

ONE

## Tom Dustman

"A man's life is what his thoughts make of it."

Tom Dustman started the business Vekton with his business partner Roy Gordon. Currently Vekton has 5-20 employees. Vekton is located at 1829 Penfield Road, Penfield, NY 14526. Vekton offers many services such as adding siding and windows. Also Vekton adds Residential roofing, Re-roofing, and Roof repair. Also they renovate porches, decks, bathrooms, and kitchens. Vekton use many brands such as Alcoa Mastic, CertainTeed, Milliken, Therma-Tru, CertainTeed, GAF, and Owens Corning. Tom Dustman always wanted to go to college. He got accepted in to RIT for basket ball and for business. After graduating he tried to pursue and business career in MBA. While trying to do this he got asked to play professional basket ball in Europe. He went to Europe but there was a huge culture shock and he knew he couldn't stay there long term. When he got back to Rochester he needed a job, so he got a door to door job at a construction. He thought about quitting but saw how other were successful so he stayed with them. Tom made a stronger commitment to work and started excelling. Soon after his success he joined another business but got shut out. Soon after this he started up on his own with his partner Roy Gordon. They started a contracting business called Vekton. Tom always valued money and when he had enough he bought his parents a new house.

## John Cortese

“Practice does not make perfect. Only perfect practice makes perfect.”

John Cortese is the President and CEO of Cortese Automotive. Cortese has 25-100 employees at any given store and they are located at 2400 West Henrietta Road, Rochester, NY 14623. They sell used cars, they reviews cars, they rent cars, and there is a body shop. Also they sell tons of brands such as Chrysler, Jeep, Dodge, Ram, Lincoln, Ford, and Mitsubishi Motors. John’s father started the business after driving a salt truck. When he crashed it during a snow storm his pregnant wife told him he needed a new job. He started Cortese Automotive. John never saw much of his father until he got a job at the company. His parents made him work for his gas monies and he had to buy the business off his dad. When he grew up he soon bought the business from his father and has been running it since. John went to RIT but never finished because he loved selling cars. The turning point in John’s career was when his parents made him work for his gas money and how he had to buy the company off his dad, this taught him to work hard for his monies and not waste it. The quote in the beginning shows how John tries not only to practice selling cars but he tried to practice it perfectly. This is why Cortese is one of the top used car dealerships. For John money isn’t something he works for, it is an extra benefit he gets for doing the thing he loves. John says “Money can be a tool that makes life easier but you have to respect it.”