Meet the Deans of Wall Street
New Series Only at Hutton House Lectures

If you have ever wondered how Wall Street works, a new series at Hutton House Lectures will provide you with the clearest explanations you can find. Four engaging and prominent speakers who had accomplished careers on Wall Street and are now deans and professors at Long Island University will lead the classes. The series, titled “When E.F. Hutton Talks… “, is named for financial tycoon E. F. Hutton, who lived on the magnificent estates that would merge to become the LIU Post campus (see back cover).

The courses are not investment primers. The objective of the series is introduce our students to the history of investment practices, intertwined with contemporaneous social, political, intellectual and cultural concerns. The courses run every Monday beginning January 21, 2019 from 2 to 3:30 p.m. in Lorber Hall. Register quickly to ensure your seat by calling 516-299-2580 or reserving online at https://webapps.liu.edu/HuttonHouse.

Our speakers are:

January 21, 2019 – Ed Weis is LIU Post’s Vice President of Academic Affairs. Dr. Weis graduated from college at age 17, going on to earn his M.A. in Accounting, J.D., and Ph.D. in finance by age 24. He was a managing director at Merrill Lynch. Dr. Weis marketed and executed strategic financing transactions for high-profile clients, including General Electric, Wells Fargo, Continental Airlines and Priceline.

January 28, 2019 – Ray Pullaro is interim dean of LIU Brooklyn’s School of Business, Public Administration and Information Sciences. He has a B.A. from Yale, an M.B.A. from NYU Stern and is completing a Ph.D. Dean Pullaro was managing director for Blackstone’s Alternative Asset Management division, responsible for over $32 billion in assets. Dean Pullaro worked as a consultant with PricewaterhouseCoopers, specializing in financial risk.

February 4, 2019 – Chuck Garcia is founder of Climb Leadership Consulting and is assistant dean of the School of Business at LIU Brooklyn. He coaches executives on public speaking, sales skills and leadership development. A 25-year veteran of Wall Street, he led sales and marketing for Bloomberg. He was director of business development at BlackRock Solutions and was a managing director at Citadel, a prestigious alternative investment-management firm.

February 11, 2019 – Christopher Bates, an advisory board member at The Citadel School of Business and adjunct finance professor at LIU Post, has experienced firsthand the dizzying pace of the New York Stock Exchange floor. Professor Bates was a member of the NYSE from 1980 to 2004 and a former managing director of Goldman Sachs, where he supervised stocks such as Allstate, Valero and Genentech. He has a B.A. and M.S. in criminal justice from LIU Post.
Edward Francis Hutton was a Wall Street heavyweight for 40 years and is best known for his company's advertising slogan: “When E.F. Hutton talks, people listen.” The firm’s television advertisements ran for years and typically featured crowds of people leaning in to hear the advice of a Hutton broker.

Hutton’s commercials depicted people out for a jog, aboard a train, or at a restaurant. The conversation would inevitably turn to the stock market. The words, “Well, my broker is E.F. Hutton, and E.F. Hutton says…” were like uttering an incantation. Once said, the rest of the world would fall silent. Joggers would halt in mid-stride. Commuters on board the train would put down their newspapers. Dinner guests would cease passing the mashed potatoes. Everything came to a screeching halt to hear the sage advice of the legendary E.F. Hutton. The commercials all ended with the same poignant tag line: “When E.F. Hutton talks, people listen.”

In 1920, Hutton married cereal heiress Marjorie Merriweather Post and lived in the Tudor mansion that is now LIU Post’s College of Liberal Arts and Sciences and the Honors College. During their marriage, he became chairman of the board of Postum Cereal Company. Together, they acquired foods such as Birds Eye Frosted Foods, Jell-O and Maxwell House and built the world’s largest food conglomerate, General Foods Corporation. Following their divorce in 1935, he moved into a nearby estate (now LIU Post’s Fine Arts Center) where he lived until his death in 1962. His second cousin, William E. Hutton, also a stock broker, purchased the adjacent estate, which is home to the LIU Post Hutton House Lectures and School of Professional Accountancy.