

STERLING CAPITAL'S

# MONTHLY ASSOCIATE SPOTLIGHT FEATURING

## Eddie Watson

DIRECTOR & SALES DESK MANAGER



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CAPITAL



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### Q: What is your favorite Sterling tradition?

A: The best thing about being a part of the Sterling family is all the great people we are able to work with. Every year we are able to get together and give back to the community by participating in Habitat for Humanity. It is enjoyable not only to get out of the office but also to spend some time with some of the folks in the firm that we do not interact with on a day to day basis. Giving back to the community is a great thing, but also deepening relationships with our colleagues here at the firm is important.

### Q: What made you interested in working in the investment industry?

A: As a kid, working on Wall Street was very appealing. It was not as appealing as playing hockey for the Philadelphia Flyers, but that was a long shot. My uncle was from New York and worked for Goldman Sachs and his uncle was a founding member of Wertheim and company. I liked math as a kid and stocks were always a topic of interest. I got my start at Wachovia Securities and moved to Sterling Capital about 10 years ago.

### Q: What's the best advice you've ever heard?

A: At a young age, my father always used the quote "work hard play hard." I have applied this to all facets of my life and it pays dividends whether it was on the ice/field in sports, in school, or at work. I think passionate people and hard workers get the most out of their opportunities in life. Success will come, but it also takes hard work, especially when there is adversity. Spending quality time with family and friends is what keeps us grounded and allows us to continue to perform at higher levels.

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