

Spencer Woodyard

Turning Point: Steven Sauer, Toshiba

From a young age Sauer knew he wanted to work for himself and on his own terms. He looked into many ways of achieving this goal, such as becoming a hockey player. Without knowing his goals he began saving early in life. His first turning point was when he was working at a bank in college, in this job he saw the attitudes of many entrepreneurs and which types would meet success, who would not. During High School he got up early during the winter to plow the driveways of his neighbors. During his lunch break, he would return home to plow more. The schedule was difficult, but he pulled through knowing that the goal would be worth it. He followed his Hockey dreams in College, but suffered an injury. After realizing that hockey wasn't an option anymore he began to work at Business Methods and Chase. He worked tirelessly with Chase and Fleet bank, and eventually became 2<sup>nd</sup> Vice President. Sauer then returned to Business Methods, and became the President at age 29. He knew he wanted to buy the company, but his first task was to pull Business Methods out of bankruptcy. After 7 years he bought Business Methods. After purchasing Business Methods, Sauer worked on expanding the company and adding value. This paid off in 2004 when he sold it to Toshiba. Sauer stayed president of Toshiba Business Solutions, the company the Business Methods was sold to. Sauer was able to meet all of his goals because of hard work and persistence when he was younger.