Entrepreneurs in Finance Podcast

With your host, Kris Roglieri

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6 Months After Loan Broker Training & Going Stronger Than Ever

Join our host, Kris Roglieri, as he revisits Jared Klock and Bill Canny 6 months after their first appearance on Entrepreneurs in Finance; in fact, Jared and Bill appeared on the podcast, the first time, once training ended. Come see and hear Jared and Bill talk about their growth and successes as their realistic goal of closing 4-6 deals per month, each is coming to fruition!

See also: Season 2 | Episode 11

Their first appearance on EIF: [https://www.youtube.com/watch?v=qTO-c...](https://www.youtube.com/watch?v=qTO-cGe6yR8&t=0s)

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Jared Klock & Bill Canny of Masters Commercial Capital Group

00:08

i literally have three or four more

00:10

deals that are going to close this month

00:12

so we're also getting into uh buying

00:15

some of our own properties uh rentals

00:17

and things of that nature so

00:18

we're we're each looking to close five

00:21

or six deals right now a month every

00:23

month yeah yeah yeah i i think that's

00:26

realistic

00:28

there are just too many commercial home

00:30

brokers that don't have a damn clue of

00:31

what they're doing

00:34

all we're trying to do here is better

00:36

the industry for everybody

00:39

at the end of the day you can make great

00:40

money in this industry but in the end

00:42

it's all about helping people

00:45

you know people always say chris how can

00:47

i be a successful broker it's two words

00:50

hard work and dedication

00:52

if you don't like talking to people you

00:54

probably shouldn't be in this business

00:56

hey everybody welcome back to

00:57

entrepreneurs and finance where we

00:58

explore the daily lives of graduates and

01:01

everybody else in between and um this is

01:04

a uh uh i always say it's a unique

01:06

episode but this is kind of a i'd say a

01:09

first

01:10

uh time episode where

01:12

uh i get to interview a group of

01:15

wonderful graduates uh that attended

01:17

about five six months ago so if you're

01:19

those of you that are religious about

01:20

watching these podcasts which we know

01:22

about a couple thousand people are

01:25

um i had interviewed uh jared and bill

01:29

about five six months ago on another

01:31

first ever podcast where we took

01:33

graduates that just graduated our

01:35

program they literally just finished up

01:37

and literally 20 minutes later we got

01:40

him on a podcast to talk about their

01:41

recent experience so you can catch that

01:44

episode joe do you happen to know what

01:46

episode that is it's somewhere in there

01:48

um but uh so try to catch that episode

01:51

of last year i know it was last year

01:53

about five six months ago and here we

01:55

are just revisiting them again

01:57

on month five or six of how their

01:58

business is doing so with all that being

02:00

said let me properly introduce

02:03

jared gluck and bill canny of masters

02:06

commercial capital group hey guys how

02:08

you doing

02:09

hi chris how are you

02:11

how is everything good good

02:14

i you know last i saw you guys you were

02:16

you were in studio slash conference room

02:18

here and you guys were just kind of like

02:21

you know worn out because you went

02:22

through

02:23

gosh

02:24

nine days of training was it because you

02:26

guys were you guys legacy or platinum

02:28

well we're legacy but we did the uh we

02:31

did the initial training online and then

02:33

we went up there for the uh the extra

02:36

training oh yes marketing enhancement

02:39

marketing enhancement that yes yes yes

02:41

so

02:42

um

02:43

you guys look good now that you know

02:45

you're out five six months

02:48

um

02:49

tell me i think everybody's interested

02:52

in kind of how your journey's been in

02:54

the last five fast months i bet you it's

02:56

been quick for you everything's been

02:58

rolling

02:59

yeah it's been interesting uh

03:01

yeah we've been we've get put some deals

03:03

together we've got a lot of stuff in the

03:04

hopper that we're hoping to close uh

03:07

relatively shortly

03:08

um it's just

03:10

like any other time you're starting a

03:12

new business it's it's a grind but you

03:13

got to just keep moving forward you know

03:16

yeah how about for you bill

03:19

uh it's probably been the fastest

03:22

seven eight months

03:24

uh i've ever had in a year

03:26

uh but it's been really exciting um only

03:29

because you know we started in may we

03:31

really started getting rolling

03:32

um in august when that the main cogs

03:36

were kind of moving

03:37

and uh

03:39

it's been great you know one of the

03:40

things that we

03:42

we knew we had to do in order to succeed

03:44

was get out there and start meeting

03:45

people and letting people know what

03:47

we're doing

03:48

so networking became a very big part of

03:50

what we did so we we joined a lot of the

03:52

chamber of commerce's in their area

03:54

um

03:55

we i reached out so the marketing

03:58

campaign being a legacy you know

04:00

afforded us the opportunity to get a

04:01

really good linkedin account uh set up

04:03

facebook

04:05

and and i got to tell you our our first

04:07

deal so jared close closed his first

04:09

deal through a contact that was set up

04:11

through our linkedin account it was a

04:13

real estate agent

04:15

in the same city that we're in west

04:16

hartford connecticut

04:18

um so literally it was like it was it

04:20

was a response that went out that was

04:22

made through

04:23

your marketing department

04:24

hey listen i i noticed you know we we we

04:29

notice your uh

04:30

your credentials

04:32

we it would be great to connect and lo

04:34

and behold like this real estate agent

04:36

very well successful real estate agent

04:38

said yeah let's let's set up a phone

04:39

call literally called them that day and

04:42

it led to our first deal

04:45

cash out refi right jared cash out refi

04:48

yeah cash every five three uh six

04:50

families so 18

04:52

and then uh

04:54

this guy's also i've been working on

04:55

other deals with him uh

04:58

going forward i got one actually just

04:59

called me on uh five minutes ago so so

05:02

let me just let me remind everybody what

05:04

that is because um guys we have a lot of

05:06

viewership now a lot in our universe 3

05:09

000 people or so that actually when

05:10

these come out they're like it's like

05:12

christmas to them they wait to hear them

05:14

how many we got a lot of downloads

05:16

uh through uh all the various platforms

05:18

so let me just explain to people what

05:20

they're talking about is uh we have a

05:22

linkedin package i think it's one of the

05:24

only one

05:25

my one of my companies the marketing

05:26

firm the only company i believe that

05:28

does this where we literally take over

05:30

your linkedin profile it's included in

05:32

the platinum and legacy package where we

05:35

have a team here that goes out and

05:37

literally networks in your community for

05:39

you while you're out there doing other

05:41

things and and we get it to a point to

05:43

kind of set up an appointment phone call

05:45

or live

05:46

or an in-person appointment

05:48

to

05:49

expand your referral base and and go to

05:51

centers of influence that see business

05:53

owners and real estate investors all the

05:54

time so that's what they're referring to

05:56

so

05:57

um i'm glad to see that

05:59

that worked for you and contributed to

06:00

your first deal that's awesome it did it

06:03

did and and to expand on that like um i

06:06

had known uh a gentleman through the

06:08

town that i live in

06:10

who was doing residential mortgages uh

06:12

movement mortgage

06:13

and i made contact with him i shared

06:15

with him what jared and i were doing

06:17

right and and the first deal i closed

06:19

was through that

06:21

wow and he's he's i i literally have

06:24

three or four more deals that are going

06:26

to close this month

06:28

wow through that so

06:30

that big

06:31

networking aspect of this business you

06:34

know

06:34

it's huge and if you're not doing that i

06:37

think you're at a loss

06:39

for sure you're not going to be as

06:40

successful as you hope to be right and

06:41

and we can we just we're just building

06:43

on that you know we're not even stopping

06:45

there we're you know we're

06:46

we're going to another event

06:48

in a couple weeks it's a chamber of

06:49

commerce one of the chamber conferences

06:51

uh and it's a it's like a dinner award

06:53

show but we're going to be there and

06:54

we're going to have a stack of business

06:55

cards with us that's awesome so

06:58

you know and tell me you know jared like

07:01

what what did it feel like to close both

07:03

of you like did you guys celebrate when

07:05

you closed that first one you know

07:07

like

07:09

that's your rite of passage i think

07:11

it doesn't matter how big or small but

07:13

did you guys celebrate a little bit yeah

07:14

i was excited just to get the first one

07:15

under our belt and uh just

07:18

and we used we dealt with lucas over uh

07:21

at prime and he was he did a great job

07:23

he stuck with us the whole time and it

07:24

was because it's a learning curve on our

07:27

end i mean

07:28

it

07:28

it's a matter of just getting all the

07:30

all the information together getting

07:32

over to lucas and working with them

07:34

working through it

07:35

um and it was it was a good you know it

07:37

was three different properties they you

07:39

know the guy was cashing out on all

07:40

three

07:41

and you know lucas you know he put the

07:43

package together they did a great job so

07:45

he made it that much easier and then

07:47

yeah afterwards we went out and had a

07:48

couple of beverages so it was all good

07:51

two bedroom two couple beverages yeah

07:54

beverages

07:56

um

07:57

and we did we fund that

08:00

yeah that was through my own finance

08:01

company okay yeah awesome my first one

08:04

was also through prime okay well

08:07

thank you for thinking of us guys yeah

08:09

yep

08:10

that's awesome um

08:12

so you know tell me i mean your journey

08:15

i mean you sound like you got a bunch in

08:16

the hopper and you guys are you guys who

08:19

have closed

08:20

some stuff and you're starting to get

08:21

the ball rolling

08:22

what's like the most exciting thing

08:25

five six months into this would you guys

08:27

say

08:29

uh

08:30

i would the most exciting thing about

08:31

the industry about now that you kind of

08:33

have a little bit of you know

08:35

touch of the industry that there's a

08:37

demand for it right people need money

08:39

right

08:41

and

08:42

you know i

08:43

i think one of the biggest

08:44

nerve-wracking thing for me is my my

08:46

lack of knowledge in this whole thing

08:48

right so my background was sales right

08:50

and i i didn't have a ton of knowledge

08:53

and industry experience in finance and

08:55

and and commercial real estate and

08:56

things like that i knew enough

08:58

but i don't know nearly enough but i

09:01

it's not stopping me so you're learning

09:03

i'm learning right and you don't have to

09:06

know everything you don't i mean

09:08

let's look at this way i've i i consider

09:11

i have a team of people who with a

09:13

hundred plus years of experience with

09:15

you guys

09:16

right if i have a question i can go to

09:18

you guys

09:19

or i can go to an rcn you know we have a

09:22

good relationship with erin genlot over

09:23

there she's great she's our personal

09:25

loan i said we're doing some deals with

09:26

her right now on some clips

09:29

um

09:30

i don't have to have the knowledge but i

09:32

learned through the process

09:33

each and every deal i'm learning

09:34

something and uh it it's it's helping me

09:38

build up confidence for my next deal and

09:41

my next deal and my next deal you know

09:43

it's

09:44

so you know you just have to be out

09:46

there

09:47

and that i think that's the key just be

09:49

out there be be aggressive and and

09:52

search for deals and ask gotta ask for

09:54

the deal

09:55

i mean would you agree with that jared

09:56

too oh no question about it yeah and one

09:59

of the things that excites me the most

10:00

about it is uh i like putting deals

10:02

together so i like getting different

10:04

pieces of the pie and putting them all

10:05

together and helping people uh

10:08

you know basically get the money they

10:10

need to run their business or or flip

10:12

their house or you know buy a commercial

10:14

building that type of thing

10:16

and you know there's a lot of different

10:17

parts that got to be put together so as

10:19

the conduit to that i really enjoy that

10:21

and and like billy said there's there is

10:23

a big learning curve but you just every

10:26

deal you do and some you're going to get

10:28

something you're not going to get

10:30

you know and that leads me to a question

10:32

that leads me to a question that we get

10:34

a lot of people asking coming in here

10:36

and you guys are kind of fresh i always

10:38

say the first year is that stumbling

10:40

you know you win some you do some you're

10:42

learning you know it's that you're

10:44

you're kind of gauging what to do and

10:46

you're developing the business plan

10:48

what's been the most frustrating thing

10:50

well

10:51

like you say you the win or you learn

10:52

that's the way it goes right because

10:54

when you lose a deal you got to learn

10:56

from it and

10:57

there are some people out there that are

10:59

kind of i don't want to say tire kickers

11:00

but they're just always constantly

11:01

looking for different rates and you know

11:03

if you can beat their rate they'll go

11:04

with you if you you know then they're

11:06

going to go with somebody else that type

11:07

of thing but i think you establish the

11:09

relationship and you get uh

11:12

you know you can establish yourself as a

11:14

professional and show them your value

11:17

they're going to stick with you uh for

11:18

the most part but it is frustrating a

11:20

little bit you get a lot of people that

11:21

are sometimes little tire kickers but

11:24

and what about you bill i mean what has

11:26

caused you to lost all your hair in the

11:27

last six months

11:30

when you attended training even a full

11:32

head of hair unless you wear a wig i

11:33

don't know but what caused you to pull

11:35

all your hair out in the last six months

11:37

so

11:39

i i recall a couple deals where i

11:41

literally

11:42

i got the deal for the customer i was

11:44

able to secure funding for them

11:48

and it was the old lead them lead the

11:50

horse to water you can't make them drink

11:52

and they just didn't follow through with

11:54

it you know i got them what they wanted

11:56

and they just decided to pull the blood

11:58

and not do it they didn't go to anybody

11:59

else they just didn't go with us that

12:00

was right

12:01

it happens it happens you know i think

12:04

that's and you'll develop thick skin and

12:06

oh yeah oh yeah i mean that feeling

12:08

never gets old but i think you've just

12:11

grown you grow to our tolerance to it

12:13

yeah sure

12:14

i just experienced it on on our side a

12:17

non-broker deal a person that

12:19

we busted our ass to kind of really

12:21

structure and

12:23

they just they changed your mind you

12:25

know yeah yeah it happens it happens

12:27

um

12:29

so where do you think the next five six

12:31

months are going to be for you guys like

12:32

what's your what's your goal have you

12:34

adjusted your expectations or have you

12:37

like

12:38

tell me about that you guys are in the

12:40

same office by the way correct yeah yeah

12:41

yeah around one corner you're on the

12:43

other corner yeah

12:45

yeah so like what's your what's your

12:46

plan for 2022 when you guys sat down and

12:49

having some deals underneath your belt

12:51

yeah well um billy's concentrating a lot

12:54

on the commercial real estate and in sba

12:56

um i'm looking to get more into the uh

12:59

working capital factoring

13:01

um mca yeah he's that type of thing

13:04

um just because you know we want to

13:06

build a steady uh income that way as

13:08

we're doing uh

13:10

as we're closing the commercial real

13:12

estate loans also we're also getting

13:13

into uh buying some of our own

13:15

properties uh rentals and things of that

13:17

nature so you know we've got people that

13:19

can fund them so that's what we're doing

13:21

and so

13:22

it's just a whole uh

13:24

trying to make it into a big

13:26

conglomerate of what we can do and make

13:27

as much money as we can going forward

13:29

that's awesome yeah it's been great and

13:32

like i say the more we learn the better

13:34

off we're going to be so yeah yeah and i

13:36

think we we talked that just some quick

13:38

method

13:39

we're we're each looking to close five

13:42

or six deals right now a month each

13:44

every month yeah yeah yeah i think

13:47

that's realistic

13:48

yeah return i think so too i think it's

13:50

uh the opportunity's gonna be there for

13:52

sure it's just how hard you guys want to

13:53

work

13:55

yeah

13:56

and i think that's that's a

13:57

floor for us i mean the ceiling is

13:59

obviously much much higher than that but

14:00

we're setting ourselves a base limit of

14:02

you know five deals each a month and

14:04

we're getting close to that anyway and

14:06

with that we can make you know

14:07

it's quite a few few dollars to be made

14:09

doing that you know you guys if you guys

14:11

are going to be excited

14:13

prime's coming out we're we're entering

14:14

in a big space this year which our

14:17

graduates will

14:18

will be available to our graduates

14:20

probably in the next two months but uh

14:22

the large balanced commercial real

14:24

estate space we're going to be following

14:25

oh really

14:26

25 50 100 million dollar projects and

14:28

we're doing it in a totally different

14:29

way that when nobody's doing it uh this

14:31

way so exciting

14:33

huge opportunity for grads right but um

14:36

are you going to say something

14:39

oh i was just going to say i've actually

14:41

um

14:42

one interested

14:43

kind of developed uh with our product

14:46

line i've had some early success with

14:48

lines of credit too first okay my

14:50

clients i've actually closed a couple

14:51

deals and lines of credit and i actually

14:52

did that through bennett

14:54

able over able funding like he's a huge

14:56

help with that like i literally call him

14:58

up he tells me what's needed i get it

15:00

for him and he just grabs the reins yeah

15:02

that's i mean and those who don't know

15:03

who bennett is i mean he's a former

15:05

graduate i interviewed him but he he's

15:07

kind of

15:08

yeah he's episode one actually our first

15:09

episode ever um benedo and some other

15:12

people have kind of lent themselves as

15:14

you know um

15:16

uh mentors if you will so looks like you

15:18

guys have taken advantage of that oh

15:19

heck yeah yeah he's a great great

15:22

resource for sure

15:24

um

15:25

how has it been on your families

15:28

it's been great it's been good yeah yeah

15:31

my wife's great with it anyway my kids

15:33

are grown and gone so it doesn't affect

15:35

them at all but uh i've had businesses

15:37

in the past so it's you know

15:40

just to say i'm happier so she's happier

15:42

you know what i mean that's that's the

15:43

way it goes

15:44

happy wife happy life that's right

15:47

well and if i remember your story you

15:49

guys worked at the same company right

15:52

one person came over and then you you

15:55

know wasn't that did you both decide to

15:57

oh yeah hop in bed together so to speak

15:59

and come here within a week we both uh

16:02

we yeah we quit the same week basically

16:05

wow yeah

16:07

and uh not looking back man and here you

16:09

are in the office have you guys thrown

16:10

any phones at each other yet not yet not

16:12

yet not yet

16:15

yet i don't know if it's ever gonna

16:17

happen but

16:18

we do we have a great

16:20

relationship put it there i will tell

16:22

you this

16:23

it seems like you guys do and you guys

16:24

are great guys

16:25

but like if you haven't thrown a phone

16:27

at each other yet in the first 12 months

16:28

because that's when it gets hectic then

16:30

yeah guys are smooth sailing from there

16:32

on it so yeah that hasn't happened yet

16:34

we're hopeful um what's one thing that

16:38

like

16:39

despite talking to me

16:41

getting class

16:43

even did an episode here when you finish

16:45

class what's one thing that

16:48

you didn't know that you know now

16:50

like maybe you didn't expect or just

16:52

something that

16:53

you know looking into this you didn't

16:54

realize that maybe useful to pass on

16:56

this are they looking to come into here

16:58

i don't know

17:00

well i'll tell you i think there's

17:02

actually more of an and i thought it'd

17:03

be a pretty good need for everybody

17:05

needs money right but the need is

17:08

actually greater than i actually

17:09

anticipated i mean because

17:11

you look around everybody and the more

17:13

we talk to people the more they have

17:14

trouble with banks

17:16

you know they'd rather deal with doing

17:17

that with us

17:18

just because it's less hassle really and

17:21

uh we've just billy just had a couple of

17:23

uh he's working on sba right now he took

17:26

over from a woman that was looking at an

17:28

sba

17:29

and the bank was making it so difficult

17:31

and he's going to close it probably uh

17:33

next week or so i mean i'll bill you one

17:34

time

17:35

yeah i'm working with joe dimperio on

17:37

that and another guy great resource

17:40

joe over at wells fargo yeah great like

17:43

i i i went down and met with the client

17:46

and her mom

17:47

okay she's running a dance studio and

17:49

she's she's so sick of paying rent and

17:52

she found a property that she wants to

17:54

buy and and uh also a tenant uh in it

17:57

and

17:58

um the banking ever run around like

18:00

the way she put it was like you know

18:02

i was close to the closing and then they

18:04

just threw curveball after curveball and

18:05

all these fees

18:06

was like a local bank smaller

18:08

institution it was it was just you won't

18:10

name it but yeah it was a local bank and

18:12

uh you know just like you guys had told

18:14

us from the beginning like banks just

18:16

are a lot more strict and what they

18:18

allow and they're you know they're

18:19

trying to protect the depositors and

18:21

stuff like that and

18:22

um

18:23

we we're not as strict i mean we still

18:25

have our guidelines but you know our

18:26

private lenders and stuff but

18:28

it's just a smoother process you know

18:30

and and

18:31

um as long as you get what we need you

18:33

know we're going to get the funding for

18:35

you yeah but yeah the bank the bank was

18:37

a huge pain in the ass to her and uh she

18:40

she was so happy that we were we were

18:42

here

18:43

uh because i'm going to get that for her

18:45

without a doubt congratulations and yeah

18:48

i want to piggy back off something that

18:49

jared said you know he said you you

18:51

didn't anticipate the need to be

18:54

strong you thought you know you thought

18:55

it'd be strong but not this strong you

18:57

know what's the like when you're talking

18:59

to people and obviously you're doing

19:01

your pitch which you you probably

19:03

based it off kind of how we taught you

19:05

and you formulated into your own words

19:06

and such but what's been the feedback

19:08

when you talk to people out of chamber

19:10

of commerce or you talk to centers of

19:11

influence like what are they how do they

19:13

respond to you based off your pitch

19:17

well they're excited

19:18

they one of the first things they say is

19:21

oh yeah can you can you do this type of

19:23

thing because i know a guy that's

19:24

looking for this or maybe they're

19:26

looking for a certain you know so

19:27

like i say if they don't need it they

19:29

know somebody that does need it and and

19:31

it seems like they want to know us

19:33

because it gives them

19:35

these people all network you know the

19:36

chamber guys and all that they love the

19:38

network so if they can know somebody

19:40

like us

19:41

that gives them a little bit more status

19:43

with their other people you know if they

19:44

can use us to help somebody

19:46

um that makes them look better you know

19:48

i mean it helps them as well so yeah

19:50

networking

19:51

yeah it's funny chris because going back

19:53

to a question before what are some of

19:55

your biggest surprises

19:57

thanks for the reminder uh jared

19:59

literally going to meet some real estate

20:01

people and they're like oh i don't have

20:03

a commercial real estate lender right

20:06

i'm so glad you guys are here i think i

20:07

have something for you

20:09

wow now i say that because i know that

20:11

we have competition in the area all

20:13

right and what area are you guys in

20:15

again

20:16

connecticut so in west hartford

20:17

connecticut yeah okay

20:19

there's a lot around us uh commercial

20:21

and we just do a quick search and

20:22

they're they're out there yeah so i'm

20:25

surprised that

20:27

those people are those competition are

20:29

not out there doing what we're doing

20:31

and going out meet and greet people

20:33

because that's how we're getting

20:34

business so i'm meeting a lot of people

20:36

almost every single realtor that i talk

20:38

to oh my gosh you do commercial lending

20:40

i talk to people all the time and i

20:41

don't know who to use

20:42

i said well now you and i'll tell you

20:45

why that is in my experience is because

20:48

banks

20:49

are just very complacent they're used to

20:50

people coming in their door you know

20:52

they're not they're not aggressively

20:54

going out and getting business there's

20:56

very few that do there's some that do it

20:57

well but a lot of them don't and here

20:59

you come along and you're like a breath

21:00

of fresh air right but i'm even so i'm

21:03

not just talking like banks chris i'm

21:05

talking about other private lenders

21:08

companies private lenders they're

21:10

they're they're not out there i mean i

21:12

don't i don't want to you know jinx

21:14

myself but i mean you know

21:16

right jared i mean it seems like every

21:18

every realtor we're going out and we're

21:19

talking to oh my gosh i need someone i

21:22

need someone like that it's true you

21:23

know

21:24

and connecticut's not a big state you

21:26

know right um so that's been a surprise

21:30

interesting well that's good though

21:33

that's that's really really good um

21:36

how is it working with uh our team here

21:39

lucas and you know you know being five

21:42

six months into it

21:43

yeah they're good very responsive you

21:45

know you have any complaints because you

21:46

know we could you know they'll hear it

21:49

yeah

21:50

nope

21:54

no no luke lucas was great working with

21:56

me i know billy had a good uh deal go

21:59

with him too and i'm looking forward to

22:01

getting some more

22:02

guys as well but yeah no it's been it's

22:04

been pretty smooth

22:05

that's awesome yep

22:07

good good good good good

22:08

um

22:10

well

22:11

i i think you know i want to

22:13

for the sake of keeping um getting our

22:15

viewers to know you a little bit more

22:17

than

22:18

they have if they watch the first

22:20

episode

22:21

um

22:22

let me ask you guys just a couple of

22:23

questions it's kind of routine for for

22:25

these things that i go through all the

22:26

time but um

22:28

uh here's a question who do you think is

22:29

better at this business

22:31

jared or bill

22:33

jared

22:35

yeah i would say bill i don't know

22:37

all right that's it

22:38

that's why i have a good partnership

22:41

absolutely so we we have a joke we have

22:43

a joke i i'm the brawn he's the brains

22:46

okay so

22:47

yeah

22:49

but let's make lots of money someday

22:51

it's the other way around so who knows

22:53

um jared definitely having his own

22:55

business and and he he just brought a

22:57

little bit more knowledge of the

22:59

commercial real estate uh

23:01

genre

23:02

and the business sense of it maybe right

23:04

i mean from the business sense yeah

23:05

without a doubt um

23:07

but i i am just a stubborn irishman

23:10

billy hassell

23:12

that's it no that's why yeah he's good

23:14

i'm out there man i'm out here right and

23:16

maybe you you bring the sales expertise

23:18

because that's what you were that's what

23:19

you were right yeah yeah no he yeah

23:22

billy's great to work with he's just the

23:23

hustler he gets out there and gets a go

23:25

and he's a good networker too so it's

23:26

it's really good and you know what bill

23:28

i want you to make a i want you to make

23:30

a statement on here for everybody

23:31

because

23:33

i think you do this well just by knowing

23:35

your personality and but

23:37

many of our graduates i think i said

23:39

this before one of the things that they

23:41

lack are sales like they're they're

23:44

smart and they may have networks but

23:45

they're just not used to that sales

23:47

and they give up too too quickly they

23:49

don't follow up you know talk to me

23:52

based on your previous sales experience

23:54

and obviously you're doing you're being

23:56

you're starting off very successful

23:58

which i attribute to probably some of

23:59

that

24:00

uh that

24:01

sales acumen to this business tell me

24:04

some words of advice for people or yeah

24:06

and a lot of our grads watch these too

24:08

when they come out for advice

24:10

tell me about

24:11

how important you know

24:13

sales follow-up you know

24:16

all that's important to close a deal i

24:17

mean

24:18

it's crucial yeah okay it's crucial um

24:22

i think i i have a a personal motto and

24:25

it's

24:26

and it's simple

24:28

you won't know if you don't go

24:30

okay so

24:32

that that i use that every day if i if i

24:34

don't go talk to this person i don't

24:36

call this person i don't follow up i

24:38

won't know i and i'm used to getting the

24:40

word no

24:41

24 years plus in the sales industry i

24:44

got i got thick skin so it doesn't

24:46

bother me

24:48

but i love to talk to people see that's

24:50

that comes easy to me

24:53

and that just helped me

24:55

secure whatever deals i have so far you

24:57

know

24:58

follow up if you're not if you're not

25:00

quick at following up and doing what you

25:02

need to do to get the deal done you

25:03

probably won't be successful in this

25:05

business true because

25:07

that's what people want

25:09

that's why they're hiring you

25:11

you got to respond i it's funny i got a

25:14

lead from a real estate

25:15

person uh commercial a residential real

25:17

estate person the other day

25:19

and she she gave me the referral i

25:21

called the person uh we're she's we're

25:24

trying to work a deal out for them but

25:25

they're negotiating uh with the seller

25:27

but anyway i called her back to let her

25:29

know i spoke to the person she gave me

25:32

the phone number of she goes bill oh my

25:34

gosh thank you so much but you don't

25:36

have to call me back i said yeah but i

25:38

just wanted you to know she goes oh i

25:39

don't i don't get that from anybody i

25:41

said well

25:43

it's it's what i like to do i just like

25:44

to keep you informed you gave me the

25:46

lead um

25:48

it's crucial chris you you gotta you

25:50

gotta hustle you gotta follow up

25:52

and and you gotta do it in a timely

25:54

manner

25:55

it's what's gonna set you apart from

25:58

anybody else your competition

26:00

uh anything it's gonna set you apart

26:02

they're gonna remember that and even

26:04

like you know with some of the leads

26:06

whether it's a lead you got or lead we

26:08

provide

26:09

you know talk about sometimes when you

26:11

talk to somebody on the phone

26:13

and then it sounds good and then you

26:14

send them docs and then you don't hear

26:16

from them talk to me about that

26:17

follow-up process because we find that a

26:20

lot of grads and you've heard me

26:21

complain about this in class i educate

26:23

the class they give up on two or three

26:24

tries and then that's it i mean

26:27

you know business owners are busy

26:28

running their businesses or they have

26:30

other things going on talk to me about

26:31

that follow-up process so i'll i'll i'll

26:34

ask the people because i'll follow up a

26:35

lot it'll get to the point where i'm

26:37

like well why is this person not call me

26:38

back i'll simply say to them listen do

26:40

you want me following up like this

26:43

oh you know do you want me to call you

26:45

because i don't want to be a pain in the

26:46

butt right okay but i really want to

26:49

help you out so if you don't mind i'll

26:52

call you i'll call you next week if i

26:53

don't hear from you is that all right

26:55

you just got to ask you know yeah

26:57

yeah yeah would you agree jared oh no

27:00

question yeah and i think

27:02

most people uh like you say they're busy

27:04

with their to day

27:06

and if you don't put an emphasis on it

27:08

sometimes they're going to put it on the

27:09

back burner you know and you would hope

27:11

that since they're looking for money it

27:13

would be at the

27:14

front end of what they're looking at but

27:15

you know

27:16

everybody gets little fires they got to

27:18

put out during the day and they put

27:19

things on hold

27:20

and uh i think if you're the guy

27:22

following up and you're there when they

27:24

need you then they're the one you're the

27:26

one they're gonna use so

27:28

all right all right follow-up is crucial

27:30

yeah that's good advice that's good

27:32

good advice um

27:34

uh jared i have a question for you just

27:36

to get to know you better i mean um if

27:41

if if what's that what's one thing about

27:43

your life that people don't really

27:44

realize about you

27:46

oh yeah i don't know i i think i'm i am

27:50

actually uh

27:52

i'm a little uncomfortable when people

27:53

give me gifts and things like that i get

27:55

embarrassed by that kind of

27:56

simply i mean awards are one thing

27:58

because i feel like i earned those but

27:59

like when somebody just gives you

28:00

something i don't know i just feel like

28:02

it just uh

28:04

like i don't deserve it almost you know

28:05

what i mean so bill are you just giving

28:07

him every week here

28:10

i look at it the other way i don't have

28:11

to give him anything

28:14

except for a headache

28:19

i seen a little money i mean he could

28:21

think of a bar tab once it will be a

28:23

little better but you know

28:24

[Laughter]

28:27

um

28:29

i'll ask the same question to you bill

28:31

what's one thing that people don't

28:32

realize

28:34

so

28:36

it's the fact that i was once

28:40

a personal bodyguard for john denver

28:44

right

28:45

does anybody know who john denver is

28:48

i'd probably just age myself chris yeah

28:50

no you were a personal bodyguard well

28:53

listen i say your life's a success

28:55

because

28:56

you weren't on that plane i was going to

28:58

say unfortunately

29:00

he's dead so

29:02

i don't know why i mean it was

29:04

unfortunate he had a plane crash it was

29:06

a yeah ultra light or something like

29:08

that yeah thank god you weren't on that

29:09

day without a doubt so here's the thing

29:14

truth be told it was just for one day

29:18

well thank god it wasn't that day right

29:21

right no he was i was friends with uh in

29:24

kotlin college i had a job and it was

29:25

security at new haven coliseum down in

29:27

new haven connecticut yeah so john demon

29:30

was in town one day and i was good

29:32

friends with the guy who owned the

29:33

security uh uh the security uh uh

29:36

business and he's like listen can you do

29:38

me a favor and just like

29:40

be his bodyguard today and i'm like no

29:42

problem like there weren't people like

29:45

trying to get at john denver but it was

29:47

interesting and i'll tell you what he

29:48

what a nice guy that guy was i mean you

29:50

weren't you weren't one of those guys

29:52

thank god it wasn't like kiss were you

29:54

you were like one of those guys that

29:56

went and got the girls to like bring him

29:57

to you know i like his rock stars have

30:00

those people yeah yeah yeah but you know

30:01

you were actually doing bodyguard work i

30:03

was doing some bodyguard work yeah and

30:06

uh that's awesome no i wasn't i wasn't a

30:08

talent scout for most of those bands

30:13

it's cool

30:14

um

30:15

uh i'll ask both of you this question if

30:18

jared you want to take the lead first

30:19

but if you could if you could uh sit

30:21

down and pick two hours of somebody's

30:23

brain past the present that are alive

30:25

who would it be in in human history yeah

30:28

i very honestly i'm a big fan of this

30:30

ernest hemingway i love that guy i think

30:32

he had such a

30:33

adventurous life i read a lot of his

30:35

stuff uh

30:37

just

30:38

constantly going from one adventure to

30:40

the next and uh

30:41

i just would love to sit down talk with

30:43

him have a few beverages and uh you know

30:46

for sure what about you

30:48

donald j trump okay nice i'd love to sit

30:52

down with donald and

30:54

talk to him

30:55

uh i have a lot of questions for him

30:59

or if i'm sure you could do that if you

31:01

join uh mar-a-lago down there probably

31:03

yeah i can't afford that yet

31:06

next year

31:08

well um the last question i'll ask you

31:10

all because i know you got a lot of

31:11

things to do but um it's kind of flipped

31:14

a script so is there anything you want

31:16

to ask me that you haven't already asked

31:18

personal

31:19

business

31:20

could be anything

31:22

yeah so i'll ask uh

31:24

you've built this vast empire of all

31:26

these different businesses chris um

31:29

so you are considered a success

31:32

but when you were first starting out

31:34

did you ever ever have doubts did you

31:36

ever question yourself did you say i i

31:38

don't know if i could do this kind of

31:39

thing or what

31:41

uh

31:43

i i didn't well i think it's natural to

31:45

have it's natural to have doubts anybody

31:47

that says they didn't have doubts or

31:48

in you i mean it's a natural

31:50

thought that comes in your mind

31:52

but for me

31:54

i think what mitigated that getting to

31:56

me to affect my ability to perform is

31:58

knowing i didn't have a plan b

32:00

i really didn't have it because i didn't

32:01

graduate college you know so i i never

32:05

ha i don't believe in plan b's

32:07

i believe you're either all in or you're

32:08

not you know what i mean and and i think

32:11

that's what so did i have doubts sure

32:13

there's frustrating times and and and

32:15

there's times where

32:17

in the early early days where you're

32:18

you're counting on a deal to close and

32:20

and that that's going to pay for things

32:22

that are due and things in your business

32:24

and life and the deal doesn't close it

32:25

falls apart and it's natural and

32:27

suddenly you have some doubts

32:29

but

32:30

always in my head i'm like i don't have

32:31

a fallback i don't have a plan b i don't

32:33

have a job

32:35

so

32:36

somehow some way i got to make it work

32:38

and i think that's what kept those

32:39

thoughts at bay if that makes sense it

32:42

does make sense yeah thanks

32:43

yeah

32:44

anything for you jared yeah uh what if

32:47

anything

32:49

in the early years starting out did you

32:52

come up against we thought you know this

32:54

is not working i gotta change it i got

32:55

to kind of move on to like you say you

32:58

didn't have a plan b but if you were

32:59

going down a certain road thinking

33:01

you're doing it the right way and you

33:02

said uh maybe i got to change and take a

33:05

different tact

33:07

uh

33:08

yes that that happened um that happened

33:11

and that happened uh i

33:13

uh at various stages of

33:16

various businesses that i have here but

33:18

you know one that comes to mind is when

33:20

i first became a direct lender in 2006.

33:23

um

33:24

you think you have a blueprint and then

33:27

yeah you know everything's set up which

33:29

i'm fast forwarding a lot of stuff

33:30

meaning it's a lot easier said than done

33:32

but once i got to that point and you

33:34

start lending money and it's different

33:36

from a broker right because you've got

33:38

to live with your decisions

33:39

uh especially if the loan defaults

33:43

you know i i had to change i had to

33:45

change kind of the way i approached the

33:47

business

33:48

because i thought i had an approach and

33:49

i did that approach

33:51

and then you know some things started

33:53

defaulting

33:55

yeah it forced me to say well

33:58

let me learn what why this happened and

34:00

how to adjust our underwriting model and

34:02

policy so this doesn't happen one of the

34:04

earliest things that started to happen

34:05

was i was getting i was in the red with

34:08

underwriting costs and legal fees

34:10

because i wasn't charging enough to the

34:12

i wasn't passing that through to the

34:13

borrower and that was the rookie

34:15

one-on-one mistake but all of a sudden i

34:17

remember you know first couple of

34:19

closings uh my firm got a legal bill

34:23

and you know you did the calculations

34:25

and i was in the red

34:27

because you know i didn't anticipate for

34:29

being you know being at that high and

34:31

and that just comes with experience so

34:33

then you know i had to readjust and say

34:35

okay we got to put a policy in where you

34:37

know

34:37

um you know we have to pass through a

34:40

majority if not all the costs at a

34:41

borrower i'm talking about

34:42

environmentals appraisals and all those

34:44

good things you know

34:46

uh so and that but that's like one

34:48

aspect of just one of the companies but

34:50

it's happening companies sure where

34:51

you're going down a path and you gotta

34:53

gotta readjust and recalibrate right

34:55

right yeah

34:56

are you guys doing in-person uh training

34:59

sessions now or is it still online or or

35:01

a hybrid uh in person

35:03

yeah we're doing input it's a hybrid

35:05

it's a hybrid

35:06

don't get me wrong but uh yeah i mean

35:08

next week we'll have 20 people in this

35:10

room wow so uh and plus we'll have a

35:13

bunch of people online but it's a hybrid

35:14

it's a hybrid system so was it hybrid

35:16

when you guys came or just online it was

35:18

strictly online we were like

35:20

hi to covet so what month did you did

35:22

you attend may 2021

35:24

mayhem all right so so in june we went

35:26

live i mean brother when i say live

35:29

right right

35:30

yeah cause we met sonny sonny was in the

35:32

live class in june yeah july or

35:34

something like that yes yes yep

35:37

so um yeah we we now it's you know it's

35:40

kind of half and half half the people

35:42

are here half the people are online

35:45

well guys it sounds like

35:48

you know i listen i wish you continued

35:49

success in what you're doing

35:51

congratulations on closing a couple of

35:53

deals and uh it's exciting i mean i'm

35:55

excited for you you guys are in your own

35:57

office i mean bill how does it feel not

35:59

to go to work

36:00

and work for somebody else

36:02

both

36:03

you know chris it feels so good i mean

36:05

one of the first things we said when we

36:07

started rolling with this and we knew we

36:08

could do it

36:09

uh the fact that we were both sleeping

36:11

better

36:13

you know i mean that's a that's a good

36:14

sign right there so you know uh so how

36:17

does it feel chris it feels

36:18

it feels great

36:20

it really does you know we're both in

36:22

charge of our own destiny and that's

36:23

scary at the same time

36:25

uh but

36:26

you know again

36:28

like you said we don't have a plan b

36:30

like i gotta make this work uh you know

36:32

right i'm married and i have four kids

36:35

uh and none of them have reached college

36:37

yet so

36:38

you see where i'm going with that

36:40

right sure i i cannot fail

36:43

okay you know

36:44

and i and i i

36:46

i think jared feels the same way

36:48

yeah without a doubt i mean uh there's

36:51

no plan b this is the thing i'm gonna do

36:52

the rest of my life and

36:54

we've made a commitment to do it and i

36:56

got a great partner and we're just

36:58

hitting it hard we're going to make it

36:59

work

37:00

and i don't i don't know if you notice

37:01

chris i i

37:02

but we're not spring chickens okay

37:07

yeah i'm losing my hair i'm getting the

37:08

billy's i'm contagious i think i mean i

37:11

wear on your pal

37:15

well yeah i mean i

37:17

you know spring chickens but in this

37:19

business i mean we have some grads that

37:20

are 80 years old and they're

37:22

you know i mean yeah that's the benefit

37:23

that's the thing you're not you're not

37:25

digging ditches right right

37:27

as i say right

37:29

good it sounds like you guys are having

37:31

fun and again i really appreciate you

37:32

taking your time out of your busy day oh

37:34

no trouble um you know

37:36

on the podcast here with other i think

37:38

it's valuable i think a lot of people

37:39

will get value out of this encouragement

37:41

if anything yeah thank you matter of

37:43

fact we may want to get back up there

37:45

maybe take a couple of days of classes

37:47

up in albany live just to kind of get a

37:49

refresher and you're welcome anytime you

37:51

know that yeah definitely yeah know that

37:53

for sure

37:54

all right well everybody that wraps it

37:57

up for this episode hopefully you found

37:58

this enjoyable and again if you want to

38:00

see the first episode of these guys or

38:02

somewhere back in may of uh 2021

38:06

um but hopefully you enjoyed it don't

38:08

forget to subscribe to our youtube

38:09

channel go to commercial capital

38:11

training group type it in youtube and

38:12

subscribe to our channel you can see

38:13

more of these that come out every month

38:14

so thanks guys appreciate it and we'll

38:17

catch everybody back on the next one

38:18

thank you thanks chris thanks chris

38:20

thank you

38:22

there are just too many commercial home

38:24

brokers that don't have a damn clue of

38:25

what they're doing

38:28

all we're trying to do here is better

38:30

the industry for everybody

38:33

at the end of the day you can make great

38:34

money in this industry but in the end

38:36

it's all about helping people

38:39

you know people always say chris how can

38:41

i be a successful broker it's two words

38:44

hard work and dedication

ABOUT THE PODCAST

*In our quest to give you the best possible content to see what life is like as a commercial loan broker and/or a lender, CCTG has created the industry’s only podcast of its kind: "Entrepreneurs In Finance" hosted by our CEO Kris Roglieri. Kris and his stellar guests dive deep into the lives of CCTG graduates or the lenders the CCTG broker graduates work with daily.
Far from stuffy, the podcast’s appeal and success rides hot on the heels of authenticity as it feels more like old friends chatting over dinner or a drink.*

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