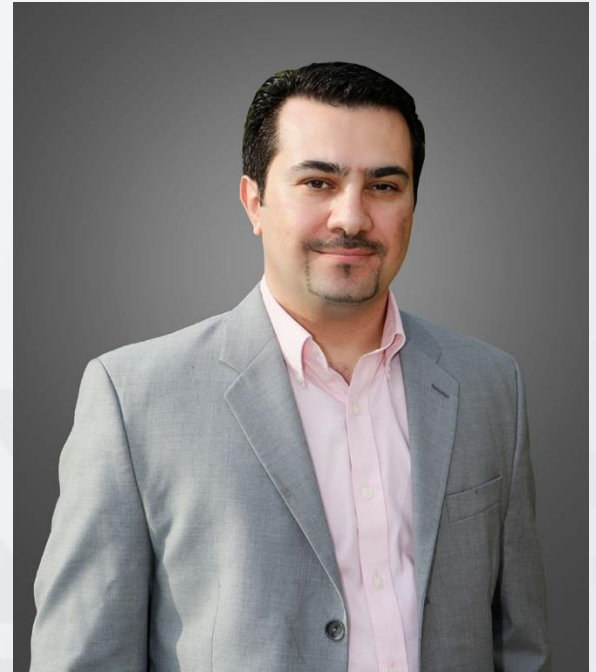


Hello...

Houtan Hormozian



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www.houtan.hormozian.com

INTRODUCTION

- Houtan Hormozian
 - Friends call me “H” or “DBL H”
 - Executive at CRESTICO, INC.
- Let’s Talk.....
 - Why Am I Here?
 - Why Are You Here?



My Childhood

- Iranian Born
- Moved out at the age of 15
- Got to USA at 17



- This is my 10th Birthday Picture



My High School

- I attended Reseda High School in Reseda, CA



High School

- **In High School**
 - I wanted to be “Cool”
 - What is “Cool”
 - Responsibilities redefined “Cool” for me
- **High School Likes**
 - I am not an athlete but P.E. was definitely at the top of my list
 - Hanging out with the Music teacher and listening to his stories



High School

- Things that felt difficult or challenging for me while I was in High School were:
 - As a first-generation immigrant, language was a challenge, having moved here at 17 from a different world, both culturally and economically
 - Trying to find new friends, being able to communicate and more than anything else learn how to be normal in the new world!



High School

- Jobs I worked while I was in High School
 - Started in a Mechanic Shop for a day
 - Got Burned
 - Got a job as a Cashier (opening shift) at a gas station
 - During summer taking the bus or riding my bicycle to work was fine but winter time was brutal
 - Finished my Senior year working in a restaurant as a busboy & waiter



Getting in to College

- **The top few things I did to ensure I got into college were:**
 - While still dealing with language and cultural changes I found myself heading to Pierce College



College

- **Things I enjoyed in College**
 - IN N OUT

- **Things I didn't enjoy in College**
 - Waking up Early



College

Favorite Classes (said no one EVER)

- Economics
- Business Administration

Least Favorite Classes

- Writing
- Biology



College

- **Jobs I worked while in College were:**
 - Restaurant employment continued, eventually I was the cashier and when I was able to save money and buy a car I became the delivery boy.



College

- **Things that felt difficult or challenging for me while I was in College were:**
 - History
 - Biology
 - English Writing – To this day I struggle and I have to take time to read everything I write multiple times to make sure my grammar is correct.

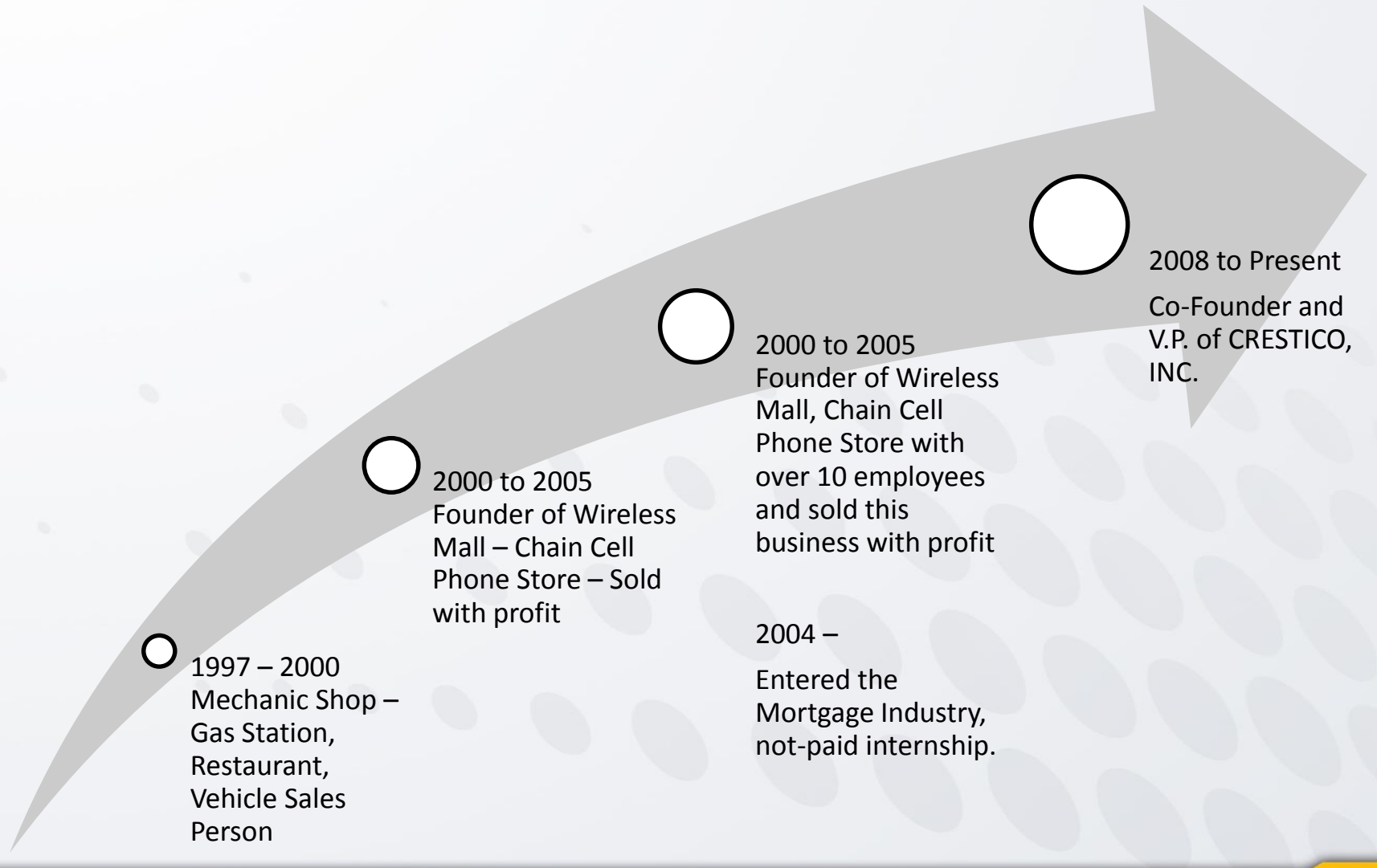


Getting A Job After College

- **The top few things I did to ensure I got a good job after college were:**
 - I was interested in Sales, I started looking around and based on a friend's recommendation I got a job at Glendale Dodge as a Salesperson. After a few months, moved to Galpin Ford and went through very excellent Sales Training which helped me become a better salesperson.



My Career Path



My Career

- Challenges I have had to overcome throughout my career are:
 - Cultural Barriers
 - Educational Barriers
 - Economic Barriers



Our Company

CRESTICO

Who we are

What do we do

How we got started

My responsibilities at CRESTICO



We can **get** you
where **you** want to be.

HOME



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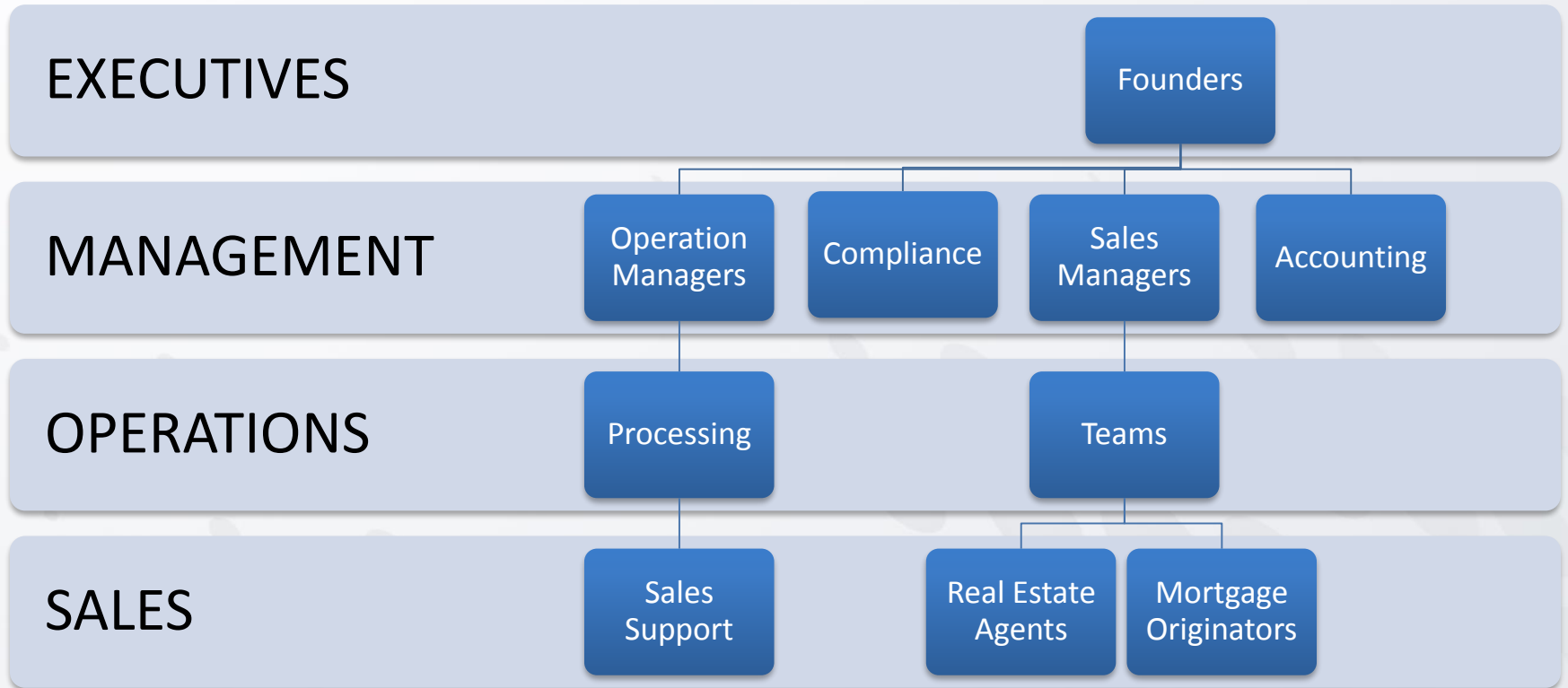


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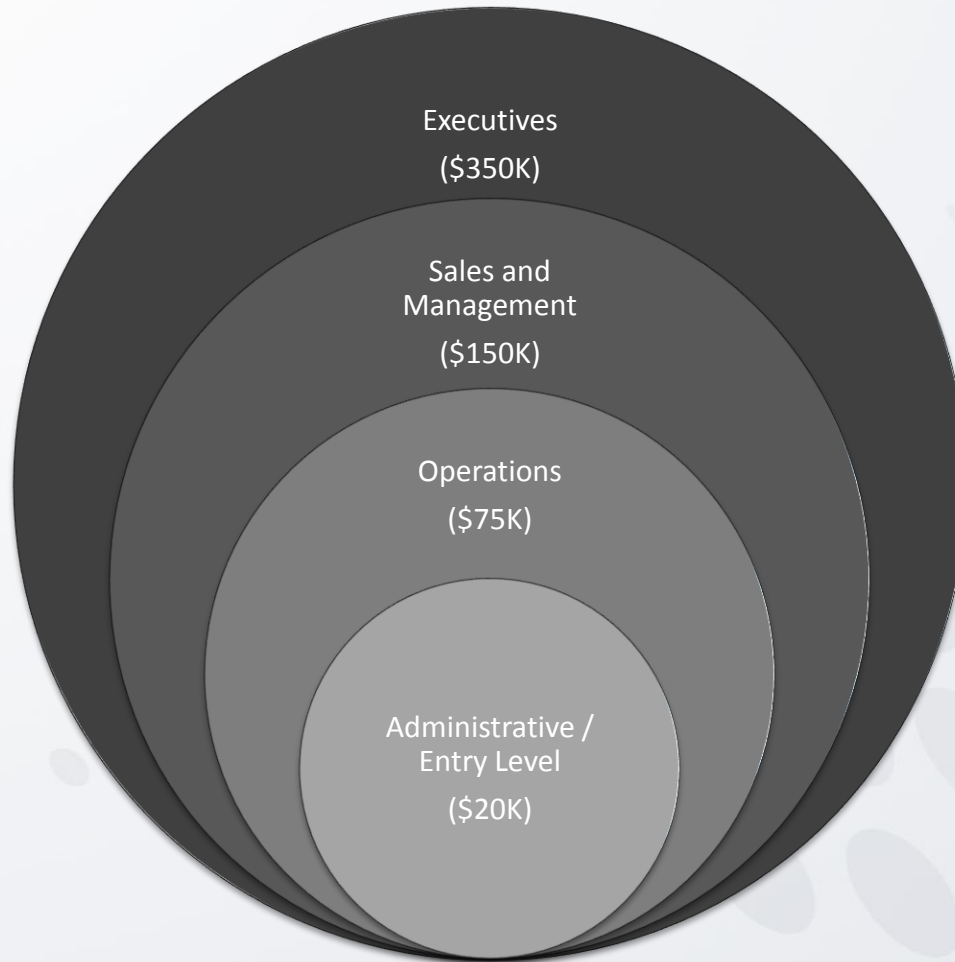


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My Role Within Organization



Compensation At Our Company



More Than Just Work

- **When I am not at work I like to:**
 - Spend time with family
 - Catch up on good shows
 - Talk to old friends
 - Plan activities around the upcoming events
 - Riding Motorcycles
 - Ski / Snowboarding
 - Water Sports



Do It All Over Again?

- If I could talk to my high school self, what would I say?
 - I love what I do and enjoy the freedom that comes with the responsibility and challenges I deal with on daily basis. However if I had to do it all over again, I would definitely make sure to finish my education at a higher level. With education comes skills that helps in every aspect of life, not only business (making money) but personal life and social success and mobility.



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QUESTION AND ANSWER

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THANK YOU!