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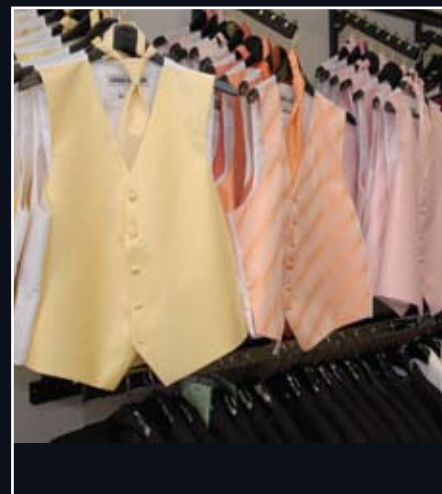
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CAPITAL TUXEGO

A Stylized Approach



Anthony Commisso of Capital Tuxedo

**Success Magazine: What does success mean to you?**

Anthony Commisso: Living and working in a way that can have a profound effect on humanity. Every relationship that we have, from our families to our employees, is critical in trying to make a change for the better in life. It is a ripple effect, and has to start somewhere. If everyone tried to make one person more successful in some way, we would have a better world to live in.

SM: How did you get started in formalwear?

AC: After graduating from Siena College, and a brief stint in Corporate America, I became passionate about being an entrepreneur. Having grown up in the family business, Cosimo's Restaurant, it was in my blood. I started in formalwear in the late 80's part time, and then I added to that the experience of different industries. It was the knowledge I gained in those experiences that led me to an approach that has made me successful in formalwear.

SM: When you began, you didn't have a business plan, a sales plan, or a market plan. How did you get started?

AC: The store that I bought had a good reputation from the previous owner. The name had credibility. So, I just went out there and got it done. I did bridal shows. The first month's rent I actually borrowed from a friend of mine from Vegas. I did however set a goal for myself, to book one wedding a day. I figured out that if I booked one wedding a day, I could pay the rent, the expenses and still have a little left over for me.

SM: So you were out on a limb- you had no line of credit. How did you establish a business?

AC: Initially it was a COD thing. I had to establish myself with a supplier. Once they saw that my volume was more significant than what was previously going on in that store, the supplier realized that I had something. There was a fire ignited.

SM: How long did it take before you actually had a positive cash flow?

AC: Immediately after our first prom season. We opened in January. Weddings are the most significant part of the business, but they don't start happening until the prom season. So, that was really when it all began.

SM: As an entrepreneur you have to accept risks. You were willing to do that. Why become an entrepreneur instead of working with some-

“If you are not running up against adversity, you are not alive.”

body else?

AC: I am very headstrong. I am also creative. When I worked for other people, I had creative marketing ideas. I would offer solutions to issues and suggest improvements. I would bring those ideas to their attention and I never felt as though it was embraced. In fact, on more than a few occasions I experienced superiors using my ideas to advance their own careers. I decided if I wanted to see my visions come to fruition, I would have to make it happen for myself.

SM: How did you apply your creative marketing to this business, and what did you do differently to make this business successful?

AC: I made myself different by talking to people and not at them. I felt that what was lacking in our

trade was a very candid consultative approach. I gave opinions about what would paint the perfect wedding picture, or what would make a kid look his best at the prom. Competitors were afraid to make suggestions for fear of losing the client. I wasn't, and it paid off. The feedback from clients was that they appreciated my straightforwardness and referred others to me because of it.

SM: Many entrepreneurs are great at selling and promotions, but then the back of the house is a disaster. Was this true for you?

AC: Yes, the back of the house was a disaster. The supplier that I had was not very cooperative in the beginning. They didn't have a lot of faith in me initially, but I proved them wrong. I have become one of their largest accounts. But yes, the operational side of it was very difficult. I had to relearn everything. With the rampant use of causal wear, the clothing industry had changed. With it came a very different expectation of how things should look and fit. There were a lot of things that I wasn't sure about. I made mistakes, and I lamented over them. I pride myself on doing a good job. It took learning from my mistakes to really get a sense of how it works. That's the way it is. You won't gain anything or grow, if you never experience failure. Now I have a very fluid operation.

SM: At that point you were doing well. You were learning from your mistakes, and had a positive cash flow. What did you do to continue that forward motion and build upon the client base that you had?

AC: I just kept doing what I had been doing. There were stumbling blocks to overcome though. They sold the building where I was first located, so for a short time I was forced to work out of a mall. That turned out to be a blessing, because I got a lot of exposure. I then settled into an affordable and brand new store where I am currently located.

SM: So dealing with change and adversity is the key to success?

AC: If you are not running up against adversity, you are not alive. Every year I was challenged with some type of adversity, whether it was the advent of a new competitor or the efforts of another to attempt to infringe on my trademark. I constantly dealt with others usurping my marketing and service approach, which wasted a lot of time and money. Because of the September 11th tragedy, people were not inclined to have elaborate celebrations, and thus 2002 became the worst year for formalwear. In 2002, I also became a father of triplets. One child had very serious complications that demanded all of my focus, so business naturally suffered from that as well.

SM: How did you overcome the adversity?

AC: With the grace of God. I have a devotion to St. Anthony and the Divine Mercy of the Lord who saw us through this challenging time. I always take every opportunity to thank the dedicated staff of the Albany Children's Hospital, for their dedicated hearts and skilled hands. We are eternally grateful for the love of our family and dear friends who supported us in every way.

SM: What is the most important thing you learned in going through those tough times?

AC: That I can get through those times. I have the ability to recognize my participation in that adversity. There is a cause and effect to it. You don't run across adversity without putting yourself in that position. Once you recognize that your choices have played a role in your life, you can handle the outcome better. You have to take ownership in the things that surround you. I think there are a lot of people walking around in denial.

SM: You have to constantly be moving forward. As an entrepreneur you do what ever it takes. Not everyone understands that there is no comfort zone.

AC: My business is on my mind 365 days a year and I'm at my store for most of them. If I am not working, I am at home on the computer or on the phone. There is always something going on somewhere for the business. Like any entrepreneur, I love it and I hate it. You love the feeling of accomplishment and helping others, but at times you would like to be able to punch the clock and say alright, goodnight.

SM: How do you hire and surround yourself with quality people so that you are able to take a step back at times?

AC: You certainly can't call it luck, but I have been fortunate in terms of timing. The right people showed up and the right connections were made. We've taken a lot of young kids and trained them, and a few of them have gone on to be exceptionally successful. They are always appreciative. They have paid tribute to me for what they have come to learn from working here. One of the kids, Phil Parisi, really came through for my family when we needed what had become his expertise.

SM: You have a store in Latham and one in Guilderland. A new one will be opening in North Greenbush. Did you take over another Tuxego?

AC: No, there is no other Tuxego to speak of. My first location I took over from my friend, John Mearon, who gave me and several other people the opportunity to be self-employed. As for the expansion that began just last year, all of the stores are

new. I had wanted to open up more stores for a long time, especially across the Hudson.

SM: What character trait helped you through this?

AC: Unfortunately, my anger. There was a time that I believed my anger could get me through anything.

SM: It isn't just the anger; it's the perseverance that comes from that anger.

AC: Perseverance is such a nice answer to give... so neatly wrapped up in a little bow. But I think pure and simple, that it is our survival instinct that really gets us through those tough times. Everyone handles it and expresses it differently. Unfortunately my way is brutally honest, a bit obnoxious, very sarcastic and borderline cynical. I'm also playful. A sense of humor is critical. I say I don't like people, but I really do. I build long lasting relationships with people. That is the best part of life.

SM: You are someone who knows the importance of humor and who appreciates sarcasm, but you also take your work and this trade very seriously.

AC: That is true. I am actually a published author, having written many articles on the subject of formalwear, for various publications. I have also been widely recognized in the formalwear trade, through the Nation's only online publication EFN (E Formal News). The publisher Paul Pannone often refers to me as an enigma in our trade and regularly quotes me, for my diverse and candid opinions and unconventional ideology.

SM: You have opened up Guilderland this past year and you are now expanding into North Greenbush. What made you want to branch out?

AC: I have long wanted to be on the other side of the river. There is nobody servicing that area. I know it to be a growing market. Guilderland opened up on a whim... the space became open and I jumped at the opportunity. The timing wasn't good, and I didn't experience the growth that I wanted to there, but it will come in time. I really wanted to be in North Greenbush because of the growth that I have seen.

SM: Opening up a new location takes capital. Have you laid out a plan for your new store?

AC: I tried to get investors, but I had only a rudimentary plan. It's a tough economy and people are scared. Nobody really wants to invest in somebody. Nobody will buy your dream. You have to believe in it and do it. My friend Sean Rafferty, of California Closets, got me to see that.

SM: Would you say that the future looks good, and you are planning for success?

AC: I am hoping for success. I don't know that the future looks good. The economy has a hole in it, particularly in this industry. There are no guarantees.

SM: If you had to describe yourself in one word what would it be?

AC: Caring... Heartfelt... Uptight... Obnoxious. It depends on the mood and the situation. You know what... dichotomy. I'm going with dichotomy.



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Reason to Celebrate



Success Magazine: How do you define success?

Richard Carrier: Success is having the freedom to live life the way you want, on your own terms. Success means reaching family, self and professional goals and having the ability to balance them all. Success is not an end but a means, a continual pursuit.

SM: How did you get started on this path in life?

RC: After completing a two year degree in hotel technology from Schenectady Community College, I moved to Las Vegas to attend UNLV and pursue a degree in Hotel Management. I began working at the Las Vegas Hilton and became interested in Catering and Special Events. I was fortunate to work with some of the best event professionals in the industry. We did private parties for the Hilton Family, Bob Hope, Mohamed Ali, President Reagan and numerous other celebrities. We have also had very large conventions where a sit down dinner of 5,000 people or more was not uncommon.

SM: How did Total Events begin?

RC: After our children were born in Las Vegas, my wife and I decided to move back to the area to be closer to our immediate family. This is where our support system is. Working in the local hospitality market, I realized there was a need for higher end events in our area. We started off doing smaller type decorating events and then evolved into party rentals and full service event production. In seven years, we have grown from our basement in our home to a 24,000 sq foot warehouse, from two employees to twenty five. We have experienced significant growth since our conception.

SM: You have over 18 years experience, most of which was in Las Vegas. How did your experiences there differ from those you have had here in the Capital District?

RC: The events in Las Vegas were very large with extreme thematic decor and huge budgets. Although constantly creating new and exciting themes was challenging, it is much easier to put on an event when money is not an issue. Although budgets are smaller in the Capital Region, we have the benefit of taking the extreme trends in Vegas and scaling them down to something that is still exciting but fits within a cost structure of local Associations, Government and non-profits that make up a large portion of the business in the Capital District.

SM: What is it that you enjoy most about working in the event industry?

RC: Seeing the end product of an event- watching a client's eyes light up when you have taken their vision and pulled it all together. I enjoy helping clients reach their own goals for their particular event. We do a great deal of work with non profits, and donate a lot of time and resources. It is a good feeling knowing that you have contributed in making the event successful.

“I love the fact that every day is different. No two events are ever the same. Never a dull moment.”

SM: What is the most challenging aspect?

RC: The devil is in the details. There are so many details to an event, and it is usually the smallest detail that is easily overlooked yet can cause the biggest repercussions. There are no second chances. Timing is a huge issue. If the wedding or party starts at 6 pm you have to be ready to go at 5:30 no matter what the issue. There are always going to be problems, but what matters is how you handle those problems. Our crew is very creative in helping to overcome obstacles.

SM What type of events does your company do?

RC: Total Events is a full service event company, including themed events, casino parties, weddings, carnivals, conventions and party rentals. We work with a variety of clientele from corporations to individuals hosting private events. Caterers, hotels, and event planners make up a large portion of our clientele. We pride ourselves in having an interactive design showroom where clients of all types can come in, see the linens, centerpieces and other decor to visualize the end result.

SM: What event are you the most proud of?

RC: We did an event for NYSUT at the New York Hilton a couple of years ago. The event was one of the most challenging. We had to deal with budgets, a tight set up window, huge logistical issues and high stakes. Bill and Hillary Clinton along with 2500 guests were at the event and the current President of NYSUT, one of our largest clients, was being honored. Everything had to be perfect. We pulled together and made it happen. We received praise from both our client and the venue. Our entire team is very proud of what we overcame and how the rooms were transformed.

SM: Has there ever been a time that you wanted to quit?

RC: Quitting is not an option.

SM: Dealing with the public is certainly stressful, especially in a setting as important as a special event. How do you deal with the pressure?

RC: The event business can be very stressful, especially in terms of dealing with timing and logistics. But that pressure fuels our adrenaline. I rely on our entire event team a great

deal; they know what it takes to “make it happen”.

SM: You pride yourself on excellent customer service. How do you maintain that standard?

RC: We are fortunate to have an excellent team. Our staff knows that everything we do, from the first phone call to the breakdown of the event is a reflection on themselves as well as the company. We have clients calling us daily to commend the guys in the field or the event planner working on their event. They are an exceptional team.

SM: What personal characteristic do you attribute to your success in this industry?

RC: Hard work and perseverance. I am also very fortunate to have my wife Melissa involved in the operation. She came into the business 4 years ago. Her background in Sales and Marketing at IBM has really taken our marketing and sales strategy to a new level.

SM: What sets you apart from your competition?

RC: Total Events is the only Full Service Special Event Company in the area. Our clients have the convenience of calling one company for all of their event needs. Clients have often commented on our customer service, especially our responsiveness. This is one of the primary reasons they do business with Total Events.

SM: Are you naturally gifted in terms of creativity, or is that something that you have learned over time?

RC: For me, creativity in terms of new design ideas is a work in progress. I am always looking for new ideas and concepts. But we have many naturally creative people on our team, including our event managers and designers. We also attend event conventions on a regular basis. A big part of our business relies on keeping ahead of the trends, so we regularly travel to shows like Special Events, A.R.A, Cater Source and Biz Bash. Speaking with other event professionals and learning from them is a huge part of our inspiration.

SM: How has your past paved the way for your success?

RC: Seeing is believing. I have seen my parents succeed in family life, and I have seen how successful businesses grow. I have seen first hand the creation of amazing and spectacular events. This has fueled my desire to succeed. And certainly my education and experience has given me the tools I need to succeed with Total Events.



SM: What advice would you give to an entrepreneur just starting out?

RC: First, expect to work long, hard hours. Second, surround yourselves with knowledgeable, inspirational and motivating people. Always know your priorities. No matter how “successful” you are in business, it means nothing if you’re unsuccessful in your personal and family life.

SM: Do you love what you do?

RC: Absolutely. I love the fact that every day is different. No two events are the same. Never a dull moment.

SM: If you had to describe yourself in one word, what would it be?

RC: Determined

SM: Who has influenced you the most in your life?

RC: I have always had an innate desire to succeed. My father inspired me to work hard and never give up. More than anything, that has been my driving force. To carry his legacy on to my own children is very important to me. Meeting my wife and working together has been a major contributor to my success...our success. More than my experience and training, it has been the people in my life that have led to my success and continued pursuit of success.

SM: At what point did you realize that you were successful?

RC: When I married my wife. Together we are fulfilling both our dreams and aspirations...two awesome kids, our own business and an incredible support system of family and friends.

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www.CenterForPreventiveMedicine.com



Mindy asks, "I have a family history of heart disease. Should I take fish oil supplements?"

Dr. Lemanski responds: Mindy, this is a timely and important question. Those with a family history of heart disease may be at higher cardiovascular risk. However, before I address fish oil supplements please allow me first to describe the benefits of fish. Fish, especially fatty fish, are great for heart health. The consumption of fish has been shown to decrease the risk of fatal heart attacks, sudden cardiac death, and stroke. Fish are low in saturated fat, so consuming fish in place of foods high in saturated fat may lower LDL or the bad cholesterol. Additionally, however, fish contain omega-3 polyunsaturated fat. Omega-3 fats in fish oil have been shown to reduce blood pressure modestly, decrease the tendency for blood to form clots, and decrease arrhythmias of the heart. Arrhythmias may include an abnormal rapid beating of the heart at the time of heart attacks which precludes effective pumping of blood and leads to sudden death.

The American Heart Association (AHA) recommends that individuals with heart disease consume fish daily and those wishing to prevent heart disease should consume fish twice a week. AHA recommends portions of fatty fish containing about 1000 mg of EPA (eicosapentaenoic acid) and/or DHA (docosahexaenoic acid).

If you don't like the taste of fish or would prefer not to consume it with the suggested frequency, fish oil supplements may be considered after a discussion with your personal physician. Fish oil supplements should come from the body flesh of the fish and not from organs such as the liver. I recommend omega-3 fish oil supplements, which have been tested for purity by independent labs, although a 2003 analysis of all commercially available fish oil by Consumer Reports found no contamination with heavy metals at that time. Usually 2 capsules will supply the amount of EPA and/or DHA which AHA recommends.



Robert asks: "I have high cholesterol. Will the consumption of foods containing plant sterols help lower my cholesterol?"

Dr. Lemanski responds: Robert your question is an important one. Many individuals have high cholesterol and are looking for a natural way to decrease it. While the avoidance of saturated fat in the diet is my first recommendation to lower LDL (bad cholesterol) the use of functional foods is another way to accomplish this. Functional foods provide health benefits beyond simple nutrition.

The most effective functional foods for lowering cholesterol include viscous soluble fiber, such as oat bran (beta glucan) and psyllium seed husk (Metamucil) as well as foods which contain plant sterols and stanols. Daily consumption of either one cup of oatmeal containing 3-4 grams of oat bran or 7 grams of psyllium may reduce LDL by 4-5%. Natural plant products called sterols and stanols may reduce cholesterol by interfering with cholesterol absorption in the intestine. Stanols

and sterols are contained in margarines such as Take Control and Benecol and consumption of 2-3 tablespoons of such margarines may reduce LDL by 7-14%.



DENTAL HEALTH

BY LEWIS MORRISON, DDS

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Laser-Assisted Dental Hygiene

For generations, a link between infections in the mouth and general health has been thought to exist. Over 50 years ago, Charles Mayo, founder of the Mayo Clinic, stated that "excellence in dental health can add ten years to a person's life." For the past ten years, research has actually been done linking heart disease, stroke, low birth weight, and pre-term delivery to periodontal infection in a person's mouth.

Today, the majority of the population, including healthcare practitioners, has been exposed to information regarding this connection between oral disease and infection, as well as general body health. The research continues to support this link, and it is easy to find articles in the media that validate this conclusion. Infection in the mouth causes changes in the body. These changes can help cause undesirable health conditions.

We have always encouraged patients, especially those with generalized systemic problems, to keep their mouths as dentally healthy as possible. We have done this, and continue to do this, by the thorough removal of plaque and calculus, also known as tartar. We have also used antiseptic mouthwashes and topical antibiotics in treating periodontal infections.

We are fortunate in dentistry to have recently added another tool to help us control periodontal infection in a more effective way. This is the use of lasers that actually kill the bacteria in the periodontally-



infected tissues in a person's mouth. Since we have been using this in our office, patients have found the use of the low energy diode laser, when accompanied by topical anesthetic, to be a relaxing experience. The laser is placed into the affected area and moved in specific, controlled orientations for specific times, dependent upon the infection. The results, after the completion of this regimen of therapy, will be what we believe to be a healthy mouth without infection.



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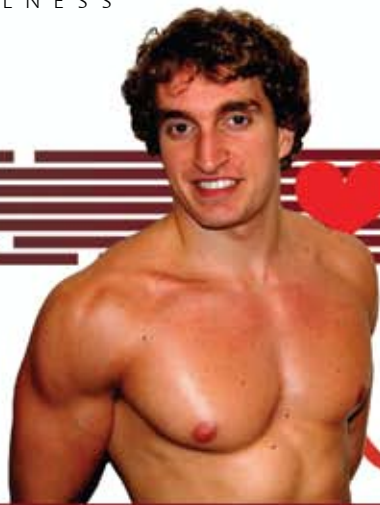


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BODY BY DAN

Two months ago, I outlined a very basic exercise program for those who are just starting to get in shape. If you are just getting started now, you can view our fitness article database online at "<http://www.successmagazinetd.com>" under "wellness." If you have been away from a sedentary lifestyle for two months or more, then it is time for you to move on to some more demanding routines that will leave you stronger, more muscular and less fat. Whether you want to look like Jessica Alba, Arnold Schwarzenegger or just be incredibly strong – these three program outlines will get you to your goals. Also, feel free to mix and match these programs to suit your needs. Actually, Jessica Alba probably wouldn't look very good if she had Arnold's bulging biceps, but you get the idea.

Size and Strength

We're talking about powerful strength here, related to the power athlete. This program type is also great for packing on size and has been used by many professional bodybuilders. I don't recommend doing this if you plan to be an endurance athlete.

Set and Rep Schemes: 4x6, 5x5, 6x4, 8x3 (8x3 means 8 sets of 3 reps)
More Advanced: 6x6, 7x5, 10x3

Alternate antagonist (opposite body part, i.e. pressing exercise alternated w/ pulling) exercises with a 2 minute break after each. This will allow about 5 minutes of recovery for the Central Nervous System (CNS) between each muscle group which is required to lift these near max effort weights.

Example:

Day 1:

A1: Bench Press 5x5
A2: Close-Grip Seated Rows 5x5
B: Dead lift 6x4

Day 2:

A1: Weighted Dips 6x6
A2: Weighted Pull-Ups 6x6
B: Back Squats 7x5

After performing one set of A1, rest 2 minutes and then perform one set of exercise A2. Rest 2 minutes and go back to A1, repeating the same process until all sets are completed for each "A" exercise. Perform exercise B for each day with 4-5 minutes of rest between each set. Do workouts of this fashion 3 days a week with about 48 hours of rest between each session.

Exercise Selection:

Pressing: Overhead Presses, Bench Press (Close Grip), Weighted Dips

Pulling: Weighted Pull-ups, Seated Rows (Wide or Close-Grip), T-Bar Rows, Bent-Over Rows

Legs: Squats, Lunges, Dead lifts

Slim and Trim

To melt fat off your body and have that "toned" look that many people desire, you need to keep your heart rate up during your workouts. These workouts are not just for fat loss, but I recommend alterations of the following programs for endurance athletes as well. Keep reps in the 10+ range, usually within 12-25 reps. For sets, generally stick with 3-6. In order to keep your heart rate up, you are going to need to keep short rest intervals between your sets. Start with rest intervals of 30-45 seconds when you first start, and try to work them down to 15-30 seconds as you progress and your body adapts. You are also going to have about 5 exercises per training session alternating from exercise to exercise.

Example:

Cardio Warm Up for 5minutes
A1: Dumbbell Bench Press 1x15
A2: Lat-Pulldown Machine 1x12
A3: Jump Rope 45 seconds
A4: Barbell Squats 1x20 (light weight)
A5: Reverse Crunches

Perform A1 for the specified reps, rest 30 seconds and perform A2. Rest 30 seconds and move to A3, rest 30 seconds and perform A4, and then rest 30 seconds and perform A5 until you are about 3 reps short of failure. Repeat this process 3-5 times depending on your fitness level. Repeat a workout similar to this 3-4 times a week. Try not to use any isolation movements like biceps curls or triceps kickbacks. Stick to the exercise list above that was mentioned for the strength program. They are all compound movements and will have a higher metabolic effect on your body.

Stay strong and good luck. With perseverance and knowledge comes great success.

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The Golden Fox Restaurant & Bar

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518.272.GFOX

Recently, I had the pleasure of dining at the Golden Fox Restaurant and Bar in downtown Troy. The Golden Fox has been open a little more than a year, and owner Joe Greco

has poured his heart and soul into making it a special place.

The décor can best be described as casual elegance. As you enter the restaurant, the attractive bar area is on the left. On the other side is the lovely dining room. There is a partition separating the two areas. The dining room is decorated in soft gold and black. Joe Greco completely renovated the building, and seemingly spared no expense. There is a retro style stamped tin ceiling that is painted gold, and the walls are a combination of classic black and white. The tables are adorned in black tablecloths, with soft gold silk accents. Fresh flowers are placed on the tables daily. The handsome flatware is far superior to what you find in most restaurants. As Joe would tell you, "It's all about the details".

The menu at The Golden Fox is impressive. It is mostly Italian, but also has American offerings and a raw seafood bar. Every item on the menu at The Golden Fox is fresh. Joe gets his seafood daily from Cape Cod, and he hand

selects all of his meats. The Chef, Rob Gavel, graduated from the Culinary Institute of America. He has worked on The Food Network, and has been a personal chef to CEO's and celebrities. Chef Rob has also written for most of the major food magazines.

I started my meal with the almond butternut squash bisque, and my companion ordered the crab cakes. My bisque was to die for! The almond flavor was a superb complement to the butternut squash, and the shaved biscotti garnish was a nice touch. The crab cakes were divine, and chocked full of fresh, sweet, crab meat. They were served with a light sherry cream sauce. Fresh garden salads came with our entrees, which is not usually the case with a restaurant of this caliber. We were served steaming hot popovers with whipped butter to accompany our salads. They were a real treat. For an entree I had the veal and crab: medallions of milk fed veal sautéed with black olives, capers, lump crab meat, and baby spinach, served in a sherry pesto cream sauce. What a symphony of flavors! Everything about my meal was exemplary. My companion ordered the surf and turf: a tender New York strip, with bacon wrapped shrimp. The meat was cooked to a perfect medium, and again the dish was excellent. For dessert I had the homemade pumpkin pie, and my companion had the crème brûlée. Each was a heavenly delight.

The Golden Fox is a restaurant all about the details. Joe Greco is very attentive to his diners, and wants their experience at his restaurant to be special. I can assure you that ours was. From our outstanding service, to our food, both in quality and quantity, The Golden Fox offers their diners great value. Try The Golden Fox once and you'll go back time and again.



Millstone Speakeasy

654 Saratoga Road
Burnt Hills, NY
518.384.3812

I recently stumbled upon a fantastic new place to dine! Millstone Speakeasy offers exactly the type of atmosphere to be enjoyed after a long week of work. Comfortable, casual and inviting, Millstone Speakeasy is an ideal place

to unwind and enjoy some great food.

The original building was erected in 1837, in association with a grist mill and a cider mill. During prohibition, the space was used as an actual "speakeasy" illegally selling alcohol that was brewed in the basement. The original building still stands, and has been made into what is now the tavern room.

Everything about Millstone Speakeasy is completely unpretentious, while maintaining a standard of excellence. From the décor to the outstanding service, the mood of the place is down to earth and welcoming. Post and beam ceilings run throughout the main dining room, and the tavern. The wooden tables and chairs along with the stone fireplace, create a very cozy feel.

The food at Millstone Speakeasy is wonderful. My companion and I each started with a house salad and the fried calamari appetizer. The salads were cold and crisp, and the freshly breaded calamari was the best we've had...delicious! For an entrée, I ordered the Factory Special: artichoke hearts, sundried tomatoes, sweet basil and roasted garlic, sautéed in extra virgin olive oil, and tossed with angel hair pasta. I was given the option of adding grilled chicken breast or shrimp, but I opted for the original. This dish was superb; brimming with sundried tomatoes and artichoke hearts. The pasta was cooked to perfection and came with buttery garlic bread. My companion chose the New York strip steak. Char grilled to a perfect medium, it was served with a medley of fresh steamed vegetables, and a choice of rice, fries, or smashed potatoes. He went with the potatoes, and was pleased with his choice. After such large portioned entrees, it was difficult to find room for dessert...though not impossible! We agreed upon the homemade apple crisp. Served with vanilla ice cream, the crisp was fresh out of the oven and piping hot. It was phenomenal- truly the perfect end to a perfect meal.

Millstone Speakeasy is open every day for lunch and dinner service, and on Sundays they offer a breakfast buffet as well. They offer 10 cent wings on Sundays and every Wednesday is Italian night. You can expect to hear live music each Friday, and on Saturday nights, karaoke. Millstone speakeasy is a great winter spot, though from what I hear, the summer view is quite impressive. A waterfall creates the perfect backdrop for weddings or other special occasions.



The Wine Bar

417 Broadway
Saratoga Springs, NY
518.584.8777

The Wine Bar is a fabulous cosmopolitan restaurant/bar located right in downtown Saratoga on Broadway. You can dine in the serene, intimate dining room or in The Wine Bar's lively upstairs, where you can enjoy drinks,

small tastes of gourmet cuisine, or an entire meal.

On my recent outing to The Wine Bar, I chose to meet my companions in the upstairs dining room/bar. The room is sleek, with a contemporary feel. The fully stocked bar is centrally located. The tables are simple, black lacquer with plum silk upholstered seats. Bottles from their impressive wine collection are showcased in glass recessed cases on one wall. The Wine Bar is dimly lit, and very conducive to enjoying fine food, drink, and conversation. If you opt to dine downstairs, you can expect to enjoy local musicians on Friday nights, and their pianist Carl every Saturday evening.

Those of you who appreciate establishments that serve "tapas" (small samplings of various dishes, particularly popular in Spanish restaurants) will love The Wine Bar. They offer small portions of their phenomenal dishes, to be enjoyed in any order you desire. If, however, you are someone who enjoys a traditional meal, complete with an entrée, this is also an option. Because The Wine Bar caters to many different appetites, they offer patrons the choice of a full or small portion of a dish.

My companions and I sampled a few of The Wine Bar's divine looking dishes. We began with their homemade butternut squash ricotta gnocchi, served with arugula and oyster mushrooms, in a honey brown butter sauce. The gnocchi were out of this world, truly melting in my mouth! The honey brown butter sauce was an ideal complement to the butternut squash gnocchi. We then tried the crab cake. Prepared with loads of fresh crab meat, celery root puree, fennel, pancetta and apple, the flavors melded together to create an incredible taste experience. We then decided to try the arugula salad made with fennel, strawberry, speck, balsamic reduction, and olive oil. The salad was fresh, flavorful, and we all agreed, a great choice. After indulging in the outstanding appetizers, we decided to try the grass fed organic sirloin beef and the sea bass. The beef was fork tender, and served with potato fondant, potato puree, rosemary oil powder, and shallot rings. Grass fed is the healthiest beef you can get, and this was first-rate...a huge success. The sea bass was served with potato cake, truffled salisfy, and port reduction. It was a masterpiece in both taste and presentation.

Try The Wine Bar, and enjoy an exceptional evening of superior cuisine and service. You'll feel as though you've been to Manhattan.

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PLANNING FOR SUCCESS

As we enter our new year the prospects of the future are promising, yet there are great uncertainties in our market place. I find it interesting that in a presidential primary year we are not addressing the most critical issues at hand. How is it acceptable to pay over \$100 a barrel for oil, for which we have not even felt the effects of yet? We are paying \$3.25 per gallon at the pumps and we keep buying our trucks and SUVs. Heating costs are going through the roof, yet we are not pushing for greater methods of energy efficiency for our homes and autos. We need greater tax write-offs from our government, to assist us with an energy tax credit for homeowners and businesses. There was more news coverage of Britney Spears then of Bush's trip to the Mideast. Our advertising is no longer based upon quality of product, but on sex appeal. What effect will this have on our community and local business owners? Everything.

Every business, from the local delivery company to major manufacturers will be affected in some form, in the very near future. The cost of fuel and the ever rising cost of employee benefits will inevitably cause all companies to cut expenses. The mortgage industry is experiencing a financial drain not seen for 30 years, and the cycle seems to be heading towards a repeat of the 70's. The effect on builders, new home construction, and the real estate market here and across the nation will be ever increasing. If we don't trim our sails and carefully plan for the future, we could be caught off guard. Although our local economy is strong, and the future looks promising with the prospect of AMD coming into our area, we have to plan for the worst and prepare for the best.

So what is a business owner to do? How do we prepare for the unknown and ensure our success for the future? We PLAN. I have met with many entrepreneurs in the region to discuss their current success and consult with them over their future plans. Most have little or no plans for their budgets or market strategies. They are moving forward as if the economy is set in stone. This is not so. Develop a new business plan including contingencies for a possible downward market trend.

Plan for success by ensuring that you capture a market share :

- Qualify "Branding" of your company
- Identify your target market and ensure that you are securing it
- Advertise
- Set an aggressive market plan with increased advertising to secure your market
- Advertise in the up and down markets to ensure your position
- Know your competition and what sets your company apart from the crowd
- Seek a greater market share on the internet and web (people will be using the net more to save gas and travel expenses)
- Create a web site that will be exciting and of interest to the masses
- Develop an energy cost savings plan for your office and warehouse and homes

We can never know what the future holds, so we must plan for success, to ensure our position in the market. We must have the perseverance, courage, and wisdom to make the right decisions at the right moment. We must persevere no matter what odds are against us. An unsure market and fearful investors will cause an economy to fall. Fear not. Have courage to complete your convictions when others will run from adversity. Do not plan to follow a path that has been laid by another. Make your own road to your own destiny. Those who stay the course, making the best use of their time, capital, and assets, will win the right to fight another day.

"He that fights and runs away, may turn and fight another day, but he that is battle slain, will never rise to fight again." Tacitus

"Success is never final. Failure is never fatal. Courage is what counts."
Winston Churchill



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