



# Turning Points

By: Hannah Rabinowitz

# David Cornell

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- CEO of Cornell Jewelers



# Cornell Jewelers

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- Monroe Avenue (Rochester)
- 22 Employees
- Sells:



# David Cornell's Story

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- Dropped out of school and took a road trip around America, working odd jobs to save up money
- Ran out of money and got his father to send him money to come home
- **TURNING POINT**: from these experiences he learned how wonderful fulfilling your responsibilities is, it also taught him to be passionate about what he does
- When he came back, he worked in his father's business
- Eventually, he took it over

## Quote:

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- “A man is literally what he thinks... You are today where your thoughts have brought you. You will be tomorrow where your thoughts take you.”  
- James Allen

# Larry Glazer

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- CEO of Buckingham Properties



# Buckingham Properties

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- ◉ South Washington Street (Rochester)
- ◉ 12 Employees
- ◉ Real Estate and Property Management
- ◉ Over 40 properties
- ◉ 7 million square feet of space



# Larry Glazer's Story

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- He and his partner wanted to buy an office building, but were turned down when a better offer came up
- He had to turn to something else
- **TURNING POINT:** he bought a large building and with nothing left to do with it, split it up and rented out each part individually.
- This strategic thinking helped his business boom
- Eventually he pursued real estate full time



## Quote:

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- “On the shores of hesitation, bleach the bones of those countless millions who on the edge of victory sat down to rest and resting died.”  
- Winston Churchill

**Thank you for watching  
my presentation!**