

# Tom Wilmot



CHAIRMAN OF THE BOARD OF WILMORITE  
CORPORATION

# Early Life



- Born in 1951, Tom grew up on a farm with a father who was a strict disciplinarian.
- Living on the farm, there were always tons of chores to be done and kept him busy until sun down.
  - ✦ This greatly contributed to his strong work ethic.
- In his teens, he took a job in construction, which also shaped his career choice.
- He liked the satisfaction of knowing that he built something, with his own two hands. He knew then that he wanted to be intimately involved in construction.

# Education and Work



- In 1966, he entered Syracuse University, to pursue an architectural degree. Although he soon learned that he lacked the technical drawing skills required and switched to civil engineering.
- After he graduated in 1970, he against his will, went to work in the family business.
- He began to take on more and more responsibility and was promoted to the position of assistant estimator.

# Tragedy strikes..



- In 1978, Tom's uncle had a heart attack.
- Tom, only 27, was now required to take on the responsibility of senior vice president.
- Two years later, in 1980, Tom's father died of cancer, leaving Tom with even more responsibilities in the family business.
- In 1980, he was then name president of Wilmorite.
  - This was a big turning point for Tom because she never expected to be running his own business at such a young age. But nevertheless he handled the pressures of business brilliantly and actually began to like working in the family business, living by his own rules.

# Business Expansion



- The first thing Tom did as president of Wilmorite was to set about redefining the family business.
- He turned it into a small development firm (combining his knowledge of construction and his degree in civil engineering) which focused on mall development.
- However, in the late 1970's the economy was in bad shape, with interest rates around **20%** ! But that didn't stop Tom from taking risks or expanding his newly created business.
  - “When you're young, you don't necessarily see the risks, you just take them. It 's a roll of the dice...a gamble...”

# Mall Development



- He bought Danbury Connecticut Fairgrounds for **25 million dollars** and used the land to develop his first mall, Danbury Fair Mall in Danbury, CT.
- Next was the Freehold Raceway Mall in Freehold, NJ
- He also helped with the construction and expansion of Tyson's Corner in McLean, VA and the Greater Rochester International Airport in Rochester, NY.
- He has gradually built his business up, designing and planning more and more intricate shopping malls.

# Tom Wilmot Now



- He has gradually built his business up, designing and planning more and more intricate shopping malls and turned his business into a success.
- During his career, Wilmorite has developed more than 30,000,000 square feet of retail, office, hotel, airport and convention facilities in nine states.
- Nowadays he lives in Brighton, NY with his wife and four children and he is mostly known for building and owning three local area malls: Eastview Mall, Greece Towne Mall/ The Mall at Greece Ridge, and Marketplace Mall, as well as numerous shopping centers in the area.

# Holly Creek

Realtor



# Early Life

- Holly was born and raised in Rochester, NY.
- At age 16, she worked in the family business, in order to save up for the pink mustang convertible that she wanted. Her father was shocked when he found out that she had saved up enough money to pay for half!
- This car, which she upgraded to a brand new 1971 red Corvette, "marked Holly's first realization of the power of perseverance; setting goals and sticking to them over the long term", which is something that carried over to her later success in realty.

# Life after high school

- After graduating high school, at age 19 she married her high school sweetheart, Paul.
- Paul held a rather successful corporate job in the family business.
- At age 20, she had her first daughter, Alixandra, and took a job at Snow Country Ski Shop, which taught her the ways of the business world
- Seven years later, she had a second daughter, Tori, and became a stay at home mom.

# Turning Point

- When Holly reached 35, and her kids were grown for the most part, her husband quit his corporate job in order to start his own business.
- This forced Holly to go back in the work force so that she could support her family.
- She contacted Judy Columbus Realty and was chose Holly out of the seven other, to be her newest realtor.
- It was Judy who first saw potential in her for the business world. She took it upon herself to coach her and pushed her into working harder and setting (and accomplishing) higher goals.

## And the rest is history...

- Holly excelled in sales and became the most successful realtor at Judy Columbus Realty.
- Through her hard work and perseverance she was consistently able to produce the most sales in her district, which also won her many awards.
- She then went and joined Nothnagle and eventually branched out on to her own.
- She is currently in charge of Holly Creek homes. The average listing price for these homes is \$450,000 and up.
  - \*\*\*Realtors get 6% of the listing price for each house they sell.

**“If you retire too young, that’s a dangerous thing..”**



- Now she has over 22 years of realty experience and counting.
- Her team consists of Sales Associate, Dee Balestiere, and Associate Brokers, John Fernandes, and Donna Snyder.
- #1 Agent in Rochester and Western New York.
- Over \$67,000,000 in sales for 2010.
- Over \$800 million in Career Sales.
- Nationally ranked in the Top 25 by ERA.
- Top 50 Real Estate Agents in the Country.
- #4 Selling Broker nationally in Agent Gross Commissions earned.