

RABE

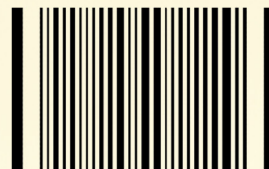
**Since we were young we were
always told not to talk to strangers,
however; in this journey we
defy our parents warnings and
cold-call a professional.**



Entry Point

An Entrepreneurial Journey

\$19.99



RABE

Entry Point

An Entrepreneurial Journey

This booklet was designed and written by Clark Rabe. A big thank you to Daniel Furbush for allowing me to interview him for this project!

Analyzing an Issue

Questioning a Stranger

Daniel, along with his business partner, have begun working on a new way to track the widely used Lockout Tagout procedure. Within companies such as Facebook, Google, and other multi-billion-dollar companies this procedure is tracked using a corkboard, paper, and tacks in a very unorganized and dangerous way. This is where Daniel saw an opportunity to “-create a web-based application focusing on tracking Lockout-Tagout construction safety procedures for hazardous energy within construction sites and eventually expanding to any companies

using Lockout-Tagout to keep their employees safe.” and believes it to be an idea that could bring in over two billion dollars and save countless lives.

Overall, I enjoyed my time talking with such a driven individual and admire how Daniel encountered an issue within his area of expertise and acted on the opportunity to fix it. Talking to a stranger is a great opportunity to really dive deep into the life of a professional and gain real life experience from those who have found success.

Further Understanding

Lockout Tagout



A safety procedure that ensures that dangerous machines are turned off properly and are unable to be started up again so that hazardous energy cannot be released within a construction site.

Application Development



Application development is the process of creating a computer program or a set of programs to perform the different tasks that a business requires.

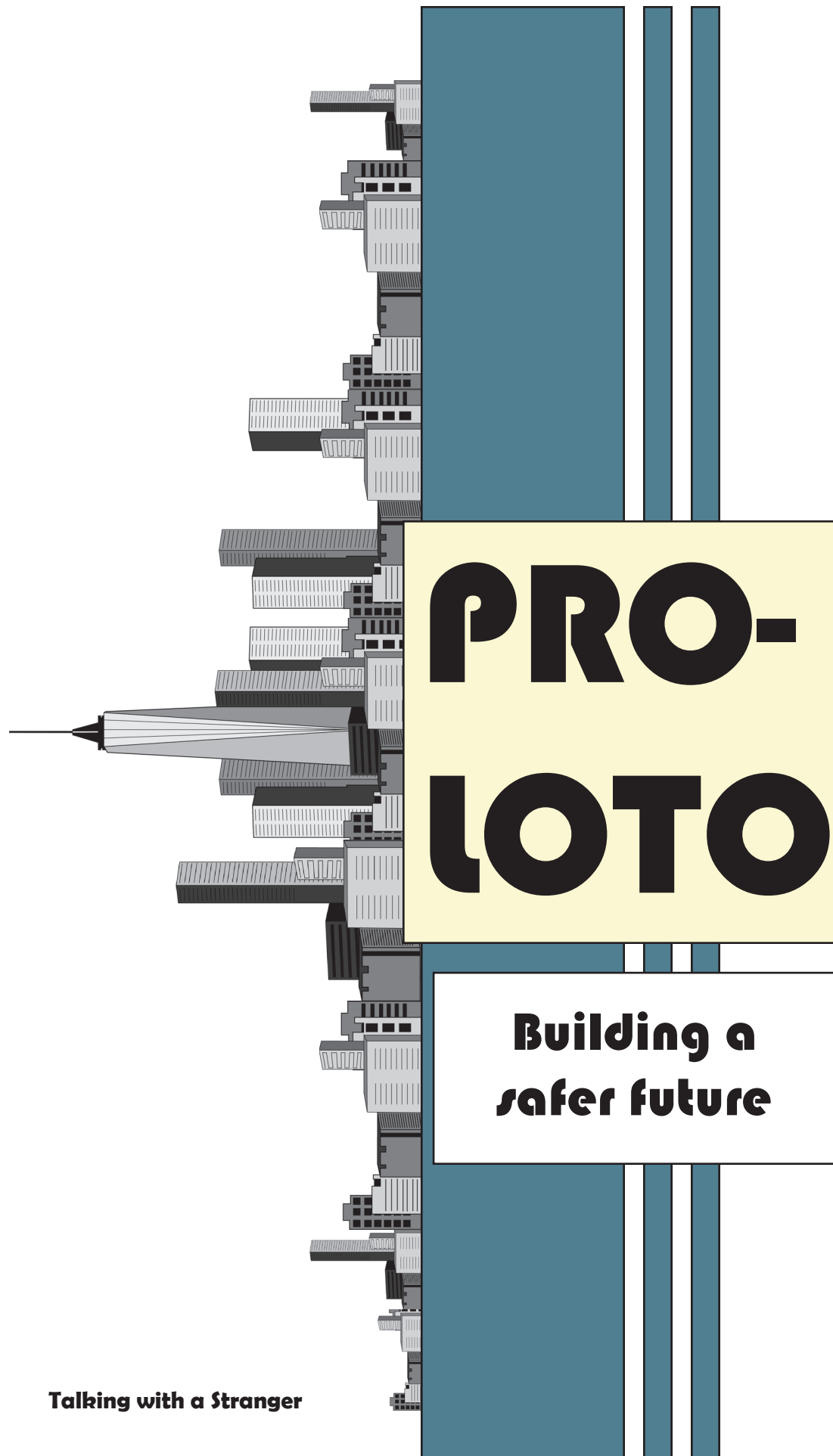
Capital Projects



A capital project is a long-term, capital-intensive investment project with a purpose to build upon, add to, or improve a capital asset. Capital projects are defined by their large scale and large cost.

Table of Contents

- 1..... Pro-Loto
- 2..... Strange Beginnings
- 3..... Futher Understaning
- 4..... Analyzing an Issue



PRO-LOTO

**Building a
safer future**

Strange Beginnings

Questioning a Stranger

Daniel Furbush, a thirty-year-old project manager who graduated from the prestigious United States Naval Academy is about to embark on an entrepreneurial journey that takes him away from his comfy job at Facebook and places him in a position that'll change his life forever. Luckily for me, I was the one who got to interview this man and gather information about his upcoming plans. My first question for him was what he does, in which he responded with, "Currently, I am a quality insurance and quality manager for large capital construction projects. My current client is Facebook and I run the quality control and third-party inspections for the building sites.

After some clarification, as all of this information was entirely new to me, we proceeded to talk about his plans for the future. In his early days, Daniel told me that he had always been the entrepreneurial type, back when he was just 15 years old, he created his own lawn mowing business that took off and raked in nearly two thousand dollars every week. Ever since then he has always wanted to start up another business, but not another lawn mowing business; rather, a company that focuses on something much more important...