Entrepreneurs in Finance Podcast

With your host, Kris Roglieri

…

PODCAST TRANSCRIPT\*

These transcripts are generated automatically via Google/Youtube. Please be aware that the automated generator can sometimes get words or phrasing wrong. It’s always best to watch/listen and to use the written transcript as a reference only.

**Commercial Loan Broker Training | 2020 Is His Best Year Yet**

Meet Kemp: A CPA who attended our class I 2018 who is now a successful commercial loan broker thanks to us talks with our CEO about the success he is having, how 2020 was his best year to date and shows us what motivates him when he closes a $50 Million dollar transaction.

[#loanbrokertraining](https://www.youtube.com/hashtag/loanbrokertraining) [#cctg](https://www.youtube.com/hashtag/cctg) [#beyourownboss](https://www.youtube.com/hashtag/beyourownboss) [#workfromhome](https://www.youtube.com/hashtag/workfromhome)

Kemp Nicholas of Expedited Financial Solutions

00:08

now i got two bottles of dawn up here on

00:11

the shelf that uh uh unopened and ready

00:14

for um maybe the next big close so

00:18

um you said don yeah let's see let's see

00:21

okay

00:22

let's see one this will be for the next

00:24

uh 50 million dollar clothes right all

00:27

right i like it it's rose i just tried

00:30

to uh prepare in advance right i love it

00:33

i love it it's called motivation

00:35

but motivation to close that 50 million

00:37

dollar deal

00:39

there are just too many commercial home

00:41

brokers that don't have a damn clue of

00:43

what they're doing

00:46

all we're trying to do here is better

00:47

the industry for everybody

00:49

[Music]

00:50

at the end of the day you can make great

00:52

money in this industry but in the end

00:54

it's all about helping people

00:57

you know people always say chris how can

00:59

i be a successful broker it's two words

01:01

hard work and dedication

01:04

if you don't like talking to people you

01:06

probably shouldn't be in this business

01:07

hey everybody welcome back to

01:09

entrepreneurs and finance where we

01:11

explore the daily lives of cctg

01:14

graduates lenders and everybody else in

01:15

between

01:16

and we have another episode here to

01:18

interview a a another exciting graduate

01:21

who's out there doing business and

01:25

uh essentially working the model um i

01:28

will say that uh this is i will inform

01:30

everybody this is the

01:32

um

01:33

first podcast that i can mention that we

01:36

were just honored with uh inc magazine's

01:38

inc 5000 list so cctg

01:41

cctg just made ink magazines inc 5000

01:44

for the second time in a row

01:46

and uh we did it doing a pandemic which

01:48

is even more exciting so i'm proud to

01:50

announce to everybody that follows our

01:51

youtube channel that we did make that

01:54

and uh the only reason we made it this

01:56

is uh providing uh you know the service

01:59

that we do and and the people that we

02:01

help like the individual that we have on

02:03

here kemp so without further ado let me

02:05

introduce to you

02:06

uh kemp nichols of expedited financial

02:08

solutions hey kemp

02:10

hey how are you doing sir i'm doing good

02:12

how are you

02:13

uh just uh going after it busy as always

02:17

and uh

02:18

and we owe that to you you know it seems

02:20

like each week each month we get busier

02:23

and busier

02:24

oh that's well that's good good to know

02:26

now listen you know i'm a new yorker i

02:28

can tell by your accent you are probably

02:31

from where down somewhere down south

02:32

right yeah i live in uh houston texas

02:35

houston texas okay all right

02:37

good place um a lot of stuff going on

02:40

there i know that

02:41

other graduates in texas um

02:43

tell me about um you know tell me about

02:46

your journey now it's interesting for me

02:48

because i know first of all what class

02:50

what year and month did you go through

02:53

april 2018. now i'll tell you we would

02:56

have done it a month or two earlier than

02:58

that but it was too cold we're not you

02:59

know

03:00

you know we're used to the heat up here

03:02

so we're down here so uh so we did it in

03:05

april and it was just wonderful weather

03:07

yeah yeah i know i i remember um you

03:09

know i remember uh meeting you and um

03:12

although i don't really i don't remember

03:14

the background you can't you brought to

03:16

the table so tell me about i think

03:18

what's great is tell me about you know

03:20

your life before cctg what were you

03:22

doing and and what made you go to cctg

03:25

okay so i've been a cpa for 25 years so

03:28

always been in finance that kind of deal

03:31

and um i was looking for a business to

03:33

buy

03:35

i just wanted some kind of

03:37

i don't know extracurricular business

03:40

outside of the w-2 wage kind of thing

03:43

right and

03:45

then i just got to thinking you know the

03:46

commercial loans

03:48

it's it's relevant and you know

03:51

everybody need

03:52

there's always a need for we're not

03:54

selling wicked baskets or anything so um

03:57

you guys gave us you know we started to

03:59

to look into you and uh we started doing

04:02

some due diligence and then you gave us

04:03

some references and

04:05

um

04:06

it was just an easy decision

04:08

right well and and that's interesting

04:10

because we have

04:11

we've had a lot of people that already

04:14

provide a service or product to business

04:16

owners and then they find us because

04:18

maybe some of their clientele always had

04:20

a capital need and they didn't really

04:22

have an angle to monetize that or help

04:24

their borrowers so i take it that was

04:26

your case you know being a cpa you've

04:28

worked with business owners and they've

04:29

had capital problems and you didn't

04:31

really know where to go and that's that

04:33

probably led you to motivation to search

04:34

out a firm right

04:36

i mean before it was just you know maybe

04:38

go to this bank or this bank but um your

04:41

program introduces you to all these

04:43

lenders and you learn the lingo

04:45

you learn you know what's acceptable

04:47

what's not acceptable right and um and

04:50

then you know we we just have a huge

04:52

list of lenders

04:54

because we went through your program and

04:56

uh we just have a lot of solutions and

04:58

and you know i like to give solutions to

05:00

clients

05:01

absolutely absolutely um

05:04

and so and tell me what what package did

05:07

you buy

05:08

originally

05:09

it's are you a gold or a or a platinum i

05:13

i think it was the platinum

05:16

yeah i think it's the one we did two

05:18

years of leads that that that

05:20

yeah okay sorry so you purchased our

05:22

platinum package

05:23

tell me about um

05:26

i always like to know leading up to

05:28

training were you nervous

05:29

did you were you a little you know did

05:31

you feel like you made the right move

05:34

before the training or were you a little

05:35

nervous prior to getting to

05:37

i don't know it's we were excited to go

05:40

of course and uh we're a little bit

05:42

nervous because it's like all right we

05:44

spent this money so we have to make sure

05:45

that we absorb all this information

05:48

and uh you know every night i study my

05:50

notes i took for it was like a firehouse

05:52

there's a lot of information it was

05:54

wonderful information but um took it

05:57

very seriously and um and that's what

05:59

puts

06:00

food and whiskey on my table now

06:04

and sometimes whiskey's first right yeah

06:06

sometimes whiskey's first or at least

06:08

it'll make it

06:10

um

06:11

so okay

06:13

so now and then you went through

06:15

training tell me about that that week i

06:16

mean you said it was like drinking from

06:18

a fire hose but um did it start to click

06:21

each and every day you learned kind of

06:23

the model i mean does that click for you

06:24

guys yeah so

06:27

so you did a wonderful job and i will

06:29

tell you

06:30

one thing that i want to mention that

06:32

the most important thing i mean

06:34

everything you said was important but

06:35

one of the things that holds true daily

06:37

for me

06:38

now but not so much a few years ago but

06:40

now is you know my time's worth a lot of

06:42

money right and so at first you don't

06:46

care because you know you're desperate

06:48

to get clients and then da da da da da

06:50

da you know you want to make everybody

06:51

so happy so yeah i'll drive with you to

06:54

look at this piece of land or whatever

06:56

now can't do that got too much going on

06:58

through referral partners and all that

07:01

so i do put a value on my time i didn't

07:03

used to but now i do

07:05

yeah

07:06

and i think a lot of graduates

07:08

experience that that same

07:10

they go through that transformation and

07:11

it's it's almost they have to go through

07:13

it to realize it right so and when you

07:15

get out you're excited you want to do

07:17

everything you want to want to help

07:19

everybody even the people that are you

07:20

know you know you probably can't help

07:22

you still want to try to help them

07:24

because you want to help but also you

07:25

want to make money too you want to try

07:26

to close a deal

07:28

and you soon realize that once you get a

07:30

little more mature

07:31

in the business that

07:33

you can't help everybody number one and

07:35

number two

07:36

you got to value your time right ro i

07:38

talk about it remember i said rot return

07:40

on time

07:41

and you got to get to a point where

07:43

you're spending your time on things that

07:44

have the highest chance of coming to

07:46

fruition

07:48

exactly and then you taught us another

07:49

thing

07:50

um and i use it daily right i mean every

07:53

day so when i get a new client you know

07:56

you know there's three legs to the bar

07:57

still right credit collateral cash flow

07:59

as long as we have one we can make it

08:01

balance right

08:03

so um if i can't find at least one then

08:06

i'll i'll go ahead and turn that client

08:07

down but i like to go ahead and tell

08:09

them you know if you can get to this

08:11

this or this then come back to me and

08:14

then we can close the loan you know i

08:16

mean

08:17

you know if it's if it's non-asset-based

08:20

lending and they have a 500 credit score

08:22

that just doesn't work very well so

08:24

it's either get some collateral cash

08:26

flow or credit and then i have people

08:28

that come back to me

08:30

when their credit's fixed and you know

08:32

we're

08:33

you know we're i don't know three and a

08:34

half years old and we're already having

08:37

recurring clients so that's kind of a

08:38

big deal i mean it's not like we've been

08:40

around for 30 years but we're doing

08:42

recurring clients

08:43

um closing multiple deals with the same

08:46

client um closing many multiple deals

08:49

with referral partners that send us

08:50

stuff

08:51

and um

08:53

one of my biggest referral partners he's

08:55

in the same building as i am i don't

08:57

know how that worked out it was not you

08:59

know i didn't plan that but you know

09:01

it's you know one happy family right

09:03

yeah yeah absolutely um

09:06

so it sounds like okay so you i know

09:09

you're

09:10

you're excited and you're talking about

09:11

what you guys are doing now and the

09:12

success but let me just let me let me uh

09:14

slow it back just a second so you you

09:17

get out of training

09:18

um tell me about the first i don't know

09:20

three four months i mean what was that

09:23

like

09:24

okay so

09:25

besides trying to help everybody you

09:27

know yeah so to go back to your your uh

09:30

your teaching uh pay the bills right so

09:33

the first thing

09:34

uh start trying to get a lot of

09:37

merchant processing that we run through

09:39

tim uh advantage and uh

09:42

um enjoyed his speech i mean we

09:44

we're always in contact with him and uh

09:47

pay the bills

09:48

so you know

09:50

friends and family you know do i know

09:52

someone that owns this hair salon so we

09:54

can get their credit card business

09:56

and then you start going to you know

09:59

all these real estate events right and

10:01

uh working with realtors and then we say

10:04

you know we pay referral fees you know

10:06

if you throw it over the fence to me

10:08

you know we'll pay you 25 what we get

10:10

on that and uh you start developing

10:13

these relationships

10:14

and uh i mean i had i had a realtor this

10:17

morning

10:18

i've closed one of his clients that he

10:20

sent me now he came to me for a you know

10:22

investor special right so he's buying

10:24

some rental property and that was today

10:26

i already got him a term sheet today the

10:28

same day you know it's uh

10:30

um the biggest thing is customer service

10:33

though at first yeah you're right let's

10:36

save the world

10:37

feed the hungry all that kind of stuff

10:39

and i'm all for that but it was just

10:42

trying to get out get your name out you

10:44

know pass your cards around

10:46

and then you know that's you know that

10:48

was back in 2018

10:50

you go to these big events you know and

10:52

then you get a wad of cards right and

10:54

then

10:55

the next day you're sending them emails

10:57

trying to remind them because you know

10:58

there's always drinking at those kind of

11:00

things so

11:02

it is what it is and then you start to

11:04

develop and you start to get referral

11:06

partners that are actually trying to

11:08

send you stuff multiple things and

11:11

it just kind of grows from there

11:13

yeah it does go from there so tell me

11:14

about your what was your first deal

11:16

where you actually

11:17

you actually got money in a bank account

11:19

because you closed the deal what was

11:21

that okay

11:22

besides the credit card process i think

11:25

the first deal

11:26

i did was an unsecured line of credit

11:29

for

11:29

someone starting a restaurant business

11:31

and i did it through lynn cred and

11:34

totally awesome to work with they made

11:36

it real easy on both me and the client

11:39

good then the next bigger deal i did a

11:42

um

11:43

sva 7a loan

11:45

it was a liquor store purchase right

11:48

and that got

11:49

that's kind of tricky because

11:51

you have a you have a seller right

11:53

trying to sell their liquor store in the

11:55

end like this blackout period with the

11:58

alcohol board so you have to close it

12:01

within a certain time limit or else that

12:03

seller is going to lose their license to

12:06

sell so that that was the only stressful

12:08

thing but i did an sba loan for liquor

12:10

store purchase and i did that through

12:12

first home bank first home bank okay it

12:15

was that in your hometown or was that

12:16

somewhere around the country no it's not

12:19

far from houston uh that one um

12:23

did you negotiate like free whiskey or

12:25

bourbon at the end of that

12:26

i think that lady would let if i went up

12:29

there to the lake i think she'd probably

12:30

give me a six-pack maybe

12:34

we

12:34

we're right there with them with our

12:36

sleeves rolled up helping them get you

12:38

know forms filled out and stuff

12:40

yeah

12:41

we're not big on you know just

12:42

forwarding emails we like to explain

12:44

things and things like that so okay

12:48

and i think the main thing that keeps me

12:51

you know like everything's in control we

12:53

try to immediately if we get a file in

12:56

we immediately do something we either

12:58

are asking questions back to the client

13:00

to make sure we understand what they

13:01

want to do

13:03

or blast it out to a lender um but yeah

13:06

it's exciting yeah and this business you

13:09

know because of you

13:10

you know it's evolved um for me

13:14

i'm not sure if i'm on the right track

13:17

with your question but um so the first

13:19

two hours of the day eight to ten that's

13:21

kind of like my time right that's when i

13:23

go to the gym or do whatever and then

13:26

after 10 is when the phone just starts

13:28

going nuts most of the time

13:30

you know seven or eight o'clock at night

13:33

and as long as i'm you know if i'm

13:35

around the phone i pick up right

13:38

yeah absolutely i mean yeah that's

13:40

that's when it usually starts to kick

13:42

off in the morning 9 10 o'clock

13:44

depending on where you are

13:45

um

13:46

how has your business evolved first of

13:49

all how did you you know it just evolved

13:51

when you know the country shut down

13:53

covet

13:54

well

13:55

last year so it was code right so it was

13:58

the best financially the best year i've

14:00

ever had

14:01

now um i was at a oil and gas company

14:04

and then i got let go but you know i

14:06

could see the writing on the wall and uh

14:09

that's why you know i started ramping up

14:11

bfs right

14:12

and um efs

14:15

kept me busy with a full-time job now it

14:17

keeps me busy it's my only job really

14:19

and uh

14:20

it's it's a full-time job and

14:23

and i know when we called for references

14:25

before we went through the program you

14:27

know i had a couple of the guys they

14:29

said yeah you know we have a great

14:31

business but we don't see you being able

14:32

to do this part-time this is a full-time

14:35

job right

14:36

and

14:37

it is that's about as true as it gets

14:39

right right yeah i mean you got to put

14:41

the effort in and i always say part-time

14:43

effort part-time results or less and

14:45

full-time effort

14:46

full-time results um but it's

14:48

interesting you say that i mean covet so

14:50

yeah covid was one of your best years

14:51

ever

14:52

yeah we have a lot of clients that are

14:54

like developers and stuff so they're a

14:56

little bit more long-range than you know

14:58

three months or you know whatever yeah

15:02

so

15:03

i'm i'm so thankful that i had this

15:05

business last year

15:06

or you know it's

15:08

you know i don't know what i'd do i mean

15:09

it was tough to get a job and all that

15:11

kind of stuff so i just i chose to you

15:13

know do what you said and believe in

15:15

myself and

15:16

and um

15:18

now it's it's wonderful i'm very

15:19

thankful for what i have i appreciate

15:21

that how do you like working with our

15:23

team so you chose the platinum package

15:25

it comes with leads it comes with a

15:27

whole bunch of stuff i mean how did you

15:29

like working how do you like working

15:30

with alex and you know

15:32

yeah i was telling joe about that

15:34

yesterday you guys are you know it's

15:36

like if if i email alex something like i

15:38

want to put a little line of credit

15:40

ribbon on my

15:41

website or something right

15:43

i mean you know normally that's done

15:45

five minutes after i ask him i mean you

15:47

guys are

15:48

ridiculous if everybody i dealt with was

15:50

like y'all i would just have a

15:53

grin all day long

15:56

that was awesome christina you know john

15:59

you i mean it's you guys you act like

16:02

you want to be there working because

16:03

you're having fun and then

16:06

you're just hitting you know doubles

16:07

triples and home runs whenever we need

16:09

help

16:11

yeah you guys are awesome well and you

16:13

want to know something so i'll tell you

16:15

i got interviewed by ink magazine

16:17

because we made the list that's the

16:19

fastest america's

16:20

private growing companies

16:22

and they asked me what do you think is

16:23

what do you think so why have you guys

16:25

been successful

16:27

and i actually you know they go what

16:29

have you done

16:30

that made this company successful and i

16:32

go you know what it's not really what i

16:33

did

16:34

it's the culture and environment here

16:36

and and the

16:38

the author said what do you mean you

16:39

know tell me more about that i said well

16:41

here's what it means i go they go i said

16:43

i think i attribute our success to our

16:45

customer-centric environment meaning

16:49

you know

16:50

the real journey begins after training

16:53

right it's not the training itself it's

16:55

after training and

16:56

i what i say is everybody here our

16:59

employees have a vested interest to see

17:03

our people

17:04

to be successful right

17:07

all the way down to compensation and

17:09

bonus right i mean if if one person

17:12

doesn't do their job or it's subpar and

17:14

we get multiple complaints about

17:16

someone's not doing their job or you

17:18

know that affects

17:20

either your employment your bonus your

17:22

compensation for my people here so

17:23

everybody has

17:25

a vested interest to do their job at a

17:27

hundred and ten percent i say that's why

17:29

i think we're successful because

17:30

everybody's just on board and you know

17:33

um you know to to do as much as they can

17:35

now gra granted the graduate has a lot

17:37

to do right it's a two-way street i

17:38

always say three you got to do you're

17:40

under the bargain but we do are in a

17:42

bargain and uh so i'm happy to hear that

17:44

i mean i i'll relay that back to our

17:46

folks they're always happy they'll see

17:48

this they're happy

17:49

to hear that in my opinion there's

17:51

nothing that you could do to improve i

17:53

mean it's as

17:54

good as it gets and uh and that's so

17:57

again it's important to us because i

17:58

mean that's what puts food on the table

18:00

i mean i'm 100 reliant on efs so

18:04

i mean you're the core of the business

18:06

so you know we just thankful every day

18:08

for that oh i appreciate that i really

18:10

do um

18:12

what's on the horizon for efs so you got

18:14

any kind of like long-term

18:16

two three-year goals anything uh

18:18

exciting you wanna

18:20

yeah actually yeah actually um we're

18:22

involved in something now so i have this

18:25

uh referral partner that sends me a

18:27

tremendous amount of business

18:29

and prior to this he was a fund manager

18:32

i'm not sure it was a hedge fund but a

18:33

fund manager commercial real estate

18:35

investments whatever whatever they want

18:37

to do so he's starting one up in the

18:39

next few weeks he's been working on it

18:41

it's going to be sec registered

18:43

and i'm going to

18:45

probably quadruple my business because

18:46

i've got a lot of clients that come to

18:48

me for development projects right

18:50

and then maybe they have 10 down so

18:53

you know they need help so we we do have

18:56

ways to be able to hook them up with you

18:58

know broker firms that will find the

19:00

investors to invest in that but that's

19:02

slow that's like introducing a guy and a

19:04

girl and then expecting them to have

19:06

grandkids a lot of times that just takes

19:08

forever right especially when you have

19:10

someone that's going to be signing on

19:11

the checkbook with you right that's a

19:13

there's a certain period of time to get

19:15

that done right so anyway what we're

19:17

going to do is uh we're going to use

19:19

that fund so i don't go through other

19:21

brokers stuff like that i'm direct with

19:23

the fun

19:24

so

19:25

my development clients that you know

19:27

they have 10 down or 15 down then i'll

19:31

use that to bridge the gap and so i'll

19:33

get i'll get the loan and

19:35

get them the equity right so um

19:37

awesome and we can also do in fact he's

19:40

doing an oil and gas play right now it's

19:42

it's not huge but he can do investments

19:45

other than that so we will increase the

19:47

business substantially once that's set

19:50

up

19:51

that's great that's great to hear that

19:53

sounds very very exciting yeah we we're

19:55

very excited about that very excited

19:58

yeah um

19:59

and it's just you in the business

20:00

correct

20:01

i have a partner oh you have a partner

20:03

okay yeah

20:04

um and

20:05

where she was instrumental

20:07

uh i don't know if you remember jackie

20:09

but where she was instrumental is it's

20:11

the introduction to the the realtors and

20:14

things like that

20:15

and that's that's what kicked that off

20:18

what do you think um you know what would

20:20

you tell people that are watching this

20:22

and we and you know we i know it's not a

20:24

lot in youtube terms but we do we have

20:26

almost 3 000 people that uh tune into

20:29

this every time we publish it and

20:31

and obviously people looking into the

20:32

program what would you tell somebody

20:34

looking into the program

20:36

you know

20:37

um

20:38

you know that are that's maybe thinking

20:40

about taking the program you know what

20:41

are some

20:43

uh any advice to them

20:45

you know they're looking into this

20:47

yeah i've had some people call me for

20:49

you know references about going through

20:50

cctg and i said just do it if you want a

20:54

a great business and

20:56

sustainable um i would do it i mean i

20:59

did and i love it and so yeah it's if

21:02

you have a desire to help clients and

21:04

you know you gotta it may be a little

21:07

hard work though i mean this is a

21:09

hard-working job i promise you that yeah

21:12

i promise you

21:13

and uh you know you have to have the

21:15

patience um you have to filter things i

21:18

mean i mean i mean let's face it you

21:19

know when you're dealing with a lot of

21:21

real estate stuff i mean sometimes

21:24

people don't tell you exactly everything

21:26

you know truthfully or they might forgot

21:28

to talk about a bankruptcy that they got

21:30

out of last year

21:32

and uh just all this kind of stuff and

21:34

then you have to find out about it right

21:36

so that's a tough

21:39

i don't know i think when i first

21:41

started

21:42

i'd get my feelings hurt a little bit

21:44

you know on different things especially

21:45

when getting shot now i just completely

21:47

do not care right you know it is what it

21:50

is i just i give them great you develop

21:51

thick skin yeah i i do have very thick

21:54

skin now it's i don't care i mean

21:56

i try to help them and then if it

21:58

doesn't work out then you know i don't

21:59

sweat it

22:00

yeah yeah i think you can't get one

22:02

thing i always try to tell people and

22:04

sometimes

22:05

it doesn't sink in until it happens but

22:07

you can't you got to try not to you got

22:08

to separate the emotion from this

22:10

business

22:11

it's not personal it's just business and

22:13

you can't get emotionally it's hard not

22:15

to get emotionally tied to deals but

22:17

you know you're just setting yourself up

22:18

for a roller coaster if you just treat

22:20

it like look deal doesn't go through or

22:22

they didn't tell me something all right

22:24

see you later move on to the next one

22:26

exactly

22:28

that's the way i do it now at first i

22:30

would chase it and chase it

22:32

and now it's just whatever i've got too

22:34

much on my plate now and you know a good

22:37

closable stuff right sure sure all right

22:40

all right

22:41

well um let me ask you a couple of um it

22:44

comes to that time here let me ask you a

22:45

couple of quirky questions if you don't

22:48

yeah

22:49

yeah let's do it so what's the best

22:51

whiskey out there slash bourbon

22:54

i'm trying to think

22:57

for me personally i like uh jim beam uh

23:00

devil's cut

23:02

it's 90 proof and if you're having a bad

23:04

day

23:05

it makes it a little bit better

23:08

okay

23:09

yeah i like basil hayden

23:12

yeah yeah that's um that's pretty fancy

23:14

stuff now i got two bottles of don up

23:17

here on the shelf that uh

23:20

uh unopened and ready for um maybe the

23:22

next big close so

23:24

um you said don yeah let's see let's see

23:28

okay

23:29

let's see one

23:31

this will be for the next uh 50 million

23:34

dollar close right all right i like it

23:36

it's rose

23:38

i just tried to prepare in advance right

23:40

i love it i love it it's called

23:42

motivation

23:43

about motivation to close that 50

23:45

million dollar deal

23:47

yeah you've got one of those coming up

23:50

but it should be closing

23:52

um next three to four weeks oh good now

23:55

what are you gonna get out of that what

23:56

are you gonna get out of i'm working on

23:57

it since december though so it's not

23:59

like you know

24:00

you know ten days or anything start to

24:02

finish what are you going to take home

24:04

on that six figures yes

24:06

yeah okay all right well yeah that's um

24:10

champagne deserved for sure oh yeah

24:13

um

24:14

what do you hate about the business we

24:15

talked about all this good stuff but is

24:17

there anything

24:18

maybe he hates the wrong word

24:20

what do you dislike about the business

24:22

okay that's that's easy uh chasing uh

24:25

documents like you know we have certain

24:27

lenders that you know when they execute

24:30

the term she you know the cla

24:33

whatever they want to call it then it's

24:35

like chasing did you go ahead and

24:37

docusign did you pay for the appraisal

24:39

so we can get it started you know we

24:41

need a copy of your you know driver's

24:43

license

24:44

most i'd say i don't know chris

24:47

75 of the time

24:49

that's pretty easy but 25 of the time

24:53

i have to chase right and so

24:56

i think i'm about to get to the level

24:58

that um i need you know help chasing

25:01

those kind of things because

25:03

i'd rather spend time with my lenders my

25:06

referral partners my clients you know

25:08

developing those relationships sure um

25:11

i don't think i'm turning down business

25:14

on this big dislike of chase and stuff

25:16

but i don't think it helped me either so

25:19

i'm about to get to the point where i

25:20

think i need to hire someone

25:22

that that follows up on all my files

25:26

yeah and and and you know you'll know

25:28

when you hit that point i mean you know

25:30

when when you're starting to about time

25:32

right you're spending more time doing

25:34

that and not in business development

25:36

which is what sounds like you do best

25:38

right

25:39

right

25:40

and and and when your time is being

25:41

devoted elsewhere it's time to delegate

25:43

time to bring somebody out it's it's

25:45

like you get off a phone call sometimes

25:47

then you have four missed calls that you

25:48

have to call back and you just play

25:50

catch up all day long

25:52

um

25:53

what's one thing that people when they

25:56

first meet you they don't necessarily

25:58

know about you

25:59

besides the fact you like to drink

26:00

whiskey

26:03

i got something that might surprise you

26:05

so

26:06

what someone might not know about me is

26:08

i'm a 50 owner and a cryptocurrency

26:11

mining company

26:13

oh wow

26:14

we're on the border of being pretty

26:16

legit we're on the border so we're

26:18

we're actually working with some oil and

26:20

gas companies where we're going to take

26:22

their

26:23

their trap gas

26:24

you know you'll see them flare that gas

26:26

off at refineries that's what that is

26:28

we're gonna use that free energy to um

26:31

process bitcoin with it we're already

26:33

mining but we're gonna um that's kind of

26:36

neat um that's starting to continue

26:38

and and i wouldn't have thought

26:40

i'd be doing this a year if you told me

26:42

i was going to do this a year ago i

26:44

would have to call bs

26:46

what's the energy cost on that mining

26:48

operation

26:49

on that it would just be paying for um

26:51

you know their gas and maybe give them a

26:54

royalty and we would afford tax credits

26:57

for actually using

26:58

um that kind of gas as their own energy

27:01

but

27:02

you know the plug-up type of stuff it

27:04

costs us anywhere from 10 to 20 percent

27:07

of our revenue on the gpu mining um wow

27:11

that's exciting

27:12

that sounds cool i could talk about it

27:14

for 15 minutes and that's 100 of the

27:16

knowledge i have on crypto

27:21

that's that's that's uh more knowledge

27:23

than i know about crypto i i can tell

27:25

you that

27:26

yeah

27:28

um

27:30

if you could sit down i like to ask grad

27:31

says if you could sit down with one

27:33

person

27:34

uh dead or alive and uh you know spend

27:36

time with them maybe a dinner who would

27:39

it be

27:41

well

27:42

i think it'd be my dad so

27:44

he's passed and uh

27:46

and i did you know this commercial loan

27:49

business after he passed right you know

27:51

about a year after he passed

27:53

he would be so excited to hear all the

27:56

kind of stories

27:57

that you know i run across daily i have

28:00

a story every day without fail right

28:02

right and then i think you'd probably be

28:04

my either my biggest referral partner or

28:05

biggest client so he and i weren't real

28:08

good with you know personal you know

28:11

talking emotional stuff yes exactly

28:14

business we're right on cue right right

28:17

right right

28:18

so he would have loved to hear about all

28:20

this that's who i was if i had if i had

28:22

a choice yeah that that's uh

28:25

you know that that hits home my father

28:26

passed a few months ago

28:28

i'm sorry i know it's all right and uh

28:31

you know that's interesting you know he

28:32

was never a touchy feely guy either but

28:35

things he said made sense for sure oh

28:37

yeah oh definitely

28:39

you know he didn't uh you know yeah it's

28:41

uh that's interesting that you say that

28:44

let me mention one other thing chris i'm

28:46

sorry if i'm off um that's all right but

28:49

another thing that you said in class

28:51

that i stress to people every day

28:54

is uh tell people what you do right

28:57

because they don't know unless you do

28:59

and then uh it's like oh i didn't know

29:00

that you did that you know we've got

29:02

this uh someone's trying to buy a house

29:05

um

29:06

you know for for investment can you do

29:08

that alone yeah

29:09

so

29:10

i love telling people what i do and it's

29:12

a little bit more exciting than you know

29:14

some of my previous careers right you

29:16

know

29:16

doing you know tax returns and audits

29:18

and such and uh

29:20

right everybody likes to talk about you

29:22

know loans and real estate

29:25

yeah yeah i mean i always say it's you'd

29:27

be surprised at the results you get yes

29:29

just tell people what you do and uh

29:32

because there's people always have more

29:34

of a common bridge to

29:36

what you would do as a graduate than

29:38

what you did previously in your career i

29:40

always like to say oh yeah

29:42

um

29:44

well that's good is there um

29:46

you know

29:48

we already talked about what you love

29:49

are there any questions you want to ask

29:51

of me

29:52

anything about the business personal

29:54

doesn't matter or any questions

29:55

whatsoever you'd like to ask yeah so

29:57

you've been doing all this good stuff um

30:00

the cctg

30:02

national lines commercial loan brokers

30:04

you know the

30:05

the cool

30:07

retreats out at you know vegas or i

30:09

think the first one i went to is in

30:11

miami and uh so my big question for you

30:15

what's next i mean i know you got stuff

30:18

brewing you know what what's your next

30:21

edition

30:23

what's our next edition oh that's a good

30:25

one

30:26

that's a good yeah podcast right yeah

30:28

i'm trying to be a professional

30:29

podcaster now um

30:32

what's next well i you know

30:34

i think i actually i can tell you what's

30:36

next that's a just made me think of it

30:39

um you know we're always looking to

30:41

we're not complacent here we're always

30:43

looking to kind of do better things to

30:45

make the

30:47

the services better to you know the

30:50

hundreds and thousands of graduates that

30:51

are out there um

30:53

one of the things we're looking to do is

30:56

actively

30:58

either acquire

31:00

or

31:01

develop

31:02

um a a a crm

31:06

platform

31:07

system for our graduates

31:09

uh and i mean custom to the industry i

31:12

don't mean you know salesforce and

31:14

doctored up i'm talking about

31:17

a a dashboard platform that

31:21

would would that we would unleash to our

31:23

graduates to help them organize all

31:25

their deals

31:27

to help them you know submit to the

31:29

lenders based on criteria to make it

31:31

very very easy

31:33

um

31:34

so

31:35

you can interact and

31:38

ultimately you know fund more things

31:39

without the guesswork involved so we uh

31:42

we've actually been down the road quite

31:45

a bit with that and uh have some things

31:48

cooking so you know

31:50

to answer your question we're we're the

31:52

next big thing is is trying to develop

31:54

some services

31:56

again and an investment into our

31:59

graduates even after the investment's

32:00

gone right i mean meaning you guys

32:02

already paid we don't take realties

32:04

you've already paid but we're always

32:06

looking to still reinvest into people

32:08

after their program people like yourself

32:10

been out for a few years

32:12

um to to bring a service to the table

32:14

that can still that will enhance your

32:15

business model so i was actually going

32:17

to ask you about a crm because i've

32:19

investigated that

32:21

and um man this

32:23

i mean this you would think it'd be easy

32:26

to find a good crm for this type of

32:28

business it's not and i've i've done

32:30

plenty of research and i don't have the

32:32

budget to spend you know ten thousand

32:34

dollars a month on some crm

32:37

uh when i just put it on excel but um

32:40

but you know like like in my bookkeeping

32:42

you know we do try to keep up with you

32:44

know

32:45

if i close the loan

32:47

typically i never close a loan without

32:49

paying a referral partner

32:51

99 of the business comes through you

32:53

know got a great network of people that

32:55

send that so i i know who sent it right

32:57

and i know who's who's working on that

32:59

client but

33:00

but i've i've tried out a crm or two and

33:03

it's it's either it was just too much

33:06

too much information when

33:08

i don't i don't need all that

33:09

information or too little

33:11

or else it was an app on my phone that

33:14

you can text from or call from but it's

33:16

not my number

33:17

you know the number i've had for 20

33:19

years but

33:20

i would love to see that after you come

33:23

up with it i'll i'll be one of your

33:24

customers i'm sure

33:26

yeah yeah it's a it's harder than you

33:28

would think but um we're

33:30

yeah we're we're progressing down some

33:32

lines here so yeah that that would be it

33:35

anything else

33:36

any other questions

33:41

i'm trying to think um that that's my

33:44

was my biggest one i'm just so impressed

33:46

with you guys and and know that you know

33:48

you're doing all this good stuff i was

33:49

just wondering what's next and

33:52

um you going to naclb

33:55

in october yeah will we see you there

33:57

yeah you'll see me there all right good

33:59

good good yeah we're excited about it

34:01

it's going to be big

34:02

you know it was it was a lot of fun last

34:04

year and

34:05

you know i spent a lot of time

34:07

meeting new lenders right and uh

34:10

um

34:11

you know and and kind of you know

34:12

talking with some that

34:14

you know i've dealt with all year

34:16

that's a wonderful event that you have

34:18

yeah no it is it's we're looking forward

34:20

to it everybody's looking forward to

34:21

getting back to shaking hands and

34:23

looking for your eye and uh you know

34:25

doing a toast with a couple of drinks in

34:27

hand i think that would be uh so it's

34:29

very a lot of buzz about it this year so

34:32

um well look at kemp um

34:35

i i listen i highly appreciate you uh

34:39

willing to take the time out of your

34:40

busy day to do this it's good to see

34:42

your face again and uh hopefully i'll

34:44

get to shake your hand in vegas

34:47

two months um i appreciate it

34:49

thank you so much for this yeah thank

34:51

you for having me sir

34:53

all right

34:54

well everybody that wraps it up for this

34:56

episode of entrepreneurs and finance

34:58

hope you enjoyed it don't forget to

35:01

download our app we have a cctg app it's

35:04

already available on uh

35:06

androids and iphones so you can look

35:07

that up in the app store you can

35:09

download that to get uh some exclusive

35:11

content and and be notified when things

35:13

come out

35:14

and also don't forget to subscribe to

35:16

this youtube channel um so we could hear

35:19

episodes like this right when they come

35:21

out and get the most in-depth uh

35:23

up-to-date news about what's happening

35:24

here at cctg so all right everybody

35:27

we'll catch you on the next one take

35:28

care

35:30

there are just too many commercial home

35:32

brokers that don't have a damn clue of

35:34

what they're doing

35:36

all we're trying to do here is better

35:38

the industry for everybody

35:39

[Music]

35:41

at the end of the day you can make great

35:43

money in this industry but in the end

35:45

it's all about helping people

35:48

you know people always say chris how can

35:50

i be a successful broker it's two words

35:52

hard work and dedication

35:55

if you don't like talking to people you

35:57

probably shouldn't be in this business

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.*

*<https://commercialcapitaltraining.com/podcast/>*

##