



# Turning Points

Defining moments that shaped the character  
of top business leaders.

The Stories of:

**Ted Boucher  
&  
Jane Glazer**

*Solutions That Set New Standards*



## INTRODUCTION

- Name: Ted Boucher
- Company: Caldwell manufacturing Company
- Position: CEO

Quote:

*“To serve, to strive, and not to yield.”*

Outward Bound Motto

- I think Ted Boucher chose this quote because he dedicates everything to his work and holds back nothing.



# COMPANY FACTS

- Number of employees: 21
- Location :  
-2605 Manitou Road, Rochester, NY
- Products or services offered:  
-Supply quality spring balances for window manufacturers around the world



Video of Product:

[http://www.youtube.com/watch?v=EmcXYW5mEvQ&feature=player\\_embedded&safety\\_mode=true&persist\\_safety\\_mode=1](http://www.youtube.com/watch?v=EmcXYW5mEvQ&feature=player_embedded&safety_mode=true&persist_safety_mode=1)

- Other interesting facts about the company/career:  
They have been a family based business since 1888.



# SUMMARY

- The turning point in Ted's life was when he realized that he could help his family business to succeed because of the knowledge of computers he had acquired. Ted started using computers to speed up the business transactions and in only 5 days the company took off economically because the amount of time need to completer a business deal shrank exponentially.



# INTRODUCTION



- Name: Jane Glazer
- Company: QCI Direct
- Position: Owner and President

Quote:

“I have become a 20 year overnight success”

- I think Mrs. Glazer chose this quote because her years of hard work ended up paying off overnight. Her success happened relatively quickly compared to the amount of time it took to get to the point that she is at.



## COMPANY FACTS

- Number of employees: over 150.

- Location :

Based in Rochester, Online

- Products or services offered:

Provides products form catalogs or from as seen on T.V. commercials.

- Other interesting facts about the company/career:

It has 100% satisfaction guaranteed for all of its products.



## SUMMARY

- Jane Glazer's turning point happened during a vacation. She was speaking with one of her friends and trying to figure out why her business wasn't bringing in any profit. Her friend commented said that she should not only listen to her husbands advice but also make some of her own decisions. Then Jane's company began to make profit. She took control and made it successful.

[http://www.youtube.com/watch?v=8fk3mK3OR4E&safety\\_mode=true&persist\\_safety\\_mode=1](http://www.youtube.com/watch?v=8fk3mK3OR4E&safety_mode=true&persist_safety_mode=1)

