

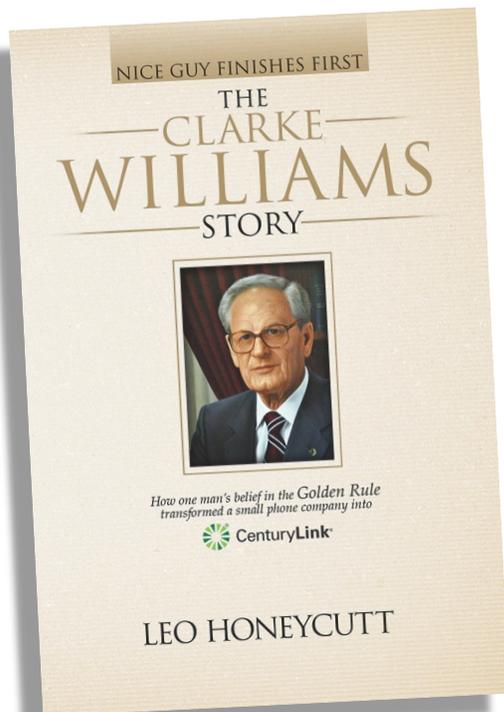


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How Clarke Williams Built America's 3rd largest Telecommunications Giant, CenturyLink® *"What true leadership looks like"*



Praise for *The Clarke Williams Story*:

"Clarke Williams proved the Golden Rule is the ONLY way to succeed in business and in life."

U. S. Rep. Richard Gephardt
Former House Majority leader

"Mr. Williams' life is one of the finest roadmaps I've ever seen for true happiness and genuine success."

Admiral Bill Owens, USN ret'd
Former Vice Chair, Joints Chiefs of Staff

"Anyone can learn to succeed. This book captures that."

Glen Post, III
President/CEO, CenturyLink

"This book shows how to build a great company and a great legacy."

Harvey Perry
Vice Board Chmn, CenturyLink

When Clarke Williams returned from World War II, his parents gave him their 75-customer Oak Ridge Telephone, an albatross of wires tacked to trees and fence posts. Few believed he could turn it around, especially competitors at Ma Bell. His hometown bank refused to loan him money; he was too insignificant for underwriters and investors and too small to

get even a small business loan. In desperation, he prayed for an answer and a local farmer drove up offering to invest. He still had to climb poles, work second jobs to meet payroll, and move the switchboard next to his bed to answer night calls, but he kept prayer as part of his decision-making, treated everyone as he would like to be treated, and put others first.

As a result, Century Telephone grew through a series of phenomenal miracles. This book is about miracles, those wrought by perseverance and sheer faith, all of which can be learned. Clarke Williams believed luck is the convergence of knowledge, experience and timing. He found the Bible to be a primer on human nature and reactions, and knowledge of it gave him an unexpected competitive advantage.

His \$20 billion company today proves the paradox that if you put the interests of others ahead of your own, you are the one rewarded.

Clarke Williams' fascinating how-to biography is available at Barnes & Noble and other bookstores, as well as on websites www.clarkewilliamscenturylink.com, www.lisburnpress.com, and www.leohoneycutt.tv.



LEO HONEYCUTT INTERVIEWED BY LARRY KING

ABOUT THE AUTHOR

LEO HONEYCUTT won the Louisiana Literary Award and Louisiana Historical Preservation Award for his epic political biography *Edwin Edwards, Governor of Louisiana* about America's present-day Huey Long. He's covered politics from the state house to the Oval Office in his 30-year career in broadcast journalism and has written two other biographies, this one and *Gerry Lane: \$10 Billion American Success*, about one of General Motors' top 25 dealers, and a novel, *Over the Edge*. The consummate interviewer, Honeycutt listens to interviews for clues giving him an innate sense of the subject, which he then combines with intense research of both subject and timing. He can be reached at www.leohoneycutt.tv or leohoneycutt@yahoo.com.