

# Turning Points

By Parker O'Neill

# Mike Nuccitelli

- Grew up near Rochester, NY
- As a child, sold food and drinks to nearby construction workers
- Got his first “real” job at age 13, as a window-washer in his dad’s shop

# Early career

- Went to Clarkson University for their renowned engineering program.
- Graduated with honors.
- Was convinced by his uncle to return to his family's business, where he became the president within three years of graduation.
- Used his extensive sales knowledge to increase the company's profit by 500 percent.

# Later Career

- Helped the company survive Xerox's collapse, which was essentially the destruction of their biggest client by far.
- Later went on to buy Parlec, Inc. with the help of a business partner, Ron Ricotta.

# Steven Sauer

- Knew from a young age that he wanted to be an entrepreneur.
- Began saving early on in order to help achieve this goal, setting himself up for success.
- Did various landscaping jobs as a child, then moved on to operating a snow-plow during high school.

# Early Career

- Supported himself through college by working four hours a day.
- Applied for a job at Chase Manhattan Bank, with 1100 others and only six positions available.
- Worked tirelessly in his free time to craft an impressive resume and develop a stunning skill set.
- Got the job against all odds, and rose to Vice President.

# Later Career

- Left the job at age 29 to return to Business Methods, where he had done an internship during college. Brought the company out of bankruptcy as the president, then after seven years of hard work, officially bought the company.
- After adding incredible amounts of value to the company, sold it in 2004 for an exorbitant price to Toshiba Business Solutions.
- Became President of Toshiba, where he works today, attributing his success to his hard work.

# Works Cited

- Schuster, Randy. *Turning Points*. Treasure Island: Indaba, 2008. Print.