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Danny Swancey

DIRECTOR • VIAWEST GROUP

WHY WE'RE WATCHING: Swancey is a veteran of the U.S. Army Finance Corps, where he spent some time as a senior finance liaison for NATO. In his two years with ViaWest, he has helped increase the company's profitability by 300 percent. He is active on the boards of the Men's Art Council, Wild Canyon Games and Yale Alumni, as well as NAIOP's Education Committee.

Age: 40

What gets you out of bed in the morning: My teammates. Whether family, friends or colleagues, I'm surrounded by amazing people who inspire me, and I want to "show up" for them. My time at West Point and in the Army instilled a sense of duty to never fail my comrades.

What keeps you up at night: Catching up on emails, processing the day's events, planning for the days ahead, and occasionally the overwhelming desire to watch SportsCenter's "Top 10 plays of the day."

Besides food and water, three things you'd want to have with you on a deserted island: My wife, Danielle, because she's my best friend, trusted adviser and someone who can find humor in almost

any situation (yes, even a deserted island); a Nespresso machine (if you've ever tried one, you'd know why); and a satellite phone (the practical side of me couldn't help myself).

Where you'd most likely be on a Saturday: Hiking Camelback Mountain. There's no better therapy for me than to start the day with a hike and a panoramic view of our amazing city.

Your favorite Phoenix-area restaurant: I could easily name 10, but right now my three favorites are D'Lish for a "breakfast buzz," the Henry for breakfast/coffee meetings with friends and colleagues, and Citizen Public House for a consistently top-notch dinner experience.

Your favorite mobile app: Podcast Republic. Yes, I'm an Android guy, so this is where I get all my favorite podcasts. It may be sacrilegious for a Yale guy to say this, but HBR IdeaCast is my favorite right now.



"I believe that if your circumstances always dictate your happiness, you'll spend most of your life on an emotional roller coaster. Yes, some days you're the bug and some days you're the windshield, but there are rarely days where I can't come up with something for which to be thankful."

I know it's a good day when: someone around me has an "aha" moment. Even if it's seemingly small on the surface, these breakthroughs can forever alter the way people see and interface with the world. It's also a pretty good day around our house anytime Army beats Navy!

I am always fascinated by: the degree to which we underestimate how much incentives drive behavior and the world.

Nothing annoys me more than: a monsoon (or haboob) rolling through right after I washed my car.

Nothing makes me happier than: win-win outcomes. There are inevitably situations that are zero-sum, but I love it when circumstances unfold in a way where everyone benefits.