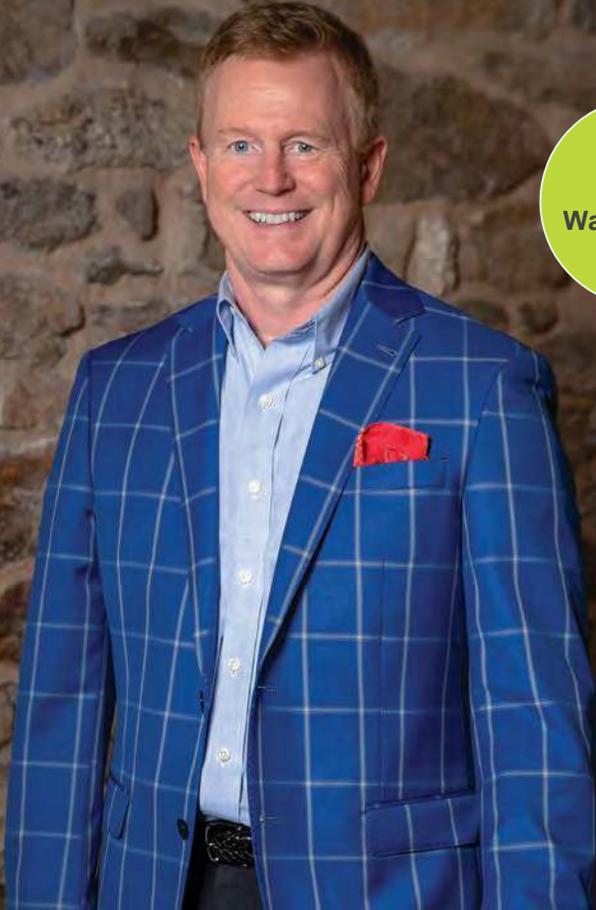


Investing for a Greater Purpose


 A photograph of Randy Warren M'92, a man with short blonde hair, smiling. He is wearing a blue checkered blazer over a light blue button-down shirt and a red pocket square. He is standing in front of a stone wall. In the top left corner of the overall image, there is a framed picture of a large, multi-story brick building with a river in front of it.

Randy
Warren M'92

Randy Warren M'92 is the CEO and chief investment officer of Exton-based Warren Financial, which manages wealth for corporations, high net-worth individuals, and endowments. It didn't start out that way.

Randy's father Bill established Warren Financial Services as a small investment firm in 1965 after he retired from Conrail, when he was asked to develop retirement plans for the pastors and missionaries of his church.

Decades later, venture capitalists bought out FNX Ltd., where Randy was the chief technology officer in charge of providing sophisticated software to major international banks. That sale ultimately led him, in 2000, to join his dad's firm. It also paved the way for the philosophy that today governs both the firm and Randy Warren's life: "Investing for a greater purpose."

Warren Financial now manages hundreds of millions of dollars' worth of client assets. It also has offices in Atlanta and Hilton Head, SC, and Warren is frequently interviewed by the financial press, including *The Wall Street Journal*, *Forbes*, *Fortune*, and CNBC.

After earning a bachelor's in computer

science from the University of Delaware in 1985, Warren was working for Unisys when he decided that "I need to learn how business works, not just how computers work." So, he pursued his MBA at WCU.

"This financial field is constantly changing," Warren says from his office in a converted 1700s stone barn, "so it really helps to draw on the background that I got at West Chester University: excellent down-to-earth, need-to-know knowledge that I gleaned both from my books and exposure to industry professionals."

In his 2008 book, *Kingdom Builder*, the father of three wrote about how people should incorporate charity into their investment strategies. "Talking ad nauseum about beating a financial index is not very inspirational," he says. "What does inspire people is discussing that, when they retire, what's their next act? And part of that is giving strategically to help your family, your church, your community. When we help people find their greater purpose, they light up."

About five years ago Warren was invited back to the campus by one of his clients,

Richard Merion '59, M'69, for whom the Merion Science Center is named. Since then: Warren was the December 2015 Graduate School commencement speaker; in 2016 judged the student Business Idea Pitch competition and began serving as a member of the WCU Corporate Advisory Board; and, through the WCU Foundation, has financially supported the WCU Promise Program, which in a variety of ways supports WCU students who are unaccompanied foster and homeless youth.

"Those students blow my mind," says Warren, who soon will provide them with financial literacy training. "It shows a lot of character for kids to be unaccompanied but still smart and dedicated enough to put themselves through college."

Warren, a first-generation college graduate, lauds WCU's commitment to educational access.

"Helping kids that really are a lot like I was is definitely part of my greater purpose," he says. "I have a lot of admiration and respect for what West Chester is doing in terms of accomplishing its mission of giving students a great education at a very reasonable price."