

'Simply do it better.'

HARRY J. CLARK
CLARK CAPITAL
MANAGEMENT GROUP

CEO FILE



JEFF FUSCO

Harry Clark pilots his boat to Miami during the winter season.

PERSONAL INFORMATION

Name: Harry J. Clark
Title: President and CEO
Company, city: Clark Capital Management Group, Philadelphia
Type of company: Investment advisory firm.
Number of employees: 52
Revenue in last fiscal year: Undisclosed.
Recent project: Adding an institutional division.
Education: Villanova University, BS and MS in mechanical engineering, with a nuclear specialty.
First job: Power plant engineering.
Little-known fact about you: I enjoy playing the piano.
Home: Gladwyne.

BUSINESS PHILOSOPHY

Essential business philosophy: To simply do it better.
Best way to keep a competitive edge: Innovation.
Yardstick of success: Our clients' satisfaction.
Goal yet to be achieved: To achieve a worldwide presence.

JUDGMENT CALLS

Best decision: Hiring my children ... all of them.
Worst decision: To trust a specialized insurance company who went out of business when I had a claim to file.
Toughest decision: Whenever I've had to let an employee go, which has been rare.
Mentor: N/A.

TRUE CONFESSIONS

Word that best describes you: I am told it's "generous," although I hesitate to say that about myself.
Like best about your job: Helping clients reach their financial goals.
Like least about your job: Excessive government regulations.
The most important lesson you've learned: To change with the times.
Life motto: Be true.
Greatest fear: Another depression in the economy.
Person most interested in meeting: Alan Greenspan — I would like to better understand why he took certain actions.

Company you respect most: Blackrock Investments — for its worldwide presence.
First choice for a new career: College professor.
Greatest extravagance: My boat.

ET CETERA

Award/honor most proud of: High school Penn Relay medals.
Most influential book: "New Key to Stock Market Profit," by Joseph Granville.
Favorite movie: "Top Gun," directed by Tony Scott.
Favorite restaurant: Twenty Manning and Le Bec-Fin.
Favorite vacation spot: San Torini.
Favorite room in the house and why: Great room where I relax with my family and my dogs.
Favorite way to spend free time: Working on my boat and reading.
Car you drive: Jaguar. ■