

Reece Kieck

John Gabriele

John Gabriele grew up in a middle class family working for a family restaurant since he was young. His parents immigrated to the Rochester area in 1955 from Italy. John was born in 1964, his parents entrusted him with two responsibilities hard work and education. When John was 12 he started as a bus boy, instead of socializing with friends or playing sports he learned the basic skills to run a business. John passed through high school with almost a perfect GPA and went to MCC for two years then to Saint John Fisher for another two years. Through his sister John met Tony Gabriele (no relation) who was opening up a new car dealership in town. John applied for a job and quickly became the top car salesman on the dealership and earned \$10,000 in one month. Tony took him out to dinner one night and asked him if he wanted to open his own dealership. Gabriele (John) quickly said yes and bought a closing dealer ship from Bruce Weller. John's new business started selling from 100-150 cars a year to 500 cars. This is how John Gabriele took off on his business success. Marina sells cars from Chrysler, Dodge, Dodge Ram, and jeep, Marina also sells parts for cars. John's moment was when he got out of college and he knew that he did not want to work at the restaurant. This moment was when he went on a job hunt and pushed forwards to find a way to start his own business. John Gabriele said "actions speak louder than words" this applies to himself now because he decided to take the initiative and start his own business rather than just saying he might do it. If he just said he would make a business, it probably would not have made him successful. He says that those who watch their money carefully will always find an easy way out and will be successful.

Reece

Christine Whitman

As Christine grew up she could not have told you what she wanted to do. She played few sports and was a decent student in high school. She went to Syracuse University with no particular goals. In college she studied sciences like biology and psychology. When she graduated she took a job at the U of R and worked as a lab technician in a research group, still not sure what she wanted to do with her life. She credits the U of R for helping her figure out organizational management and she says that it has helped her business career. Because her husband was a BHS teacher he was offered a trip to Europe and Christine decided to broaden her horizons and go with him. The trip caused her to change because when she got back she was determined to find a new job. She took a job at CVC where she would travel the world and try and sell their products to customers. Christine found out that the owners were going to sell the firm and retire. Frustrated, Christine wasn't sure she could stay with the firm any more. Christine decided that she was going to work to improve the firm or to buy it. She enrolled in night school to prepare for her next goal. She finally raised enough money to buy the firm, and did in 1990. The company thrived under Christine's rule and brought in 10 times the profit of the old company. Today Christine has started a smaller business than CVC but still deals with the same thing, Complemar. Christine says that as long as you work hard it does not matter how many times you are thrown down or hit an obstacle you will do fine.