

Turning Points Project

By Elliott Brannon

Arunas Chesonis
Chairman and CEO of PAETEC

PAETEC Inc.

- Telecommunications company
- Located in Perinton, NY
- Merged with US LEC and became a publicly traded company in 2007
- Provider of local and long distance voice services, data and Internet services, and software applications

Turning Point

- Worked at ACC telecommunications out of college
- ACC was acquired by AT&T in 1997
- New management withheld information and did not think about the value of retaining longstanding ACC veterans
- Arunas handpicked 75 ACC employees and offered them chance to leave and join new company (PAETEC)
- 71 of 75 chose to join him, drafted a new business plan focusing on doing the right thing and treating individuals with respect

“LEADERSHIP IS MORE DOING THAN DASH.”
-PETER DRUCKER



Randy Schuster
Financial Advisor

Randy Schuster

- Consistently ranked in top 5% of entire profession by the MDRT
- Focus on coordination of planning, growing, and protecting clients' portfolios
- Guides clients through tax codes, planning for business continuation and succession, transfer of issues of privately held firms, and wealth accumulation strategies

Turning Point

- Family business shut down
- Set on making a life for himself/family in Rochester; started his own financial services business
- Began making cold calls to complete strangers to obtain clients
- January 3rd, 1995-hung up phone and had vision of youngest son in an unfurnished living room
- Recalled efforts he had always put forth that never failed him and made something for himself