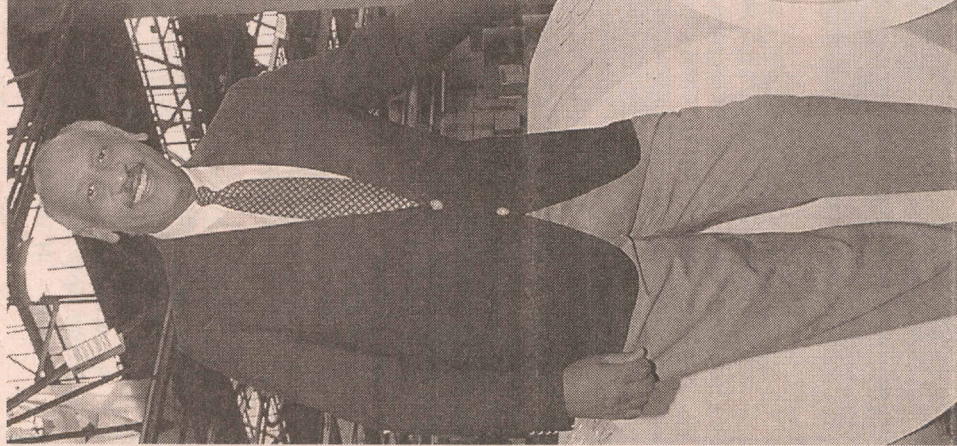


DIVERSITY

A miserable life? Wasting one's talents



IN VIEW

EDGAR SMITH

By Lucy May
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Since **Edgar Smith** formed World Paper LLC in 2004, it has become one of the fastest-growing independent paper distributors in North America, posting revenue growth of 805 percent over three years. A joint venture between his World Packaging Co. LLC and New Jersey-based Clifford Paper Inc., it serves such big-name clients as the Procter & Gamble Co., Macy's Inc., *USA Today* and Merck & Co. Smith has built the company into a \$20 million enterprise and one of the largest minority-owned firms in the Tri-State.

In January, he became the first recipient of the Outstanding Alumnus Entrepreneur Award from the Morehouse College Entrepreneur Center.

PAULA NORTON | COURIER

Why do you have the career you have?
It is due to my perpetual consideration of the possibilities.

What's the most difficult aspect of your job?
Not having more than one of me. However, I am fortunate to have a very strong management team.

What advice would you give a new boss?
Hire well, as organizational "fit" is very important! It is paramount that they provide clear direction, set the example, have an encouraging style, collaborate with their team and share information.

What's your definition of a miserable, unsatisfying life?
Full personal knowledge of wasting one's innate and acquired talents.

What is your favorite vacation spot?
Martha's Vineyard and the Adirondacks, both equally.

Describe your perfect life.
Fortunately, I am living a component of my perfect life. I have a realized entrepreneurial spirit and a loving life partner in my wife, who shares my vision. Perfection would be being able to reach my full potential then long exceed that point of existence.

You've just been given \$100,000 to donate to charity. Which and why?
I would divide it equally between the American Red Cross (to save lives), the Fine Arts Fund (I am a longtime patron and passionate lover of the arts) and the Boy Scouts of America-Dan Beard Council (as an Eagle Scout, I value their character development and programs for youth).

What is the best book you've ever read?
"Legacy of Honor: The Values and Influence of America's Eagle Scouts," by Alvin Townley, as it echoes my sentiments on the influence and philosophies of Eagle Scouts and was a gift from a dear friend.

What music are you listening to right now?
While I like several styles of music, including R&B, light jazz and New Age, I am currently finding myself exploring the works of Mozart as a favor to my wife.

How do you most like to spend your money?
On various things that generate some type of return.

What scares you?
Deferred dreams that are never realized.