



## James Taylor 2012

January 30, 2012 - Upstate New York

Name: James Taylor

Title: CEO

Company: Taylor, The Builders

Location: Penfield, N.Y.

Birthplace: Akron, Ohio

Family: Wife, Amelia; 3 daughters, ages 22, 20 and 18

College: St. Lawrence University, St. John Fisher College

First job outside of real estate: I was cutting lawns and delivering papers by the age of 12. My first job for someone else was a busboy at age 16. These taught me the values of customer service and good communication.

First job in real estate or allied field: Mason's tender and laborer, summers during college. This is where I learned respect for skilled tradespeople and the value of good field coordination.

What do you do now and what are you planning for the future? We currently focus on delivering exceptional customer service for commercial, industrial and multifamily customers across western New York. Our short term plan is to expand our geographic reach and to pursue more opportunities in the retail, institutional and hospitality markets.

Hobbies: Running, hiking, skiing, cycling, golf, guitar, cooking

Favorite book: "The Fountainhead" by Ayn Rand

Keys to success: Teamwork, vision and a positive outlook

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