

# Turning Points Project

By: Jason Schantz  
Entrepreneurship

# Michael Frame

- ❖ Michael Frame is the Managing Broker for CB Richard Ellis; the global leader in real estate services.

# Company Information

- Over 30,000 employees worldwide.
- Headquartered in Los Angeles, California, Michael Frame works in Rochester, New York.
- Landlord, occupier and lease advisory. Asset, construction, and property management. Finance, property sales, Real Estate investment. Facilities management, Healthcare.
- Founded in 2006, and is already the best in the world.

# Summary

- Michael Frame has a great ability to see events from a series of perspectives. Michael spent a semester of college abroad in Kenya, this experience changed his life. He used his ability to draw value out of any situation he encounters and use it to color the way he views the world. He was taught by his parents to have a hard work ethic and to treat people kindly. After college he worked at Xerox Learning Systems in New England, teaching people to hone their communication skills. IN 1989 he wanted to move back to Rochester to raise his young family. Got job for Wilmorite. He was given little to start and was told to make it work, he did. Became a successful by doing door to door sales. After 6 years he wanted a new challenge. Michael says that his success is a result of his pursuit of knowledge of other people and cultures.

# Larry Glazer

- Larry Glazer is CEO of Buckingham Properties

# Company Information

- Began in 1970, building on Buckingham street and Park Ave. Expanded in mid 70's to buildings in the Monroe-Oxford street area.
- After that they acquired several properties in the city and redeveloped them.
- Expanded to 15 acre site in the Rochester Business District.

# Summary

- Larry Glazer is known for being multi-layered. He was forced to decide if he would make his business work somehow or give up the real estate business entirely. Him and his partner jumped at an opportunity to buy a large office building downtown. They were so excited thinking this was the big break for their business, they celebrated; however, they were notified the following morning that the building was given to another buyer, a local competitor who just edged out their offer. This was the first of many events that changed his life. His father was a great inventor but didn't have the mind to make his work successful. Larry saw this and realized the importance of strategic thinking and learning business skills. His wife told him that one has instincts and when they come it is logical to use them. Larry had to decide between his family business and pursuing his own real estate. He sold the family business. Said to be his greatest strength is the ability to see the big picture and draw helpful influences from any source, influences that make him a better thinker, businessman, and more successful person.