

# Turning Points

by Randy Schuster

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# Danny Wegman



Danny Wegman is the CEO of the Wegmans chain of supermarkets. In the introduction of *Turning Points*, Danny talks about the history of Wegmans and how it has evolved. His grandfather and great uncle started it together and in 1947, his father bought the business back from his great uncle's estate and it has remained in the family ever since. After the death of his father, Danny took over and reflects back on his business and what he considers his "turning point". He mentions how no part of life is insignificant and a turning point does not only have to be a single moment, but a span of time, whether it be months or many years.

# Wegmans Grocery Stores

- Number of Employees → 39,255 (2011)
- Location → 140 Stores
  - MA (1)      --NY (48)      --NJ (7)
  - MD (4)      --PA (14)      --VA (6)
- Products/Services → Food retailer, Café, Dining, catering, liquor store, restaurants,
- Interesting Facts →
  - [\*Fortune's\*](#) annual "100 Best Companies to Work For" list since its inception in 1998, and has ranked among the top 10 for 8 consecutive years

*“The only mistake you can make in life is to not set your sights high enough.” –Robert Wegman*

- In his story, Danny says “It was about learning more about myself and getting ready for ever greater future successes”
  - He was not satisfied with what he had accomplished, but used his successes as a way to become more successful
- Danny did not stop once his store was a success, but kept trying to make it better and better

# Holly Creek



Holly Creek's success comes from her ability to set goals and reach them without ease. It started when she was a child and her father told her if she made enough money, he would match it and buy her whatever car she wanted. After about 3 years, she was 19 years old and the owner of a 1971 red Corvette. After deciding she did not want to be a stay at home mom, she ventured out and became a realtor for Judy Columbus. Holly knew how much money she needed to make each month and how many houses she needed to sell in order to support her family. She set goals and met them each and every month. Her success soared and she is now the owner of Holly Creek Homes.

# Holly Creek Homes

- **Employees** → six-member expert Sales Team
- **Locations** → Nothnagle Realtor's - Brighton Office
- **Products/Services** → Realtor- Help people find and purchase a home
- **Interesting Facts** →
  - #1 Agent in Rochester and Western New York
  - Over \$67,000,000 in sales for 2010
  - Top 50 Real Estate Agents in the Country

*“Far better is it to dare mighty things, to win glorious triumphs even though checkered by failure...than to rank with those poor spirits who neither enjoy much nor suffer much, because they live in a gray twilight that knows not victory nor defeat.” – Theodore Roosevelt*

- Holly Creek set nearly impossible goals in order to become successful
  - She was not afraid to fail if that meant improving and becoming successful in the future
  - She did not want to accomplish nothing and would have rather failed than not tried at all