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**February 27th 2014: Acting in Your Own Self Interest**

Tab Edwards argues that there is a very big difference between being “selfish” and acting “self-interested.” Many people, parents especially, feel that acting in their self-interest carries a stigma of being selfish and leaves them feeling guilty. The self-interested consider the needs of others, while the selfish do not. Acting in our self-interest is vital to survival and is not mutually exclusive from caring for others. Edwards explores a linkage between a person acting in their own self-interest and a resulting positive impact on society called “The Chain of Self-Interest,” which shows the

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**Featured Guest**



**Tab Edwards**

Tab Edwards is an accomplished author and business professional with expertise in the fields of business unit-level strategy, business process consulting, the Document-related Information Supply Chain (DISC), and sales & selling— all areas on which he has written extensively. With more than 25 years of business and management experience gained from some of the world’s most admired companies such as IBM, General Electric, SMCC, and Hewlett-Packard, Tab shares the breadth of his experience with companies worldwide. He also captures the best-practices from these experiences which he shares through his books and whitepapers. Tab holds a Bachelor’s degree in Accounting from The University of Pitt

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