

**Joseph Destein**  
Managing Director

Most people spend lifetimes learning how to do one thing well. Others, like Joe Destein, would never risk the boredom. Accordingly, he would travel diverse roads as a business exec, financial consultant, investor, winemaker, film producer, screenwriter and student of foreign languages.

An experienced executive with broad financial credentials, Joe has worked for both U.S. and foreign governments, and has consulted with domestic and multi-national corporations, public and private. Currently, in addition to his role with PCC, he serves as a Chair with Vistage International, the oldest and largest CEO organization in the world. He's also a member of the Business Advisory Council of the Dominican University Graduate School of Business.

Born and raised in "Steeler Country," Joe went to New York where he had to decide between feeding his right brain by attending Lee Strasburg's Actors Studio or his left by pursuing an MBA from the Stern School of Business at NYU. His left brain won. He not only earned an MBA in finance, but also completed the course work toward a PhD. in international finance.

He took a break in his studies to satisfy his travel lust and to attend classes at the University of Paris for a year of doctoral studies in international economics and intensive French language training. While there, he was recruited to serve as an economist in the U.S. Foreign Service, assigned to the Embassy in Saigon. He served as a liaison officer with the Vietnam Central Bank, Ministries of Economy and Finance, as well as the banking and importing community. And while in the Far East, he also found time to teach international economics to state department and military officials.

His intense and rewarding experience in Saigon was a hard act to follow. Back in the Big Apple, Joe worked for the International Basic Economy Corporation (IBEC), a Rockefeller Family enterprise focused on the development and management of new business ventures. His responsibilities included the coordination and implementation of corporate-wide operational and strategic long-range planning methods and procedures, capital budgeting and investment studies.

After years of working for others, Joe and good friend and mentor James Paulding co-founded Anistics Inc., a financial services company that specialized in the application of operations research and financial analysis to the field of risk management. Later, Anistics was acquired by Alexander & Alexander, Inc. (now Aon Corporation). Joe served as president/CEO until 1978 when he left to establish Risk Sciences Group (RSG), a financial consulting and computer software firm specializing in large database systems for Fortune 500 clients. Eventually, Crawford & Company acquired RSG and Joe remained there until 1986.

By 1986, Joe's right brain got its share of the attention. Private consulting and real estate investments occupied some of his time. But there was more to do. He wrote, produced and directed independent feature films, won screenwriting awards and became a Gold Medal award winning winemaker. These were the years when he added Italian to his list of languages; so he could comfortably visit cousins in his grandparents' villages in Calabria.

As managing director with PCC, Joe is responsible for new business development and professional services in areas of strategic planning for small and mid-level private companies.