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**SUZANNE SHANK** | Siebert Brandford Shank & Co. | Detroit

## snapshot



When governors and mayors need money to build everything from airports to schools to convention centers, they call Suzanne Shank, president and CEO of Siebert Brandford Shank & Co. "We're basically an investment banking firm that specializes in municipal bonds," she says of the company that's the top minority- and women-owned senior underwriting firm in the United States. "We've done deals as small as \$3 million, and we're now working on our biggest ever – a little over \$1.1 billion" for a City of Detroit water and sewer project. Shank, who was named this year as one of the most influential black women in business by *Black Enterprise* magazine, estimates her firm has "30 to 50 deals at any one time" on tables across the country. Despite a "very hectic" schedule, Shank doesn't usually hit the office until 9 a.m. – after she handles her biggest priority. Says the mother of two young girls, "I like to get my kids out to school." –DTM

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