



2019 Walks of Life Honoree

Sean W. Hardy

Following his junior year at Bowling Green State University, Sean W. Hardy was so intent on getting an internship in finance that he called an executive at E.F. Hutton Co. daily for four weeks, finally offering to work the summer for free.

The offer so impressed Hutton executives that he was offered a job - with pay. It's just one example of how Hardy has used his persistence and talents to achieve his goals.

After the summer at Hutton, Hardy returned to Bowling Green to obtain a degree in marketing and adding one in finance. After graduating, he joined the sales force at Freeman Manufacturing & Supply Co., in Cleveland. Within nine years, he helped the company's revenues double to \$33 million, and Hardy, at age 30, was named vice president of sales and customer service—the youngest senior leader in the company's almost 100 years.

In 1998, Hardy was lured back by Merrill Lynch to the industry where his passion still remained. He later was recruited by McDonald Investments, which, in 2007, was acquired by UBS, the Swiss wealth management firm. Now, at age 52, he is senior vice president of Hardy Wealth Partners overseeing \$250 million in investments at UBS. He advises 130 families and executives including over a dozen businesses on the best ways to use their business and financial resources to execute their definitions of success.

Hardy said many of these clients are entrepreneurs or serial entrepreneurs who, like him, want to build the best businesses in their respective industries, care for their families, and efficiently manage their business taxes and the eventual transfer of their wealth. Instead of focusing just on their portfolios, he said, he tries to take the time to truly understand his clients' businesses. His goal is to enrich the lives of his clients, many of whom are in their mid-careers, not only to prepare them for retirement, but also to have them think about such life management issues as how best to guide their children into adulthood and to recognize the needs of their parents in their senior years. He credits his success to applying his "Walk of Life" in his own business. Help people first, the rest will come in time.

Hardy said at Bowling Green he learned the value of giving back. In that regard, he serves on several boards including the Mayo Society of Greater Cleveland, the Irish American Charitable Foundation, the Collaborative to End Human Trafficking, American Corporate Partners an organization that helps veterans transition into corporate America, Notre Dame College Development Committee, and Prayers from Maria, a foundation that awards grants to fund research into the causes, treatment and cure for childhood brain tumors. He and his wife, Teresa, residents of Westlake, have three children, Reagan, Iain and Aidan.

2019 Walks of Life Award of the Irish American Archives Society, Cleveland OH.