

ARUNIS CHESONIS
Chairman and CEO of PAETEC

By Kiana Brunson

PAETEC

- Started off with a team of 71, now it has over 1000 employees
- Serves 86 of the 100 top metropolitan statistical areas in the U.S.
- Offers portfolio spans data, voice, and Internet communications services, portfolio encompasses data center solutions, communications management software, equipment, and software and equipment financing programs.

Story

- In college Arunas found that his success or failures were based on the people that he decided to work with. After college he worked at a telecommunications company, ACC, until Teleport/AT&T was buying out ACC. Arunas believed that the new managers were not ones he was going to be successful with. **Arunas decided to leave the company and bring together the people that he was going to part ways with and start a new telecommunications company.**

- “Leadership is more doing than dash.”

-Peter Drucker

→ leadership is more than just “leadership qualities”, it is mainly performance. A person must be able to understand it, it is work. Arunas understood this and asked himself what he needed to do to put together his new company.

RON RICOTTA
CEO of Century Mold

Century Mold

- Started with 500 employees
- corporate Head Quarters, Design and Engineering, Tooling, R&D and Test Lab located in Rochester, NY
- Sales and Engineering office in Metro Detroit, MI close to the automotive industry
- 4 NAFTA region manufacturing facilities located in Cincinnati/Dayton, Nashville, Rochester, and Chihuahua.
- designs, engineers and manufactures service the Automotive OEM, Consumer Products, Emerging Energy, Heavy Truck, Military and Office Furniture industries
- Tooling in house design and building experience

Story

- Ron Ricotta started off with regular jobs like all the rest of his friends. When he left college he went into accounting to make the most of his degree. This is when he realized that he did not want to work for someone else but to work for himself in his own company. Ron worked as a partner for his accounting firm for 13 years, then he was asked to help save a company Parlec. After Parlec he went on to purchase a manufacturing company, century mold. Instead of working with metals the company worked with plastics and it became a huge succes.

- “Destiny is not a matter of chance, it is a matter of choice; it is not a thing to be waited for, it is a thing to be achieved.”

-William Jennings Bryan

→ Ron Ricotta wanted to control his own destiny because he realized the difference between working for someone else and working for himself. Ron wanted to become a partner of the accounting firm and then reach his goal of working for himself. He did not wait for the opportunity to come and made it happen