Entrepreneurs in Finance Podcast

With your host, Kris Roglieri

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**Legendary Boxing Champion Sugar Ray Leonard & Kris Roglieri**

Join us for this very special episode of Entrepreneurs in Finance. We are honored and humbled to have the champion of champions, legendary boxing champion, olympic champion, Hall of Famer, philanthropist, bestselling author, Sugar Ray Leonard.

Watch and listen how our host, Kris Roglieri, and Sugar Ray Leonard discuss everything from the connection of sports success to business success to how failures can make for a stronger person and even stronger successes later. Nothing is off the table as Kris and Sugar Ray 'spar' through various subjects that range from the highs to the lows and back to the highs and beyond.

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[#sugarrayleonard](https://www.youtube.com/hashtag/sugarrayleonard)

Sugar Ray Leonard

00:11

like this my eyebrows go down they

00:13

clutch up

00:24

[Laughter]

00:29

there are just too many commercial home

00:31

brokers that don't have a damn clue of

00:32

what they're doing

00:35

all we're trying to do here is better

00:37

the industry for everybody

00:40

at the end of the day you can make great

00:42

money in this industry but in the end

00:43

it's all about helping people

00:46

you know people always say chris how can

00:48

i be a successful broker it's two words

00:51

hard work and dedication

00:52

[Music]

00:54

if you don't like talking to people you

00:55

probably shouldn't be in this business

00:57

hey everybody welcome back to

00:59

entrepreneurs and finance and this is a

01:02

very very special episode it's actually

01:04

full circle for me

01:06

um i am proud to uh introduce

01:09

uh

01:10

this champion champion of champions as i

01:12

call it sugar ray leonard

01:14

welcome

01:15

thank you chris um this is an honor for

01:18

me i'll just i'll kick it off because um

01:21

i had some adversity in my life and i

01:23

did some research and i know

01:25

you had some adversity as well but

01:27

um i got to tell you the last time

01:30

that the reason this is full circle is

01:32

because i remember watching

01:34

with my father

01:36

he boxed you know he was he was you know

01:39

in high school college but

01:41

he recently passed in may and or one of

01:43

the favorite things we used to do is

01:44

watch boxing i remember watching the

01:46

fight here at caesars palace with uh

01:49

hitman hurts right thomas hearns and uh

01:53

it was uh so here we are today it's like

01:55

you know it's it's an honor for me well

01:57

thank you

01:58

i mean this is like this was my second

02:00

home right caesar's palace um a lot of

02:03

my significant fights were were held

02:05

here yeah yeah yeah it's and so this is

02:08

like for me it's full circle so i just i

02:10

can't tell you how much i appreciate you

02:12

coming on here and uh talking business

02:14

talking sports and everything else in

02:16

between

02:17

um

02:18

the first question i want to ask you and

02:20

i've asked a lot of athletes this

02:24

do you believe you can teach motivation

02:28

can you teach motivation or do you think

02:30

you either got it or you don't

02:33

teach motivation yeah

02:35

you can

02:36

give motivation

02:38

motivation is is within

02:41

from my personal standpoint it's it's

02:42

within

02:44

you have to

02:46

really really want it whatever that is

02:49

um

02:50

yeah that's a very

02:53

complicated or tough question it is yeah

02:55

and so like you know my perspective and

02:57

you know again a lot of entrepreneurs

02:59

watch this channel a lot of finance

03:00

brokers and bankers which you're going

03:02

to be talking to here in a little bit

03:04

i always come from the angle i'm very

03:06

curious to ask motivational speakers

03:09

this question because

03:11

you know i think you either have it or

03:13

you don't doesn't mean if you don't have

03:15

it it doesn't mean you can't get it but

03:17

there has to be something deep down

03:18

inside to propel you to keep wanting to

03:20

excel and overcome objections i

03:22

personally believe but um you know so

03:25

it's it's interesting hearing that from

03:26

your perspective because obviously

03:28

you've

03:28

come over a lot of objections in your

03:30

career right

03:31

you know but uh i think motivation keeps

03:33

us

03:34

you know

03:35

there has to be something deep down

03:37

inside that fire to keep going you know

03:39

what chris i i think i feel

03:42

that it's it's

03:43

it's like dreaming the dream it's your

03:46

dream right if you want it that bad you

03:48

would go

03:50

through anything to get it right um

03:53

like

03:54

you know

03:56

when i was doing my

03:58

running jogging whatever mm-hmm

04:00

i did more than the other guy i did

04:03

in other words if he did two miles i did

04:04

five miles i just

04:06

i always felt that way right

04:09

a lot most sometimes it was wrong that i

04:12

you know elevated it my my workouts and

04:16

whatever right but it worked it worked

04:17

it worked for me it worked for you yeah

04:20

and you know that's what i want to i

04:22

want to kind of transition to i mean

04:23

you've had a

04:25

fabulous career

04:26

legendary career in my mind

04:28

um

04:29

talk to me about the transition of

04:32

and and how similar being an

04:34

entrepreneur and being a world champion

04:36

is

04:37

you know to talk to me about that

04:39

transition

04:41

you know going from championship fighter

04:43

to now entrepreneur and how similar they

04:45

are

04:46

um the similarity is the fact that

04:49

it's it's

04:51

you you want it

04:53

and then it gets good and it gets better

04:56

then it gets great then it gets enormous

04:58

right i mean it's it was that it's that

05:00

way my career started off

05:02

uh

05:03

god when i was like nine years old

05:06

and i remember this like it was

05:07

yesterday

05:08

i remember putting those gloves on and i

05:12

i was boxing this guy and this guy hit

05:13

me in the nose

05:15

i said that's it i'm done so i have a

05:17

history of retirement so i i quit i came

05:20

back when i was like 14. so i had a

05:23

better understanding of being punched in

05:24

the nose right whereas as a kid for me

05:28

um i didn't i didn't like it

05:32

i found boxing and boxing found me or we

05:34

found each other right because again i

05:36

am so opposite

05:38

chris of my

05:39

what i used to do i'm

05:42

you know in that ring i was i was like

05:44

oh you know yeah but uh all southern i

05:47

was kind of shy and

05:50

sociable if that makes any sense yeah

05:52

yeah you know and i

05:53

i don't know man and when i first met my

05:56

lovely wife

05:57

uh she said i can't believe you were a

05:59

fighter because you're so soft and she

06:01

called me salt

06:04

but um you know yeah

06:06

yeah i just accept it you accept it you

06:08

own it you own it yeah i accept it and

06:10

that brings me to another point um

06:13

you know

06:15

and i'll start out with this i know you

06:16

know this roberto duran right

06:20

the first fight correct me for wrong you

06:22

lost that first fight absolutely okay so

06:25

as entrepreneurs right as entrepreneurs

06:28

they're not all wins i mean i know for

06:30

myself i failed probably five six times

06:33

before i founded the right company and

06:35

you know kept going and perseverance so

06:38

um what fascinates me is you lost that

06:41

fight

06:42

but then you came back

06:44

right and so you didn't let that you

06:46

know the thing i loved about you is you

06:47

didn't let that

06:48

you didn't let retirement phase you

06:50

because you came in and out in and out

06:52

right you didn't let that lost face you

06:54

talk talk to me about

06:56

what happened after that fight when you

06:58

lost and then like wow that drive to

07:00

maybe get back in and

07:01

let me i'm glad you brought that up

07:03

because

07:04

that first loss

07:06

was devastating it was horrible

07:10

because what happens what people don't

07:12

realize is that

07:14

when i lost that first my first fight

07:16

professional fight

07:19

now when i'm by myself

07:21

i cried like a baby i'm sure i was i

07:24

mean

07:25

that was your first professional first

07:26

professional loss okay wow

07:28

and roberto duran

07:31

i used to hate this

07:33

we're friends now though but

07:35

i hate that song i know i remember those

07:38

days because she took me out of my game

07:40

i mean he

07:41

got into my head mentally

07:42

psychologically okay he went up here

07:45

and

07:46

i abandoned what i do best which was

07:48

speed movement and what have you

07:51

and i mean but you know what i think

07:53

about it

07:54

chris that made me a better fighter

07:57

failure made you a better failure

07:59

absolutely failure made me a better

08:00

fighter

08:02

and uh

08:03

because it's not all about boom boom

08:04

boom boom i tend to choreograph my

08:06

fights to set you up find out your weak

08:09

points your strong points same thing in

08:11

business you find out strong points weak

08:13

points and your competition too you

08:15

assess the competition absolutely i

08:17

study and

08:18

watch you and observe you with

08:21

your previous fights and whatever

08:23

yeah god i mean that

08:25

he hit me so hard i thought i swear to

08:27

god i thought i was going to retire

08:30

i'm serious

08:32

i don't need this i'm okay now yeah

08:33

you're good you're good yeah and he hit

08:35

me so hard me duran

08:37

i mean models day piazza was handsome he

08:40

hits that hard really yeah wow

08:43

and this is this kind of something that

08:44

is thought of i mean who is

08:47

you probably answered this in previous

08:49

uh shows you've done but

08:51

who is the toughest competitor i mean

08:53

who who is the one that

08:55

you know

08:57

you know it's

08:59

it's hard to outright

09:01

say

09:02

tommy hearns or hagler right

09:04

but tommy hearns without question was

09:06

one of the biggest uh freakish

09:12

i know powerful i know uh i know

09:16

you know i tell you what

09:18

i can backtrack because i remember

09:20

muhammad ali who was my dear friend too

09:23

he said ray you know when i fought joe

09:24

frazier he was the closest thing to

09:26

death

09:28

how could it be

09:29

i did not i didn't quite understand it

09:32

i couldn't i just couldn't

09:34

you know digest digested but his joe

09:36

frazier was your tommy hearn tell me

09:38

yeah okay and my roberto duran first

09:41

fight

09:42

uh

09:44

i got it and he said but if you want it

09:47

bad enough you can overcome that that's

09:49

right so it's it's

09:51

it's like you're in business you know

09:52

you you fail you fail you just throw it

09:55

in do you give up

09:57

no no i think santa i think most people

09:59

do

10:00

most people give up because it's easy to

10:02

give up right

10:03

most people pick as humans we pick the

10:05

path of least resistance most it's we're

10:07

genetically wired that way so in

10:09

business you know i think

10:11

you know you have to just you have to

10:13

just keep pushing overcoming and the

10:14

ones that hang in there right yeah are

10:16

the ones that you know find success i

10:18

think

10:19

but you also have to

10:22

agree with yourself that that was not

10:24

was a bad move or bad punch well that

10:26

was a you know you should have boxed

10:28

instead of punching i mean all these

10:30

things become a factor sure sure it's

10:33

like yeah again it's like in business

10:35

you know you do

10:36

maybe we should do this

10:38

and not this

10:40

um

10:42

you know when i interviewed some other

10:43

athletes

10:45

they you know they're they're in team

10:47

sports so football baseball right and in

10:50

business right you have a team obviously

10:52

you know you start to grow you got to

10:53

manage a team so it's it's similar

10:56

oftentimes i think people that just look

10:58

at boxing they don't see it as a team

11:00

but it is

11:02

right i mean right because right

11:03

everything a lot really relies on you

11:04

but talk to me about

11:06

your team right training

11:09

uh the the good people around you as we

11:11

know there's been some fighters that

11:12

have bad people around you and that has

11:14

affected a lot of you know things

11:16

negatively but talk to me about how

11:18

maybe that's a lot of people don't see

11:20

that behind the scenes but would you

11:21

agree there's a there's a whole team

11:23

behind absolutely but i didn't see it

11:25

that way myself i mean i was just let's

11:28

say lucky or blessed to have good people

11:31

um and people do see boxing as mono

11:34

amano and it's not necessarily that way

11:37

in fact that's the furthest thing from

11:38

the truth because

11:40

i had a great first of all great team

11:43

mike traynor my lawyer um james morton

11:46

uh dave i mean i had

11:48

incredible trainers

11:50

uh business people

11:51

um

11:53

who were just

11:54

who was he was in there

11:56

100

11:57

right

11:58

uh

12:00

and

12:01

even like even when i lost those fights

12:05

uh

12:07

i would go back

12:08

to the dressing room and then and they

12:11

know not to come in there because i i

12:13

had to

12:15

digest process exactly process what

12:17

happened right

12:20

and again i mean it was just

12:22

i mean you take me way back man

12:25

because uh

12:26

those moments were so

12:28

valuable so priceless yeah

12:31

but if you also if you if you if you

12:34

have another

12:35

method of

12:37

training or working out

12:40

you can win you can you can win

12:42

you can be successful right but you

12:44

can't

12:46

you can't

12:47

you cannot not believe in yourself you

12:49

have to believe in yourself that comes

12:50

first yeah without question because if

12:52

you don't no one else will

12:54

right and then when you lose that

12:57

you know you lose that well it's like

12:59

leadership right i mean if you're if

13:00

you're a ceo of a company and you don't

13:02

believe in yourself that shows to the

13:05

rest of the team so how do you expect

13:06

them how do you expect them to be to

13:08

work to full potential if you're not

13:10

motivated and they see that right you

13:11

are so right it it shows yeah

13:15

and uh and i can like say for example

13:17

i'm in the ring with joe smo whoever i

13:20

look in his eyes and i see

13:23

he's he's not totally there he's not

13:25

totally he's not a hundred percent cop

13:27

you can tell

13:28

he's he doesn't believe in himself right

13:30

even if he's a a pretty good fighter he

13:33

doesn't yeah i gotta i got a question to

13:35

that i just thought of something dying

13:36

to ask you

13:37

can you size somebody up in the first

13:39

round mentally like like can you feel

13:42

just the way they move if

13:44

you know that

13:46

they're not confident in themselves or

13:47

maybe they're intimidated by you can you

13:49

sense that in the first round is it more

13:50

of like a feeling out round i anticipate

13:53

that you already anticipated because

13:55

i love fighting in front of a

13:57

thousand people i love

13:59

that that's what makes me tick energy

14:01

like that yeah and that

14:03

fighter who's gonna face me

14:06

if he can't stay composed composure is

14:08

also valuable in every aspect of life

14:12

sure you gotta be

14:14

calm you can't you can't freak out

14:16

and i see it in their eyes

14:19

like i see it in your eyes

14:22

good or bad

14:23

that's good

14:24

no you have a positive okay but yeah but

14:27

i can i can read that yeah you can read

14:29

it and and um and feel it too and you

14:32

can feel it yeah it's that it's that

14:33

intuition is that right intuition yeah

14:36

um

14:37

how many

14:38

you know

14:39

oftentimes do you feel like your team

14:42

we're going back to team here you know

14:45

the team is always good when you win

14:47

right but when you fail it that i think

14:50

that really

14:52

that really

14:54

you know it's where the

14:56

it's really the true nature of your team

14:58

show right i mean you know when you win

15:01

everybody's happy but when you fail

15:04

oh this is great yeah go this

15:06

this took place in my in my corner a

15:09

number of times

15:10

who was calm collective

15:13

and okay

15:14

like with when i fought tommy hearns and

15:17

i was losing the fight

15:20

angelo dundee

15:22

didn't

15:23

he didn't yell or anything just he said

15:24

you blowing his son you're blowing it

15:26

you're blowing he said the proper

15:29

words

15:30

he said the proper things that that made

15:32

me understand

15:34

yeah he didn't say he didn't have to say

15:36

anything else right when he said that i

15:38

knew that i was losing the fight with

15:40

tommy hearns the first one but he was

15:42

composed

15:44

composed he wasn't freaking out going

15:46

crazy he hit it was the perfect sound

15:48

bite

15:48

he said you're blowing his son you're

15:50

blowing it and i

15:51

you know what that meant

15:53

the thing about it chris

15:54

all fighters know when we're losing we

15:57

know that right automatically we know

15:59

that internally we know that

16:02

but it's up to us to

16:04

pick it up switch gears switch switch i

16:06

like this switch switch gears i'm a big

16:08

card nut so yeah collection

16:12

um

16:14

you know i think also too when when i at

16:16

least you know i

16:17

look at your career

16:19

um

16:23

your your record your boxing record

16:25

right

16:26

four losses

16:28

and it's but it's not about the law it's

16:30

about how many wins you have i mean

16:32

really if you look back i mean it's you

16:34

know i think a lot of boxers are well

16:36

there's not many right i mean maybe

16:38

mayweather uh you know

16:40

flawless record but i mean

16:43

it

16:44

do you think

16:46

a lot of boxers get caught up in those

16:48

losses like how like when you get that

16:50

first loss obviously that hurts right

16:52

right and then maybe when you lose two

16:54

three times but do you still feel that

16:56

way you look back at your record and

16:57

you're like

16:59

and obviously to me it's successful but

17:00

do you feel that way no i actually feel

17:02

i'm i don't feel good about losing right

17:05

but i've learned something in life i

17:07

mean and not just in boxing

17:10

this carries me through

17:11

through business through

17:13

dealing with my teenager

17:15

we share that i have a teenager

17:18

yeah uh but no no i i no i just i mean

17:22

does it hurt

17:23

right it did at the time but now it's me

17:26

that's that's why i am who i am sure

17:29

because of my

17:32

these feats

17:33

you know because

17:34

it made me a better person

17:36

a better individual

17:38

um

17:40

now it comes time to the uh uh you know

17:43

the section here where

17:45

um we want to give our viewers just

17:47

maybe ask you some questions that they

17:49

normally wouldn't know so the question

17:50

always comes up when i interview people

17:52

what's something that i mean a lot of

17:54

information is is is public meaning

17:57

people watch your fights but what's

17:58

something if someone didn't know

18:00

who you were what's something that they

18:02

wouldn't normally know about you it

18:04

could be anything a thing that you're

18:05

into maybe a hobby

18:08

you know we obviously know you're a

18:09

world champion yeah

18:11

well

18:12

i was sexually abused by

18:14

one of my trainers

18:16

okay and without mentioning his name

18:19

uh it

18:22

it nearly took me out of here i mean the

18:24

fact that i was like around 14 maybe

18:27

15 but

18:28

uh i didn't tell my i didn't tell my

18:30

mother or father i didn't tell my my

18:34

my wife my wife didn't know it for a

18:36

long time until i revealed it

18:39

and i kept it to myself because i that

18:41

to me was like a weakness do you think

18:43

it was perceived as weakness of that

18:44

well yeah

18:46

i'm a fighter you know i'm uh you know

18:48

you're a champion yeah golden gloves

18:50

yeah you know

18:51

um because it happened way before the

18:53

olympics

18:56

but i guess for some reason i fed off

18:58

that i fed off that in the ring because

19:00

i didn't want that person to come back

19:02

again

19:03

but then again

19:05

i had to be careful not

19:07

to get too deep and i would get deep

19:09

sometimes that's a deep subject for sure

19:11

because as i got older

19:13

and when i started drinking i be i drank

19:15

so much that i became an alcoholic

19:18

so

19:19

so it's i mean these these things i i

19:22

would say

19:23

silence is

19:25

it can be

19:27

i don't want to say it but sometimes it

19:28

can be fatal sure absolutely silence we

19:30

all know you gotta talk people

19:33

you know there are people so many people

19:35

love you love us and love you you know

19:37

that you have to let go

19:40

you have to let go you have to let go

19:43

you probably you probably took

19:44

that traumatic experience but translated

19:46

it into

19:48

maybe positive right like you said

19:50

you're in the ring and you're like you

19:51

want that guy to come back like so it's

19:53

interesting how

19:55

part of it you know you you maybe you

19:57

know you maybe fell into some negative

19:59

stuff and you over you overcame that but

20:02

part of it you you use it as a benefit

20:04

to kind of propel you right motivate you

20:06

oh yeah and the fact that me i can talk

20:09

about

20:10

the sexual abuse

20:11

like

20:14

no

20:15

i don't want to say no big deal but

20:17

i

20:18

i have the

20:19

the spirit and the soul to now talk

20:22

about something that helps others that

20:23

helps others right that's a beautiful

20:25

thing

20:26

i'll share just a quick experience and

20:28

just

20:28

i feel like the need to tell you because

20:30

it's it's a similar path so

20:32

part of my childhood i grew up in a

20:33

shelter

20:34

and um you know the the cleanliness of

20:37

the shelter was not

20:40

not clean at all

20:41

and so what

20:42

it goes back to full circle of

20:43

motivation when i asked you before what

20:45

motivates me in business

20:47

is i went to

20:49

think about it i was eight years old i'm

20:51

sitting in class

20:52

and i felt something in my shoe and i

20:54

was at the front of the class and all

20:55

these kids were behind me

20:57

i went to public school and it wasn't

20:58

really a good school but

21:00

because i grew up in an impoverished

21:02

environment but i felt some of my shoe

21:04

and i'm like i thought it was a rock

21:06

so i go

21:08

take my shoe off and i go like this two

21:10

roaches

21:11

jumped out scattered in the whole class

21:14

the class is like it's freaking out all

21:16

the girls are freaking out and

21:19

um

21:20

that year was a tough year because

21:21

everybody picked on me because of that

21:23

right that's the dirty kid

21:26

and um for me i never forget that so it

21:29

doesn't matter how much money you make

21:30

or how successful you become

21:34

similar in boxing you can't be

21:35

complacent right and i think that's what

21:37

for me that's my burning drive even

21:39

though i'll never get i never want to

21:40

get back to that place

21:42

even though it'll never happen chances

21:44

are right it'll never happen but that's

21:46

what keeps me driven and i didn't admit

21:48

that

21:49

god until probably

21:51

five six years ago yeah

21:53

minute to people that i'm close with you

21:55

know because it's an embarrassing thing

21:58

so i appreciate you sharing your story

22:00

well chris i i i've experienced those

22:03

roaches too okay i mean you know i don't

22:05

i didn't talk about it and it's good to

22:08

hear you know whenever i hear someone

22:10

else talk about the same i'm pretty much

22:11

the same thing it's like wow that's

22:13

great we're all going through the same

22:14

thing going through the same different

22:16

story

22:16

different story different story um

22:21

what's you know

22:22

there are a lot of entrepreneurs that

22:24

watch this what's kind of your

22:26

your best advice if you can you know

22:29

you'd give to an entrepreneur

22:32

particularly starting out in business

22:34

and as we know they encounter a lot of

22:36

failures but what's you know you've been

22:38

around a block more than once

22:40

what's you know what what's what would

22:42

be a good message for people watching

22:43

this you know well you know one thing

22:45

that's always the case is like people

22:48

tell you what you can't do if you say i

22:51

have this project i have this business

22:53

that i want to do they'll tell you that

22:55

you can't succeed that you can't make it

22:58

they'll tell you because they can't do

23:00

it you with me i feel you i totally feel

23:03

you on that they would i mean and is

23:05

that you think that's because like if

23:06

you do make it they're going to feel

23:08

worse about themselves so it's almost

23:10

like they're hating they're hating on

23:11

you oh yeah it's it's yeah yeah there's

23:13

a balance of hatred and

23:15

people tell you what you can't do don't

23:17

ever you know it's hard because they

23:20

i mean they emphasize how you can't do

23:22

this because of this or because of that

23:25

dream i say dream the dream just make it

23:27

happen make it happen

23:29

make it happen make it happen make it

23:30

happen you know

23:31

um and don't be deterred don't be

23:35

so i'll say don't ever give up just

23:37

shall never give up just

23:39

yeah just keep keep moving along keep

23:41

moving along and i keep

23:42

i'm so redundant with during the dream

23:44

because that's what it's about dreaming

23:46

dream are you still dreaming to dream

23:48

absolutely absolutely you know

23:50

um

23:51

and i try to like what happens to us

23:54

as a boxer

23:56

most of us

23:58

because we train all our lives we gave

24:00

so much you know we sacrificed so much

24:02

to be who we have become yeah

24:05

that we just give in and but you can't

24:07

just kind of stay healthy try to stay

24:10

healthy and and happy

24:12

that's a lot of people out there is not

24:13

happy

24:14

they have a lot of people a lot of money

24:16

yeah

24:25

and if it wasn't for her i wouldn't be

24:26

here talking to you because

24:28

sh she told me point blank you know

24:30

you're drinking too much or you're doing

24:32

this too much you did this i can't

24:34

believe you did that

24:35

and she keeps you in check a little bit

24:36

yeah i don't need that we all need that

24:38

person and i'm also scared of her

24:41

so you shouldn't be rapping right

24:42

logically

24:47

right right

24:48

i mean

24:49

your career you have such an illustrious

24:51

you've had a luscious career and you're

24:52

doing great things now

24:54

um

24:56

it's easy

24:57

for people just to say yes to you like

24:59

right like like in other words did you

25:02

find in your career there was nobody to

25:03

check you were there at times where it's

25:05

like man you're you're sitting next

25:07

you're as good as jesus i mean you're

25:09

just

25:09

you're the man and

25:11

you bring up a wife or a good partner

25:13

right how important is that for just

25:15

somebody to skip all the and

25:17

skip all the titles and the wins and

25:19

just say hey

25:21

yeah you're not dude hey man you got to

25:23

check yourself you're not doing this and

25:25

christian was like i go there and my

25:26

wife said oh you're just talking about

25:28

you now right

25:30

she'll call you wow

25:31

she called me out

25:33

and and if i don't want to hear that

25:36

i i get a little

25:38

you know short temperament oh sure oh

25:39

yeah

25:40

uh but you know what when i go

25:43

and i go go to one of my aaa meetings

25:47

i come back i said i'm sorry sweetheart

25:49

i apologize i mean yeah

25:51

because the the macho ego yeah

25:56

yeah and uh

25:58

you know

26:00

i can almost start crying here because

26:01

it because it's real

26:03

i'm happy

26:05

and uh

26:07

i'm this way because of of this because

26:09

of what i did there yeah yeah and it

26:12

doesn't leave you it doesn't leave you

26:14

no it doesn't but

26:16

if you don't stay

26:18

unless they stay in shape

26:20

not just here but here mentally and here

26:23

and have a heart have a compassion you

26:26

know yeah

26:26

and i i try to reciprocate i try to give

26:29

back

26:30

because i've been a blessed man i've

26:31

been what 50 years i've been in the ring

26:33

right right

26:35

right give back and to come out somewhat

26:37

unscathed is

26:39

it's a blessing well and

26:41

you know

26:43

when you look at

26:44

other colleagues of yours champions

26:46

right boxers and you've i'm sure you

26:48

know them all right mm-hmm

26:52

know it's it's kind of sad because a lot

26:53

of guys you know

26:55

when they come out they get hit in the

26:57

head too much and unfortunately you know

27:00

things happen and illnesses happen

27:02

because of that but you seem to just

27:04

uh you knew how to dodge and weave and

27:08

well

27:08

could you could you help me with how to

27:11

dodge for my wife

27:12

[Laughter]

27:16

so you're still practicing

27:18

you start dodging at

27:22

yeah it is a plus it's needed because

27:25

you know i i

27:26

i

27:27

i'm not perfect no one's perfect no

27:29

one's right you know she wakes me up i

27:32

love her so much

27:34

um

27:35

well i got to tell you um this has been

27:38

a complete honor and i'll say it again

27:40

you don't know how much this means to me

27:41

because again doing those those

27:44

those

27:45

what i say those dark days for me the

27:48

highlight was to watch you

27:50

and it was to watch you with my father

27:52

who recently passed and

27:55

he passed in may and if he could be here

27:56

today

27:58

to know that i'm interviewing you

28:00

it's a big deal god bless man you know

28:02

what because we watch that fight

28:05

i

28:06

i was born may 17th

28:08

in may this is how ironic is this

28:10

i mean it's

28:12

yeah my prayers though he died mace

28:13

phrase

28:16

yeah

28:16

this past night he passed away so but i

28:19

think i started it out

28:21

that that thomas hearns fight and he was

28:23

rooting for thomas hearns just so you

28:25

know i was rooting for you because

28:27

nobody thought you know he was oh no

28:29

yeah in fact i just saw tommy uh did you

28:32

really tommy came uh

28:33

over to the house and yeah he talked

28:35

about ray you think you you know you do

28:37

an exhibition

28:39

i said you mean you hit me i hit you

28:41

back

28:42

he

28:45

215 pounds i'm like 160. so you still

28:48

stay in contact with with oh yeah

28:51

yeah yeah and then i went i i

28:54

was doing a speech in detroit and i saw

28:56

tommy for a couple days wow yeah yeah

28:58

that's cool roberto duran i mean yeah

29:00

he's still saying content now

29:02

the kids out our kids stay income

29:04

yeah that's true yeah okay all right

29:07

well sugar ray leonard

29:09

thank you so much for being on this um i

29:11

think this is going to be great

29:13

um

29:14

i think there's a lot of valuable

29:15

lessons here that are guys and i thank

29:16

you for coming to our conference you got

29:18

a you've got a lot of eager people

29:20

waiting to hear you here in the next

29:21

hour so

29:23

my pleasure i appreciate it all right

29:24

chris thank you bud all right thank you

29:27

guys that wraps it up for this episode

29:28

of entrepreneurs and finance i hope you

29:30

enjoyed it as much as i did

29:33

we will catch you on the next one

29:35

thank you

29:38

there are just too many commercial home

29:39

brokers that don't have a damn clue of

29:41

what they're doing

29:44

all we're trying to do here is better

29:45

the industry for everybody

29:48

at the end of the day you can make great

29:50

money in this industry but in the end

29:52

it's all about helping people

29:55

you know people always say chris how can

29:57

i be a successful broker it's two words

29:59

hard work and dedication

30:02

if you don't like talking to people you

30:04

probably shouldn't be in this business

ABOUT THE PODCAST

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