

The Dallas Morning News

Dallas entrepreneur still going strong at 70



Photo: /David Woo/The Dallas Morning News

Plenty of files go with the business for Maurice "Morey" Glazer, chief executive of Glazer Financial Network, and son and co-owner David Glazer.

By SHERYL JEAN / Staff Writer

Published 09 February 2011 08:28 PM

At 70, Maurice Glazer's entrepreneurial light still burns bright.

He is chief executive of Glazer Financial Network, the Dallas-based financial services firm he started in 1985. His son David joined the company two years later.

The company provides lifestyle planning, such as custom tax and estate planning, and specializes in U.S. expatriates and medical professionals. It administers 300 pension plans, prepares about 1,700 tax returns and manages about \$45 million in assets.

Glazer, a native of Chicago, talked with staff writer Sheryl Jean about his company.

How did you get the idea?

I wanted to go full service, not just pensions and investments, to become more competitive.

What makes the company distinctive?

We think outside the box and inside the law. I've been doing this a long time. I've created a method for developing a client's file and documentation.

How did you fund the business?

I used personal savings and credit cards.

Is this your first company?

No. Glazer and Associates, an accounting firm in Chicago, was my first business in 1960. I sold it in 1977. I moved to Dallas to work for a pension administration firm. I bought that company in 1980 and renamed it Glazer Pension Group. I sold it in 1985.

What was your biggest mistake?

Closing our Florida office in 2005 after another hurricane swept across the state. We might re-enter that market this year.

What was your most valuable lesson?

Don't be shy. You may be the most talented person in your field, but if you don't share what you know, you're in the background while others pass you by.

What do you do when not working?

I travel, mainly to the Caribbean.

Do you plan to retire any time soon?

No. My bucket list doesn't include retiring. I feel like I'm in great shape. If I don't run into a bus or something, I'll be here for a long time.