

# TURNING POINTS



# Arunis Chesonis

- ▣ Head of PAETEC Corporation
  - Telecommunications company

# What PAETEC Does

- ▣ PAETEC is a telecommunications corporation
  - Long distance voice services, VoIP services, and software applications are all products provided by PAETEC
- ▣ Nearly 4000 people are employed by PAETEC
- ▣ Headquartered in Perinton
- ▣ From 2006-2008, PAETEC had the naming rights for the Rhino's stadium



# The Turning Point

- ▣ Chesonis's old company (ACC) was bought out by AT&T
  - Chesonis felt that the new, closed, managerial style that AT&T was using was wrong, and got 75 employees to join his new company, PAETEC.



# *“Leadership is More Doing Than Dash”*

- ▣ This quote is relevant to Chesonis’s story because Chesonis did not sit around as his company’s structure was collapsing around him
  - He acted quickly and started a new company based on his own ideals

# Earl Krakower

- ▣ Realtor of Coldwell Banker Prime Properties



# What CBPP does

- ▣ Coldwell Banker Prime Properties is a real estate company
  - Sells properties in the Adirondacks, CNY, Capital Region, and the South CNY areas
- ▣ CBPP currently has roughly 200 employed
- ▣ Headquartered in Green Island, NY
  - Suburb of Troy, NY
- ▣ Sells the highest volume per capita of all real estate companies in the country

# The Turning Point

- ▣ After his 30<sup>th</sup> year teaching at RIT (he had a tenured position), Krakower had something of a mid-life crisis
  - Decided to break into real-estate, a job with a much higher risk-reward level



*“We can achieve anything we want to achieve, but first we must have the courage to believe that we can achieve it”*

- ▣ This quote is relevant to Krakower’s story in that Krakower needed to believe that he could succeed as a real estate agent before becoming one