, family?
2. What lessons have you learned from this book which will help you improve your Marketing Skills with Dalton's current and future clients?
3. What lessons have you learned from this book which will help you improve your engagement with the Management of our Portfolio Companies?
4. What lessons have you learned from this book which will help you improve your relationship with Dalton colleagues and friends?

While many view this book as a Motivational Guide, I view this as one of the greatest Marketing Guides ever written!!

HOW CAN I HELP YOU!!! Is the Mantra that I try to repeat in my head in advance of every encounter with another human being.

Warren Buffett is known to have his Dale Carnegie Diploma, not his Columbia University Diploma, hung on his office wall.

Happy Halloween,

jamie