



Turning Points

By: Hannah Rabinowitz

David Cornell

- CEO of Cornell Jewelers



Cornell Jewelers

- Monroe Avenue (Rochester)
- 22 Employees
- Sells:



David Cornell's Story

- Dropped out of school and took a road trip around America, working odd jobs to save up money
- Ran out of money and got his father to send him money to come home
- **TURNING POINT**: from these experiences he learned how wonderful fulfilling your responsibilities is, it also taught him to be passionate about what he does
- When he came back, he worked in his father's business
- Eventually, he took it over

Quote:

- “A man is literally what he thinks... You are today where your thoughts have brought you. You will be tomorrow where your thoughts take you.”
- James Allen

Larry Glazer

- CEO of Buckingham Properties



Buckingham Properties

- ◉ South Washington Street (Rochester)
- ◉ 12 Employees
- ◉ Real Estate and Property Management
- ◉ Over 40 properties
- ◉ 7 million square feet of space



Larry Glazer's Story

- He and his partner wanted to buy an office building, but were turned down when a better offer came up
- He had to turn to something else
- **TURNING POINT:** he bought a large building and with nothing left to do with it, split it up and rented out each part individually.
- This strategic thinking helped his business boom
- Eventually he pursued real estate full time

Quote:

- “On the shores of hesitation, bleach the bones of those countless millions who on the edge of victory sat down to rest and resting died.”
- Winston Churchill

**Thank you for watching
my presentation!**