

# The Buy Side A Wall Street Traders Tale Of Spectacular Excess Turney Duff

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[A Wall Street Story](#) St. Martin's Press

"A former hedge-fund trader presents a memoir about coming of age on Wall Street, his obsessive pursuit of money, his disillusionment and the radical new way he has come to define success, "--NoveList.

*The Dark Side of Wall Street* WETFEEET, INC.

On March 14, 2012, more than three million people read Greg Smith's bombshell Op-Ed in the New York Times titled "Why I Am Leaving Goldman Sachs." The column immediately went viral, became a worldwide trending topic on Twitter, and drew passionate responses from former Fed chairman Paul Volcker, legendary General Electric CEO Jack Welch, and New York City mayor Mike Bloomberg. Mostly, though, it hit a nerve among the general public who question the role of Wall Street in society -- and the callous "take-the-money-and-run" mentality that brought the world economy to its knees a few short years ago. Smith now picks up where his Op-Ed left off. His story begins in the summer of 2000, when an idealistic 21-year-old arrives as an intern at Goldman Sachs and learns about the firm's Business Principle #1: Our clients' interests always come first. This remains Smith's mantra as he rises from intern to analyst to sales trader, with clients controlling assets of more than a trillion dollars. From the shenanigans of his summer internship during the technology bubble to Las Vegas hot tubs and the excesses of the real estate boom; from the career lifeline he received from an NFL Hall of Famer during the bear market to the day Warren Buffett came to save Goldman Sachs from extinction-Smith will take the reader on his personal journey through the firm, and bring us inside the world's most powerful bank. Smith describes in page-turning detail how the most storied investment bank on Wall Street went from taking iconic companies like Ford, Sears, and Microsoft public to becoming a "vampire squid" that referred to its clients as "muppets" and paid the government a record half-billion dollars to settle SEC charges. He shows the evolution of Wall Street into an industry riddled with conflicts of interest and a profit-at-all-costs mentality: a perfectly rigged game at the expense of the economy and the society at large. After conversations with nine Goldman Sachs partners over a twelve-month period proved fruitless,

Smith came to believe that the only way the system would ever change was for an insider to finally speak out publicly. He walked away from his career and took matters into his own hands. This is his story.

Handbook of Finance, Financial Markets and Instruments W. W. Norton & Company

NEW YORK TIMES BESTSELLER • Now a major motion picture directed by Martin Scorsese and starring Leonardo DiCaprio By day he made thousands of dollars a minute. By night he spent it as fast as he could. From the binge that sank a 170-foot motor yacht and ran up a \$700,000 hotel tab, to the wife and kids waiting at home and the fast-talking, hard-partying young stockbrokers who called him king, here, in Jordan Belfort ' s own words, is the story of the ill-fated genius they called the Wolf of Wall Street. In the 1990s, Belfort became one of the most infamous kingpins in American finance: a brilliant, conniving stock-chopper who led his merry mob on a wild ride out of Wall Street and into a massive office on Long Island. It ' s an extraordinary story of greed, power, and excess that no one could invent: the tale of an ordinary guy who went from hustling Italian ices to making hundreds of millions—until it all came crashing down. Praise for *The Wolf of Wall Street* “ Raw and frequently hilarious. ” —The New York Times “ A rollicking tale of [Jordan Belfort ' s] rise to riches as head of the infamous boiler room Stratton Oakmont . . . proof that there are indeed second acts in American lives. ” —Forbes “ A cross between Tom Wolfe ' s *The Bonfire of the Vanities* and Scorsese ' s *GoodFellas* . . . Belfort has the Midas touch. ” —The Sunday Times (London) “ Entertaining as pulp fiction, real as a federal indictment . . . a hell of a read. ” —Kirkus Reviews

[Circle of Friends](#) WETFEEET, INC.

Relive the excess and humility with former hedge fund honcho and Minyanville founder Todd Harrison. • •The indulgent lifestyle, battles with TheStreet.com, the bubbles, told from a renewed and humbled perspective. •What it was really like on the frontlines, through highs and lows, and how lives were changed. •An insider's look at the extreme personalities Wall Street is famous for, the public falling out with Jim Cramer, and the pressure cooker that consumes professional investors. In *The Other Side of Wall Street*, Minyanville.com founder and former hedge fund honcho Todd Harrison

shares never-before-told stories from the hidden side of Wall Street--from the adrenaline rush of trading at the highest levels to Wall Street's super-indulgent lifestyles... Harrison's time in the trenches fighting with (and then against) Jim Cramer... why he left investing completely, and how he returned to earn his redemption. Thousands of readers have tasted Harrison's story in a recent Dow Jones MarketWatch serialization. Now, for the first time, he shares his entire extraordinary personal memoir. You'll walk alongside Harrison through the 'golden door' that took him into Morgan Stanley in its 1990s heyday... share his ringside view of the explosive growth of derivatives, and the disasters that followed... ride the emotional roller coaster of colossal wins and losses... discover what it's really like to work with Jim Cramer... then travel with Harrison through the 2000s, the most tumultuous decade in investing history. Harrison's seen it all, done it all, and earned perspective and insight available to only a few. If you want to know what it's really like at Wall Street's pinnacle--and in its deepest depths--one book will tell you: *The Other Side of Wall Street* .

*Swinging Through the Wall Street Jungle* Wiley

A debut graphic novel traces the author's parents' difficult decision to pursue greater freedom on the other side of the Berlin Wall in the early 1980s and their costly rejection of communist politics. Simultaneous.

**An Eyewitness Account of the Occupation in Palestine** Wolters Kluwer

Volume I: Financial Markets and Instruments skillfully covers the general characteristics of different asset classes, derivative instruments, the markets in which financial instruments trade, and the players in those markets. It also addresses the role of financial markets in an economy, the structure and organization of financial markets, the efficiency of markets, and the determinants of asset pricing and interest rates. Incorporating timely research and in-depth analysis, the Handbook of Finance is a comprehensive 3-Volume Set that covers both established and cutting-edge theories and developments in finance and investing. Other volumes in the set: Handbook of Finance Volume II: Investment Management and Financial Management and Handbook of Finance Volume III: Valuation, Financial Modeling, and Quantitative Tools.

**The Other Side of the Wall** InterVarsity Press

Vanessa's story follows a young woman's journey through the mental health system after her plan to attempt suicide is intervened. It encompasses all the benefits and downfalls of psychiatric centers and mental health hospitals as well as addresses societal issues that individuals with mental health diseases face on a daily basis. This is a common story that, often times, is not told enough.

McGraw Hill Professional

**NEW YORK TIMES BESTSELLER** • A former Galleon Group trader portrays an after-hours Wall Street culture where drugs and sex are rampant and billions in trading commissions flow to those who dangle the most enticements. A remarkable writing debut, filled with indelible moments, *The Buy Side* shows as no book ever has the rewards—and dizzying temptations—of making a living on the Street. Growing up in the 1980's Turney Duff was your average kid from Kennebunk, Maine, eager to expand his horizons. After trying – and failing – to land a job as a journalist, he secured a trainee position at Morgan Stanley and got his first feel for the pecking order that exists in the trading pits. Those on the “buy side,” the traders who make large bets on whether a stock will rise or fall, are the “alphas” and those on the “sell side,” the brokers who handle their business, are eager to please. How eager to please

was brought home stunningly to Turney in 1999 when he arrived at the Galleon Group, a colossal hedge-fund management firm run by secretive founder Raj Rajaratnam. Finally in a position to trade on his own, Turney was encouraged to socialize with the sell side and siphon from his new broker friends as much information as possible. Soon he was not just vacuuming up valuable tips but also being lured into a variety of hedonistic pursuits. Naïve enough to believe he could keep up the lifestyle without paying a price, he managed to keep an eye on his buy-and-sell charts and, meanwhile, pondered the strange goings on at Galleon, where tens of millions were being made each week in sometimes mysterious ways. At his next positions, at Argus Partners and J.L. Berkowitz, Turney climbed to even higher heights – and, as it turned out, plummeted to even lower depths – as, by day, he solidified his reputation one of the Street's most powerful healthcare traders, and by night, he blazed a path through the city's nightclubs, showing off his social genius and voraciously inhaling any drug that would fill the void he felt inside. A mesmerizingly immersive journey through Wall Street's first millennial decade, and a poignant self portrait by a young man who surely would have destroyed himself were it not for his decision to walk away from a seven-figure annual income, *The Buy Side* is one of the best coming-of-age-on-the-Street books ever written.

**Behind the Lines in the Struggle that Pushed an Industry into Turmoil** Grand Central Publishing  
*Applied Equity Analysis* treats stock valuation as a practical, hands-on tool rather than a vague, theoretical exercise—and covers the entire valuation process from financial statement analysis through the final investment recommendation. Its integrated approach to valuation builds viable connections between a firm's competitive situation and the ultimate behavior of its common stock. Techniques explained include EVA, newer hybrid valuation techniques, and relative multiple analysis.

**An Introduction to Trading in the Financial Markets** Bantam

*Animal House* meets *Liar's Poker* in this hysterically funny, often unbelievable, and absolutely, positively true account of life at DLJ, one of the hottest investment banks on Wall Street. "Like most other young business school graduates, John Rolfe and Peter Troob thought that life in a major investment banking firm would make their wildest dreams come true -- it would be fast-paced, intellectually challenging, glamorous, and, best of all, lucrative. They were in for a surprise. For behind the walls of Wall Street's firms lies a stratum of stunted, overworked, abused, and in the end, very well-compensated, but very frustrated men and women. *Monkey Business* takes readers behind the scenes at Donaldson, Lufkin, and Jenrette (DLJ), one of Wall Street's hottest firms of the 90s, from the interview process to the courting of clients to bonus time. It's a glimpse of a side of the business the financial periodicals don't talk about -- 20-hour work days, trips across the country where associates do nothing except carry the pitch book, strip clubs at night, inflated salaries, and high-powered, unforgettable personalities. *Monkey Business* provides readers with a first-class education in the real life of an investment banker. But best of all, it is an extremely funny read about two young men who, on their way towards achieving the American dream, quickly realized they were selling their souls to get there." *Scandals, Financial Meltdown in the World's Greatest Casino* WETFEET, INC.

As a botanist, Robin Wall Kimmerer has been trained to ask questions of nature with the tools of science. As a member of the Citizen Potawatomi Nation, she embraces the notion that plants and animals are our oldest teachers. In *Braiding Sweetgrass*, Kimmerer brings these two lenses of knowledge together to take us on “a journey that is every bit as mythic as it is scientific, as sacred as it is historical, as clever as it is wise” (Elizabeth Gilbert). Drawing on her life as an indigenous scientist, and as a woman, Kimmerer shows how other living beings—asters and goldenrod, strawberries and squash, salamanders, algae, and sweetgrass—offer us gifts and lessons, even if we've forgotten how to hear their voices. In reflections that range from the

creation of Turtle Island to the forces that threaten its flourishing today, she circles toward a central argument: that the awakening of ecological consciousness requires the acknowledgment and celebration of our reciprocal relationship with the rest of the living world. For only when we can hear the languages of other beings will we be capable of understanding the generosity of the earth, and learn to give our own gifts in return.

**The Essential Guide to Winning on Wall Street** Academic Press

Promotes reflection on the socio-ethical and policy and regulatory aspects of genomics and biotechnology. This collection of essays illuminates the common themes surrounding this hotly contested issue and considers the politics, public perception, ethics, media representations, and future possibilities of genomics.

*Indigenous Wisdom, Scientific Knowledge and the Teachings of Plants* Simon and Schuster

In *The Other Side of the Wall* the author recounts his experiences in Palestine in the summer of 2014 as a member of a prominent organization of peace activists called the International Solidarity Movement (ISM). Working with this controversial group on the frontlines of the Palestinian-Israeli conflict, the author acted in solidarity with the Palestinians in their attempt to resist the Israeli occupation. He witnessed horrific acts of brutality committed by the occupying force. The background for his stay in the West Bank, which often pushed its way into the foreground, was provided by two momentous events - the collective punishment visited upon the population of the West Bank by the Israeli army for the kidnapping of three teenaged Jewish settlers, and the subsequent military assault on the Gaza Strip, which resulted in the deaths of over 2,000 Palestinians.

**The Massive Federal Crackdown on Insider Trading--and Why the Markets Always Work Against the Little Guy** University of Calgary Press

An insider's look at the changing balance of power on Wall Street *The Battle for Wall Street* follows the struggle for power between two giants: the sellers, traditional commercial and investments banks; and the buyers, upstart hedge funds, private equity firms and the like. The battle is about winning the hearts, minds, and – yes, the wallets – of global investors. This battle is still running its course, and with the insights of industry veteran Richard Goldberg, who has had a front row seat, readers will gain a detailed understanding as to what, exactly, is going on within this dynamic arena, specifically the forces behind the shift of power from the old sell side gatekeepers to the new buy side players. The book will play out in three acts: Act One will examine the instruments of change – liquidity and financial technology – along with their influence on the sell and buy sides. Act Two will look at the agents of change – hedge funds, private equity, financial entrepreneurs, endowments, exchanges and sovereign wealth funds – and their impact on the sell and buy sides. In Act Three, Goldberg will take out his crystal ball and walk through the strategic implications for the winners and losers in this battle, against the dramatic backdrop of the subprime mortgage crisis and the resulting shakeup of global firms like Bear Stearns. But Wall Street isn't simply about institutions or corporate battles. It's a landscape dominated by personalities. Goldberg's unique access to major players will bring this book to life with amazing anecdotes and stories about the financial generals who have left their mark in *The Battle for Wall Street*.

*Morgan Stanley 2009* Random House

Ein Buch aus dem Herzen des Finanzsystems - über seine Schattenseiten. Ein packendes Buch über eine Welt, in der Sex und Drogen zum Alltag gehören und Milliardensummen an den gehen, der bereit ist, das Nötige dafür zu tun. An der Börse gibt es eine klare Hackordnung: Die Trader auf der "Buy Side", die mit dem Geld milliardenschwerer Klienten jonglieren, sind die Herren im Ring. Die Kollegen auf der "Sell Side" arbeiten für die Broker, die die Orders der Buy Side ausführen. Turney Duff schaffte es auf die "Buy Side". In seinen besten Zeiten erzielte er ein siebenstelliges Jahreseinkommen - und lebte in Saus und Braus. Penthouse, Luxus, Alkohol und Drogen - er ließ so gut wie nichts aus. Erst als ihn das Kokain fast umgebracht hatte, schaffte er den Absprung. Turney Duff nimmt den Leser mit auf eine Reise in eine Welt voller Exzesse und Korruption, wie wir

sie uns kaum vorstellen können.

**Monkey Business** WETFEET, INC.

The bestselling author of *The Sellout* tells the explosive story of the government's crackdown on insider-trading networks—an investigation that has already racked up more than 60 convictions. In *Circle of Friends*, award-winning journalist Charles Gasparino—one of Wall Street's most knowledgeable observers—follows government investigators and prosecutors as they pursue one of the most aggressive and broad-reaching series of insider-trading cases in the nation's history. A richly textured page-turner of investigative journalism based on extensive reporting, *Circle of Friends* chronicles the massive federal crackdown that has already put some of the biggest names on Wall Street behind bars, including Raj Rajaratnam, founder of the Galleon Group, and Rajat Gupta, a former CEO of consulting giant McKinsey & Co. Other similarly sized targets are still waiting nervously, including the biggest one of them all—financial impresario Steve Cohen of SAC Capital, the giant hedge fund that has confounded regulators for years by cranking out a steady stream of market-busting returns. Gasparino goes behind the headlines to reveal how the government makes its case, using every tool at its disposal—and at great expense to taxpayers—to supposedly make the investing world safer for average Americans. Gasparino asks why federal officials are so eager to prosecute these cases: What is the real damage to individuals? Do average investors really care? He explores why insider trading is all the rage these days when the U.S. government has failed to bring a single criminal case against the culprits who caused the 2008 financial crisis. *Circle of Friends* is not a defense of insider trading, but it does offer an account of the politics of Wall Street crime fighting, revealing the behind-the-scenes ambitions that motivate headlines and burnish political careers. A riveting work of narrative nonfiction, as engrossing and explosive as fictional thrillers of the finest magnitude, *Circle of Friends* is a wakeup call to the investing public.

**Erfolg, Exzesse und Absturz eines Wall-Street-Traders** Penguin

Chances are you haven't been making the best investing decisions. Why? BECAUSE THAT'S HOW WALL STREET WANTS IT Wall Street is very good at one thing: convincing you to act against your own interests. And there's no one out there better equipped with the knowledge and moxie to explain how it all works than Josh Brown. A man *The New York Times* referred to as "the Merchant of Snark" and Barron's called "pot-stirring and provocative," Brown worked for 10 years in the industry, a time during which he learned some hard truths about how clients are routinely treated—and how their money is sent on a one-way trip to Wall Street's coffers. *Backstage Wall Street* reveals the inner workings of the world's biggest money machine and explains how a relatively small confederation of brilliant, sometimes ill-intentioned people fuel it, operate it, and repair it when necessary—none of which is for the good of the average investor. Offering a look that only a long-term insider could provide (and that only a "reformed" insider would want to provide), Brown describes: THE PEOPLE—Why retail brokers always profit—even if you don't THE PRODUCTS—How funds, ETFs, and other products are invented as failsafe profit generators—for the inventors alone THE PITCH—The marketing schemes designed for one thing and one thing only: to separate you from your money It's that bad . . . but there's a light at the end of the tunnel. Brown gives you the knowledge you need to make the right decisions at the right time. *Backstage Wall Street* is about seeing reality for what it is and adjusting your actions accordingly. It's about learning who and what to steer clear of at all times. And it's about setting the stage for a bright financial future—your own way.

**Inside Information, Dirty Money, and the Quest to Bring Down the Most Wanted Man on Wall Street**

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Academic Press

Argues that post-crisis Wall Street continues to be controlled by large banks and explains how a small, diverse group of Wall Street men have banded together to reform the financial markets.

*The Other Side of the Wall* John Wiley & Sons

Pitching the Perfect Investment + Website will present a two-step process: 1) finding the perfect investment; and 2) crafting the perfect pitch. It presents world-class insights into search strategy, data collection and research, securities analysis, risk assessment and management, combined with the use of critical thinking, to uncover the perfect opportunity for professional analysts, sophisticated private investors and ambitious young analysts as well as mergers and acquisition specialists advising clients, financial consultants and corporate financial analysis teams. Pitching draws from the disciplines of psychology, argumentation and informal logic. It instructs the investor analysts of all types how to craft this perfect investment into the perfect pitch. Pitching an investment is an essential skill to securing and then excelling at your job on Wall Street. In this book: The money manager will learn how to analyze and pitch ideas to potential investors in order to get them to invest in his or her fund. The analyst will learn how to source, analyze, value and pitch a compelling stock idea to their superiors in order to advance their careers. The banker will learn how to pitch acquisition ideas to senior executives and corporate clients to win business. The C-level executive of a public or private company will learn how to pitch his company to existing and potential investors. The salesperson will learn how to analyze and pitch a compelling idea to clients. The sophisticated or enterprising individual investor will learn how to source, analyze and value investment ideas to make money. The student will learn how to source, analyze, value and pitch a compelling stock idea in order to secure a job on Wall Street. This is an essential skill for the ambitious young investment analyst looking to begin a career on Wall Street as well as the seasoned veteran discussing an idea on CNBC, and every investor in-between.

*Flash Boys: A Wall Street Revolt* Stanford University Press

Erroneously states "1st Touchstone hardcover edition" in paperback copy.