



Steven Sauer

President Toshiba Business Solutions

"The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will."

Vincent Lombardi

If work ethic could be given a name and a face, it would be that of Steven Sauer. From a very early age, Steven knew that he wanted to one day work for himself and on his own terms. He dreamed of becoming successful and considered many different ways that this could happen, including being a professional hockey player. However, he harbored no delusions about what it would take to make that happen and began saving early on. From the very beginning, he has worked tirelessly and endlessly to set himself up for the kind of success he wanted to achieve. The road, however, was not without some setbacks; or more precisely, what appeared to be setbacks that were in actuality turning points. At these crossroads, Steven would see firsthand that his dedication to hard work was what was needed to give him the leverage to get ahead of the competition.

The major turning point in reaching this realization is the regimen that he imposed upon himself in order to win his first job out of college in the management training program at Chase Manhattan Bank. Steven sought out the job because he had worked an internship with a company called Business Methods while in school, and their president informed him that the very best first job an up and coming businessman could take was that of a commercial banker. His reasoning behind that was that the position gave one a

unique perspective to view the attitudes of entrepreneurs, and to observe which of their propositions eventually met with success and which fell through.

The prospect sounded great to Steven, who wanted any advantage he could get to set him on his way to the life and job of his dreams. However, he knew that securing the position with Chase would be a very competitive process. To be specific, there were 1100 applicants and only six positions open. With the odds not looking good, Steven knew that he had to leverage any advantage he could possibly have in order to set himself apart from the crowd.

In what he describes as one of the most arduous and demanding times of his life, Steven underwent an intense period to balance being the student president of the business school, his involvement in the college senate, and working part time up to 4 hours a day to help pay for his school - all which was designed to give him the kind of skills and impressive resume that would be required to take the Chase interview by storm. To prepare for the interview, he recalls putting in long, 20 hour days of study and effort, accruing the necessary knowledge and skills and gaining all the accreditations that would set his resume apart. In the end, his efforts paid off and he did in fact secure the position that he had sought, defying all the odds and bolstering his own long-held belief in the value of hard work and determination.

However, Steven was no stranger to the idea. Since a very young age, he had been putting in long hours running a large landscape business and saving up money to realize his ambitions. Further, while still in high school Steven would wake up well before he had to be at school and snow plow driveways in the neighborhood for money. From there he would take off to his classes, only to return to the snow plow truck for more work during his lunch break. Each day was a grueling schedule of taxing physical labor and demanding schoolwork, but Steven managed to pull through because he

knew that the goal he was ultimately working towards would be worth it. The work ethic that he had to muster up in order to adhere to this strict regimen, which afforded him little to no free time, was frequently described by others as "unreal". As Steven himself says: **"My religion was work."** Twenty-four seven, from sun-up to sun-down, Steven worked, all with an end goal in mind.

He went on to play hockey in college, but before that could take him very far, he suffered an injury that forced him off the ice for quite a while. During his downtime, he was forced to look around himself and draw stark comparisons about his likelihood to succeed when measured against that of those around him. Finding himself not coming up as far ahead of the pack as he would have liked, Steven realized it was time to take a different approach, one that would get him into an office job where his determination would never be impeded by matters of physical happenstance.

In line with this new ambition, he obtained an internship at Business Methods, which eventually led to Chase. After securing the job with Chase Manhattan Bank as a result of his tireless labor, his end goal seemed all the more attainable.

Steven worked with Chase and Fleet Bank as a commercial banker for years, eventually achieving the title of 2nd Vice President before he returned to Business Methods at the age of 29 to work for them as their company president. From the moment he signed on with them, he says, he knew that he would one day buy the company. His first job, however, was pulling the business out of the brink of bankruptcy.

After running BMI for 7 years, he bought the company. Having achieved success by pulling BMI from the brink of financial disaster and finally acquiring the company, he then proceeded to grow it, adding value. His hard work and persistence finally paid off and he sold BMI to Toshiba in 2004.

Steven stayed on as president of Toshiba Business Solutions New York, the company that Business Methods eventually sold to, and he couldn't be happier. He is living out his

dream, owing it all to the hard work and effort he invested while he was young. Moreover, he accredits much of his success to the two turning points of his life: being injured while playing hockey, which forced him to more accurately analyze his position in life, and the rigors of the training he had to undergo to make himself competitive for the job at Chase.

Over the years, Steven Sauer has learned quite a lot about what it takes to succeed in the world of business, and he is eager to help out young people similar to himself who have their own dreams of working for themselves and on their own terms.

Convinced that **beyond hard work and perseverance, networking is the most important skill that a young businessperson can learn**, Steve frequently delivers lectures to college kids on this very topic.

He says that **leveraging with the right person can spell all the difference**.

For that reason he advises that they go out while they're still young and become actively involved in the community as he did, taking advantage of the many opportunities to network with professionals that are bound to pay off later in life when they're looking for their all-too-crucial first jobs.

More than most people, Steven is qualified to expound upon the importance of such matters and what it takes to get exactly where you want to go in life. That he, being such an astonishing success in his own right, is willing to impart his knowledge to the rest of us is a benevolent gesture that speaks volumes about his love for business, the content of his character, and especially his ongoing commitment to the traditional values that won him his own success: hard work, determination, and a willingness to do what it takes to get the job done.