

Turning Points Project



**MR. BLAKE
SAM BURGESS
PERIOD 4**

Dan Hogan



- CEO of Crane Hogan Structural Systems, Inc.
- Location of Company:

3001 Brockport Road
Spencerport, NY 14559

Products



- **Construction company**

- Repair of buildings, bridges, highways and parking garages.

- Rehabilitation projects as supposed to replacing failing structures.

Summary



- Dan Hogan attended Le Moyne College and finished in 1968, earning a degree in accounting. Before he could decide what he wanted to do, he was drafted into the army. After basic training he was sent to Vietnam on a tour that lasted 9 months. Once a dreaded experience, he now regards it as one of the most important formative experiences of his life. In November of 1970, he joined Congel-Reuter Inc. Dan worked from 7 in the morning till 11 at night. His second week at the job, Dan worked 28 hours straight estimating a construction project. When the company split, Dan received a 6.5% share. This is when he started his own company; Crane Hogan Structural Systems Inc. Dan likes to say, “self satisfaction and fulfillment equals success.”

Randy Schuster



- Financial Advisor
- Marjax Sporting Goods – (Family Business)
- Father of two Son's (Matt and Danny)

Background Info



- When Randy was very young, he suffered from a learning disability that kept him out of regular classes in school. He soon realized that he needed to put more effort in to achieve the same level of accomplishment.
- Randy's family owned a business, Marjax Sporting Goods, which had about 20 stores all throughout the Northeast. He was exposed to the business life at an early age.
- Family Business closed in his early 30's. Randy knew he needed to rely on something better.

Randy's Turning Point



- Mr. Schuster's turning point came when he was 32 years old. Sitting at a desk with his eyes closed, he knew what he had to do. And that was to care for his family. Immediately after that turning point, he went on to beat his previous days goal of 3 appointments by getting 5 that afternoon. From then on he has never looked back.

Today



- Today, Mr. Schuster has been one of the most successful financial advisors in the country. He is consistently ranked in the top 5%.
- Author of “The Power of Habits- How to be a Rainmaker”