Vision and Determination
Vault Liquidnet to the Top

Seth Merrin's goal when he launched Liquidnet in 2001 was to utilize the most advanced technology and financial savvy team to create a sophisticated electronic marketplace where equity investors could trade large blocks of stock securely and efficiently. Thirteen years later, Merrin proudly oversees an influential global institutional trading network that connects over 700 of the world's top asset managers to large-scale trading opportunities around the world. To stay ahead of the competition, they keep their highly-trained staff up to date with the latest business knowledge.

Under Merrin's determined leadership, Liquidnet also has enthusiastically embraced philanthropic and social initiatives. In recognizing a responsibility to strengthen local communities in which it operates and helps solve global challenges, Liquidnet since 2007, has committed a portion of its revenues to social causes through its corporate social engagement program: “Liquidnet for Good.” The company's signature project is the Agahozo-Shalom Youth Village (ASYV.org) in Rwanda that cares for and educates hundreds of orphans and vulnerable children.

Achieved Results
- Strengthened learning culture – employees using downtime to get ahead by reading
- Managers use getAbstract as coaching noting its practical use
- Increased traction and application of knowledge
- More than one third of the company actively uses getAbstract
- Awarded as a 2012 LearningElite company

Strong Learning Culture Keeps Liquidnet in the Driver Seat

Liquidnet Holdings, a leading financial services firm has a relatively small company of 300 employees, but still has a huge impact in the marketplace. The global institutional trading network connects over 700 of the world’s top asset managers to large-scale trading opportunities around the world. To stay ahead of the competition, they keep their highly-trained staff up to date with the latest business knowledge.
getAbstract Strengthens Learning Culture

As an innovative and visionary organization, Liquidnet is always looking for ways to keep its workforce abreast of the latest developments in the financial industry. It’s often difficult, though, for busy employees with pressing responsibilities to access critical business knowledge in a timely manner. That’s why Liquidnet has counted on getAbstract since 2006 to provide corporate learning solutions and assist in developing knowledgeable leaders throughout the company.

“We pride ourselves in our learning culture and wanted access to top business ideas” said Jeff Schwartzman, Chief Learning Officer at Liquidnet. The company’s learning culture was recognized by CLO Magazine in 2012 when they were selected as a LearningElite company designated by the CLO judging panel.

getAbstract, Schwartzman pointed out, is one of the most utilized learning resources that Liquidnet offers. More than one-third of Liquidnet’s workforce actively downloads getAbstract’s five-page summaries of the most popular and relevant business books on the market. Some Liquidnet employees read summaries while commuting on the train, while others read them over the weekend.

“They just don’t have the time to read every book,” Schwartzman explained. “With getAbstract they can read five pages, learn the material, and apply what they’ve learned to their work.”

In fact, Schwartzman said, many Liquidnet employees have learned to handle their workloads more efficiently by reading abstracts that focus on time management, organization and productivity.

“We’re always looking for additional resources to help our people with special projects,” Schwartzman said. “getAbstract is such a broad service that it appeals to a wide range of employees.”

Leadership Development Makes a Big Difference

Corporate CEOs and executives will tell you that building organizational bench strength is one of the keys to sustaining viability in a competitive global environment. Taking into account its strong emphasis on innovation, leadership and collaboration, Liquidnet appreciates getAbstract’s flexibility and convenience.

Participants in intensive leadership development programs are sometimes asked to focus on a number of specific book summaries that include information vital to Liquidnet’s vision for success.

“We can say, ‘Read these abstracts and we’re going to talk about them next week,’” Schwartzman said.

“We’re always looking for additional resources to help our people with special projects.” Jeff Schwartzman, Liquidnet’s Head of Learning and Development said. “getAbstract is such a broad service that it appeals to a wide range of employees.”

getAbstract’s comprehensive library of more than 10,000 summaries appeals to diverse groups of Liquidnet employees - from business analysts, and security specialists, to quality assurance engineers. In a fast-paced atmosphere in which time management is always a concern, getAbstract provides a comprehensive platform that is accessible on-demand and easy to use.

“Over the years we’ve found that our employees just don’t have the time to read every book,” Schwartzman explained. “With getAbstract they can

“Often employees will share what they’ve learned - and the application to the job - from the abstracts in a book club format.”

With well over 28,000 downloads in six years with getAbstract, Liquidnet employees are reinforcing the learning culture that Seth Merrin and his top executives envisioned when the company came to life 11 years ago.

“Six years later, we continue to see great value coming out of this partnership.”