Entrepreneurs in Finance Podcast

With your host, Kris Roglieri

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**Loan Broker Training Success Story | Wenda Wang**

On this episode: Watch & listen to Wenda Wang, a virtual training graduate of CCTG, and how they he is closing multiple deals after only a short time since loan broker training.

Our commercial loan broker training and quick start entrepreneur program offers two premium packages to help get your very ow finance business off the ground and up and running quickly.

[#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)

Wenda Wang of Big Mountain Capital

00:08

actually i started a materials science

00:12

before i even got a phd degree in

00:15

material science

00:18

yes oh wow in material science yes

00:21

oh wow i didn't know that how long did

00:25

it take you to get that phd

00:27

five years oh five and five and a half

00:29

actually

00:30

five well five and a half just to get

00:32

the phd right

00:34

i mean he went to school for that so yes

00:37

get that phd and now look at this you're

00:38

a commercial loan broker

00:43

there are just too many commercial home

00:45

brokers that don't have a damn clue of

00:46

what they're doing

00:49

all we're trying to do here is better

00:51

the industry for everybody

00:52

[Music]

00:54

at the end of the day you can make great

00:55

money in this industry but in the end

00:57

it's all about helping people

01:00

you know people always say chris how can

01:02

i be a successful broker

01:04

it's two words hard work and dedication

01:06

[Music]

01:07

if you don't like talking to people you

01:09

probably shouldn't be in this business

01:11

hey everybody welcome back to

01:13

entrepreneurs and finance where we

01:14

explore the daily lives of

01:16

graduates and lenders uh and our cctg

01:20

family here and on this episode

01:23

i am very excited to interview

01:26

wenda wang of big mountain capital hey

01:29

wenda

01:30

hey chris how are you i'm good i'm good

01:33

how are you

01:34

good good excited for today all right

01:37

all right well

01:38

yeah like i said before don't look you

01:40

loosen up you got to loosen up you're

01:42

not going to be interrogated here so

01:45

it's only going out to the whole world

01:46

so don't worry about it you have nothing

01:48

to worry about

01:50

but no linda seriously thank you for for

01:52

joining us i know you've got a lot going

01:54

on

01:55

we'll get to that in a little bit um but

01:58

why don't you

01:58

um you know i i guess the the the best

02:02

way to start this out

02:04

is you know tell us when you came

02:06

through class what

02:07

what month what year was it and um

02:10

you know even a little bit before that

02:12

what did you do leading up to

02:14

you know how you found cctg or before

02:15

you attended cctg

02:18

okay sure um i attended the

02:21

2020 december class so that was a that

02:25

was a great

02:26

experience um

02:29

maybe you don't believe how i founded

02:31

cctg

02:33

so you know in the past two years i was

02:36

always

02:36

thinking doing some business but i do

02:40

not have any idea

02:41

i've been planning this idea so one day

02:44

i just

02:45

searched like franchise ideas so i just

02:48

went through the list of

02:50

franchises one by one and saying this

02:52

not interesting go with this now

02:55

but once i see there's a

02:58

commercial commercial training group

03:02

so i started to say this is

03:05

something i want to start this is

03:08

something i want to learn

03:11

because i was

03:14

actually in the bank bank industry so

03:17

i have some understanding about the loan

03:20

the

03:20

the mortgage but

03:23

i don't know how exactly it works but i

03:26

know

03:27

the powerful of like financing

03:30

like how this is being a role in the

03:33

economy so i know this is definitely

03:35

something

03:37

a lot of people will need so so

03:40

so so that's why i started to say get

03:42

contact with

03:44

robert at forgotten name

03:47

so try to get a little bit more info

03:50

information

03:50

how ccg works and

03:53

then after hearing the

03:57

i think two graduates from cctg hearing

04:00

their experience

04:01

kind of do my due diligence so then

04:05

my wife also kind of support me so we

04:10

collected the tuition yeah

04:14

we just decided to jump in and you

04:16

purchased the uh

04:17

gold package is that correct oh yes gold

04:19

package

04:20

and you're from where where are you

04:22

based out of me in charlotte north

04:24

carolina

04:26

it's a great city um so

04:29

did you actually you know what's

04:31

interesting did you actually watch this

04:32

podcast prior to attending did you watch

04:34

every interviews that i've done prior to

04:37

attending

04:38

yes i watched some interviews all right

04:42

look at that and here you are today

04:46

yeah um the dream come true uh

04:49

well that's that's great um you know one

04:52

of the reasons why i think

04:54

i was looking forward to this interview

04:56

besides getting a chance to see you and

04:58

you attended a virtual class so

05:00

you know yes that was funny we didn't

05:02

have any choice

05:03

now we're starting to open back up where

05:05

we give people you know both options

05:07

virtual

05:08

or uh in person um

05:11

you know tell me about um tell me about

05:14

your experience itself in class

05:17

attending class virtually how was it for

05:19

you

05:20

um i think the virtual format is kind of

05:25

better for me than in person class

05:28

because i have my own situations i have

05:30

two young kids at home

05:32

my wife also works i i cannot just go

05:35

away for

05:35

four weeks right yeah yeah so so

05:39

the the virtual format kind of provides

05:41

me the

05:42

possibility to attend and i also

05:46

enjoy the class so um

05:50

i think the the the even greater thing

05:53

about this class is

05:54

it is not only cover the loan product

05:58

that the business may need it also

06:00

covers

06:02

how to operate the commercial and broker

06:04

business right so i think

06:06

this is even more critical for people

06:09

like me who

06:10

never operated a business before so

06:13

how to talk to clients right how to

06:17

like what kind of agreement we need to

06:20

take care of during the process this is

06:23

even more critical than

06:24

just learning the product yeah because i

06:28

guess you can learn the products but

06:29

it's

06:30

i guess what a lot of people don't

06:32

realize and you just said it

06:33

is the fact that you come through here

06:36

and you're learning kind of

06:37

industry insight of how to run a

06:39

business particularly

06:41

your own brokerage business you know

06:43

which

06:44

i i take it you found very valuable um

06:48

you know the reason you're on here is

06:51

because you know we believe

06:52

you've you've demonstrated really really

06:54

good work ethic and

06:56

and and and that work ethic i always say

06:59

hard work dedication eventually pays off

07:02

as long as you stay that course and you

07:04

are one of the finest examples of that

07:07

tell me um so we could our viewers can

07:10

understand

07:12

how many deals have you closed since

07:14

graduate so you started your business

07:15

let's just call it january of 2021

07:17

yes january so it's been six months how

07:20

many deals have you closed so far

07:22

uh until yesterday i called the four

07:24

okay four deals and

07:26

were they all real estate deals before

07:28

they

07:29

uh yes they're all real estate okay and

07:31

that's not bad i mean that's almost a

07:33

deal a month

07:34

almost a deal a month um and and real

07:37

estate deals tend to be

07:38

larger tell me about how did you get

07:42

your first deal

07:43

how did you get your first deal tell me

07:44

about it came about

07:46

the first year it's i think it's pretty

07:49

normal

07:50

uh i i just attend the local

07:53

real estate meetup like uh

07:56

no i'm sure like almost every local

07:59

market

08:00

has a meet up so i just went there kind

08:03

of

08:03

introduced myself and gave the the name

08:06

card

08:07

and a few days later i i was driving

08:10

somebody just called me are you are you

08:12

wonder we we met

08:14

in the meet up and i i didn't realize

08:17

it's somebody from them

08:18

that meet up right yeah but yeah just uh

08:22

we actually have had a small

08:24

conversation at the meet up

08:26

so so kind of i think that's the

08:29

trust between us that's where the chat's

08:31

from

08:32

so that's a and later we just do the

08:35

deal and

08:36

do all the all the paperwork all the

08:38

things

08:39

when you do so and and and

08:42

the the client even went out of country

08:45

for about two weeks

08:48

in the middle of the loan application so

08:50

let's create

08:51

some say communication trouble there

08:54

but in the end we worked out

08:58

everything and closed on time for him

09:01

and did you utilize um you know and

09:03

that's great that's great you close your

09:05

your first deal then

09:06

there was subsequent deals that

09:08

obviously you've closed

09:09

since then um what's your and i just you

09:12

know it's

09:13

it's a very timely podcast because i i

09:15

saw your email come across this morning

09:18

where you informed us and our staff here

09:20

that you close you just closed another

09:21

deal which is

09:22

possibly one of your biggest ones

09:24

correct that's right

09:26

tell me about that one just real quick

09:28

uh that's a

09:30

a single family property cash out refund

09:34

so we do the portfolio loan for the

09:37

uh uh for the investor so

09:41

currently i think he owns about 100

09:43

homes it's a very experienced

09:45

investor so so so they just

09:49

put the eight prop together to do the

09:51

cash out refund to pay off the

09:53

private money lender who gave them very

09:56

high interest rate

09:57

yeah yeah right well wow congratulations

10:00

you just closed that

10:01

today yes uh yesterday

10:04

just yesterday okay exactly see the

10:07

commission from that yet are you still

10:09

waiting on the commission

10:10

uh it takes a couple days they're gonna

10:12

make me check

10:13

yeah yeah yeah okay all right well

10:15

congratulations congratulations

10:17

um what would you say you know

10:20

throughout

10:21

the last you know four or five months

10:24

what would you say

10:25

uh are some things that attributed to

10:30

the early on success that you're having

10:32

here

10:34

i think it's a beam for persistence

10:37

right i mean this is not very long time

10:40

but to be honest there are a lot of

10:42

frustrating

10:43

points there like uh uh

10:46

you go to the uh go to a lot of

10:49

networking events got a lot of meetup

10:51

but the the

10:55

conversion ratio is not that as high as

10:57

you expect

10:59

so maybe you go there there's not

11:00

nothing happened even

11:02

you feel kind of nervous talking to

11:04

people right but

11:06

but gradually you you get used to that

11:08

and

11:09

later on maybe we have some people just

11:11

call you and asking some questions or

11:14

no maybe we will do later right so so

11:16

this

11:18

is pretty pretty normal so i think that

11:21

the important thing is

11:22

is keep doing that even

11:25

you approach the client there but then

11:28

not actually your client and when during

11:31

the process there's some

11:33

back and forth maybe frustrating points

11:36

but just do what you need to do and

11:40

keep working on the uh on this

11:43

thing people just getting the problem

11:46

solved

11:46

getting the the questions answered i

11:50

think

11:51

in the end you will own the trust from

11:54

the the client and then

11:56

then the the rest is very natural yeah i

11:59

mean

11:59

i guess what i'm hearing is you know

12:01

your your advice

12:04

particularly in the first six months

12:05

what worked for you is just being

12:06

persistent

12:07

right persistent yeah and that's that

12:10

that's an important thing

12:11

that i think we even try to translate i

12:13

try to translate in class because

12:14

sometimes it's easy to give up

12:16

um it's easy to get discouraged in this

12:18

business but if you're persistent

12:20

you know it it really always pays off um

12:23

that's a common trait we see with all

12:26

the graduates that

12:28

we've trained in the last 12 years that

12:30

really make this a

12:31

a very successful business what are some

12:34

things

12:35

i always like to ask this question i

12:37

mean you know you're in this six months

12:40

um what are what are some things that

12:44

you um that you don't like about the

12:48

business

12:49

so far um

12:53

this business i mean the you you look at

12:56

it generally

12:57

it looks pretty pretty fancy because

13:01

every deal you deal with it's trying to

13:03

look like like an investment like a look

13:06

a great deal and you feel excited

13:09

for this but when when you really

13:13

go into that you're gonna find out that

13:15

this deal may

13:16

just fall through this process

13:20

uh the the client may not be cooperative

13:23

to provide the

13:25

or the document that you asked it or

13:27

even

13:28

they are not they're ready to to apply

13:31

the loan yet so

13:32

right so you need to kind of work

13:36

through the client

13:37

and especially for like a new investors

13:40

or they're they're not they're ready for

13:44

for for the for the business yet so you

13:47

kind of need to

13:48

work through and even sometimes you need

13:50

to explain why we

13:52

need this document why we need new debt

13:55

you know this is all about financial

13:57

this is very

13:58

very personal like private thing

14:01

people always say hesitate to to give

14:03

out

14:04

you you you are new you're you're not

14:07

really the

14:08

his friend yet so this cousin

14:12

you need really sometimes you need to

14:14

kind of explain again again

14:16

and even for some investors says we

14:20

deal with the business we need a lot of

14:22

business document

14:24

but for some new investors they don't

14:26

really know

14:27

what are the business document even a

14:29

very

14:30

very ordinary say operating

14:34

agreement this is like a basic document

14:37

for for business but somebody just

14:38

just don't know what what is that right

14:41

right right right

14:42

yeah just because so just because

14:43

something looks like a deal on the

14:45

surface

14:46

i mean what you're trying to say just

14:47

because something looks like a

14:48

transaction on the surface and a great

14:50

deal

14:51

you know sometimes it could be hard to

14:53

to eventually get to point a to point b

14:56

because you know you you you got to get

14:59

the right documents from the borrower

15:01

sometimes the borrower is not responsive

15:03

uh in different times like you said you

15:05

had somebody leave the country for

15:06

for a couple of weeks um so yeah i mean

15:10

that's

15:10

that's true i mean you know deals just

15:12

don't hit your inbox

15:15

and a week later they fund typically

15:17

right i mean particularly in real estate

15:18

there's a lot of moving parts

15:20

right right right there's a lot of

15:22

pieces in in the raised data chain

15:25

so i need to kind of

15:29

join all the pieces like organically

15:32

right

15:32

right so okay i mean here yeah so

15:35

you're six months into this do you like

15:38

it i mean are you happy

15:40

i'm very happy actually yeah good

15:43

good good good what does your family

15:44

think i mean are they uh

15:46

i take it you have a supportive wife yes

15:49

yes i have two young daughters

15:51

and i have a wife and i have a

15:54

certified coming you have a third

15:58

child coming oh wow congratulations

16:00

congratulations

16:01

well you uh yeah you got you get the

16:05

pressure's on you got to start closing

16:06

deals right

16:09

yeah i do feel some pressure but this is

16:11

not

16:12

like the the reason i'm doing this you

16:15

know

16:15

the pressure is all is always there

16:18

you can do this you you can do that but

16:21

for

16:22

choosing this commercial room business

16:25

is

16:25

really my original resolution is try to

16:29

help

16:30

people try to help the business owners

16:34

the investors to achieve their financial

16:37

goals

16:38

i know financing is like the major part

16:41

of each

16:42

transaction you know you get a 70 80 out

16:44

the

16:45

long long term value this that's the i

16:48

would say the major part of the

16:50

the transaction right so this is really

16:53

important

16:53

and it really a lot of people should

16:57

need this so especially for people

17:00

they have a business plan they have

17:02

ideas but they want

17:04

to when when they want to kind of

17:07

make the business happen so then

17:09

financial comes the really important

17:11

part so that's why i want to get into

17:13

this industry

17:14

try to help more people try to help them

17:17

achieve their financial goals

17:19

yeah and at the end of the day i i say

17:21

this a million times

17:22

i sound like a broken record but um uh

17:26

i say this there's a cut in the opening

17:29

song to this podcast but essentially

17:32

you know you can make really good money

17:34

if you work hard but

17:36

yes at the end of the day you're what

17:38

are you doing you're helping people

17:40

that's right really starting to help

17:42

people which is a which is a good

17:44

feeling

17:44

um that i don't think a lot of graduates

17:48

get until they close their first deal

17:50

you know i mean i think up to it we're

17:53

all chasing the dollars

17:54

but when you close your first

17:56

transaction

17:58

and you you you you know you have that

18:00

client thank you and you

18:01

you provided them what they needed which

18:04

is a crucial part

18:04

to their business strategy um that's a

18:07

great feeling isn't it

18:09

yeah i i really want to share the

18:12

experience about the

18:13

one deal that we're close to a couple

18:15

weeks ago so it's a it's a

18:19

it's a deal referred by one of my

18:21

friends

18:22

so they they are

18:27

their a education uh school

18:30

so they want to purchase an office for

18:32

their business

18:34

so but there is a

18:38

there's that they have their own reason

18:41

they don't want to show their tax

18:42

returns so they found me on there

18:44

kind of like a hard money lender

18:46

[Music]

18:48

and i found a prime to do this business

18:51

but the the client is has no

18:54

idea about the business document so when

18:58

we

18:58

collect when we're asking for the the

19:01

document

19:01

they kind of very

19:05

not not the cooperative they even don't

19:08

know what is this

19:09

what is that right so and

19:13

at one point they feel very frustrated

19:16

and they want to just stop the process

19:18

maybe we just we just quit here

19:22

but it in in the end we

19:25

kind of um patiently to explain

19:29

what the document is and this is just

19:32

a very very basic document we

19:36

we ask we're not trying to ask some

19:39

something that not started exist or

19:43

we should not ask so

19:46

you you you can imagine the whole

19:48

process is

19:50

how frustrating for for the clients and

19:52

and also for for me i need to

19:55

just like you you you need to

19:58

like go international travel you need a

20:00

passport that's so

20:02

basic right right but

20:05

um so in the end we we close there we

20:08

help them

20:09

um make the timeline to close the deal

20:12

and india they they really send me the

20:16

thank you letter right i i i can feel

20:20

the

20:21

the the happy they have so

20:24

i mean during the process

20:27

we even uh lowered their commission fee

20:31

because i mean the the interest rate

20:33

they get

20:34

is a little bit high but that's due to

20:36

their own

20:38

like a requirement no one to show this

20:40

that

20:41

uh documented but so but in the end

20:44

it's like that so during the process my

20:47

wife

20:48

even say wait we are just doing this

20:52

this deal for helping other people well

20:54

not for

20:56

for any money because this really just

20:59

make it

20:59

a small small amount a small

21:03

yeah small commission just to kind of

21:04

help the person and sometimes you know

21:07

sometimes you have to you know with

21:08

certain products

21:10

you you you want to get it done and it's

21:13

maybe

21:14

a client that could open a door to

21:16

future

21:17

clients right because maybe they know a

21:18

whole bunch of people and sometimes

21:20

you know if you have to lower your

21:21

commission a little bit yield done that

21:24

happens sometimes

21:25

yes yes so so so right now they are

21:28

pretty happy and they did they said

21:30

definitely i'm

21:31

gonna refer more clients to you

21:34

yeah that's good that's really good um

21:38

so yeah it sounds like you found real

21:40

estate as your niche

21:42

um you know i'll just ask you the

21:46

question do you feel like

21:48

taking the virtual class do you think

21:50

it's prepared you

21:51

for what you you're facing here in the

21:53

in the six months you've been in this

21:55

business

21:56

um yes yes sure um

22:01

without taking the class i i would have

22:03

no idea

22:04

like what to do how to start

22:07

so this is this class uh

22:11

i learned a lot of different loan

22:13

products

22:15

although i i was in the banking industry

22:17

but not not like

22:18

the financing part right i see a

22:22

total different area so so learning

22:24

those financing

22:26

was a long product uh it's kind of like

22:28

a

22:30

mind open experience so people can do

22:33

business like like this can do business

22:35

like that

22:36

and they can apply the the

22:40

the phone that they need in in different

22:42

ways so that's a

22:44

really uh my open experience

22:47

and you work from home correct you don't

22:48

have an office you work from home

22:50

i work from home yes yeah and how's that

22:52

been

22:54

uh i would say not

22:57

not that easy because you can imagine

23:00

you have two young children at home

23:02

yeah i know all the other noise

23:06

here and there yeah that's why i i mean

23:08

i've been there a long time ago and my

23:09

kids were young

23:10

occasionally if i worked from home

23:12

because i always had an office for a

23:15

long time but

23:16

um i actually hate working from home so

23:20

you know i i understand and if you have

23:22

children it's uh

23:24

yeah this is a this is one maybe the

23:27

disadvantage of working home but but

23:30

comparing pros and cons

23:32

i prefer working from home because

23:34

working from you you

23:36

you can provide the all the flexibility

23:39

and uh you don't need to spend the

23:43

hours on the way driving

23:46

that's a yeah well you could be with

23:49

your kids more

23:50

right i mean yeah yeah yeah yeah you

23:52

have a lot going on and

23:53

and uh yeah that's right i mean we're

23:56

the kids

23:56

sometimes there's some like unhappy

23:59

thing but

24:00

most most of the time you you want to

24:02

play with them you want

24:04

spend some time read some books that's i

24:07

mean

24:08

that's that's also very very important

24:10

did you ever have like

24:12

were you ever on a conference call or

24:13

speaking to a client and your kids just

24:15

burst open the door and

24:16

they don't know and they and that hasn't

24:19

happened yet

24:21

yeah okay all right well i think maybe

24:25

it's more a little more accepted now

24:27

because people realize that working from

24:28

home yeah

24:31

you know what i mean yeah yeah i think

24:33

yeah people are

24:34

very very nice don't don't mind that

24:37

yeah

24:37

right i always like to ask this question

24:40

to graduates and

24:41

interested to hear your answer but if if

24:43

you weren't in finance and you could

24:44

have kind of any dream

24:46

job you could wake up tomorrow and be

24:49

who whatever you want to be in a

24:51

profession and you didn't have to go

24:53

through

24:54

experience education anything what would

24:56

you be what would be like a

24:58

second um actually

25:02

i started a materials science before i

25:05

even got a phd degree in material

25:08

science

25:11

yes oh wow in material science yes

25:14

oh wow i didn't know that

25:17

so yeah my my journey is kind of

25:21

not that normal for for all the people

25:25

so

25:25

i got a peace degree how long did it

25:27

take you to get that phd

25:29

five years oh five and five and a half

25:32

actually

25:33

five well five and a half just to get

25:35

the phd right

25:36

i mean he went to school for that so yes

25:39

get that phd and now look at this you're

25:41

a commercial

25:42

owned broker

25:45

yeah yeah although i didn't

25:49

continue pursuing the material science i

25:55

didn't regret to spend like five and a

25:57

half years

25:58

in the lab doing all the things that i

26:01

don't i don't know i don't don't regret

26:04

it

26:04

right now you don't regret that right

26:07

right

26:07

i think that that experience provides

26:10

you a lot of things

26:12

that you still uh appreciate

26:15

i mean yeah yeah no absolutely we all

26:18

grow with experiences i think that's

26:19

cool

26:20

i i think it's fascinating that that you

26:23

got a phd in

26:24

material science so that what is that is

26:27

that like

26:28

is that like you you essentially work to

26:31

create

26:33

better stronger lighter materials

26:36

is that what the goal is with that

26:38

that's right

26:39

yeah i i was studying uh polymer

26:42

materials uh the most

26:45

common part about you can say is

26:47

plastics all the plastic bags

26:50

like coke about us those are the

26:53

material that we we started

26:56

but my my actual focus is on

26:59

apartment materials for medical

27:03

device medical product

27:07

so you know there's a still a lot of

27:10

like

27:10

disease problems medical problems we

27:13

still cannot solve right now

27:14

right study that with like higher

27:18

standards and materials can help a lot

27:21

so i i i was dreaming

27:24

uh to become a material scientist

27:28

in some big company that can make some

27:30

product and

27:31

change our life well now you're just

27:34

changing people's lives in a different

27:36

way

27:36

yeah that's right that's right no you

27:39

but uh

27:40

yeah that's interesting i i that seems

27:42

like the coolest thing

27:44

uh being your background i don't think

27:46

we've had a material

27:48

scientist or a ph at least with a phd

27:50

come we've had phds come through here

27:52

but not in that field so

27:53

that's rewarding for me i get to meet

27:55

interesting people like yourself and

27:57

different backgrounds

28:00

well that's cool that's really cool um

28:03

tell me about

28:04

um you know if if you could

28:08

sit down with one person either

28:12

uh you know that has since passed on or

28:14

or currently alive

28:16

you get to sit down for maybe an hour or

28:18

two dinner and pick their brain who

28:20

would it be

28:21

and any time in human history it doesn't

28:23

have to be right you know

28:24

at any time all right um

28:28

actually during the the

28:32

the journey i grew up i appreciate a lot

28:35

a lot of people in my life

28:37

my parents my teachers they all

28:41

give me very good help very good

28:44

otherwise at the different stage

28:49

but when when the time i attended cjtg i

28:52

think

28:53

chris you're the person that i admire

28:56

the most

28:57

i'm the person wow yes

29:00

so the the the way you talk in the class

29:04

and the the way you kind of

29:07

encourage people in the in the

29:09

podcasting class

29:11

it's really really a fantastic

29:14

experience for me i would say i i

29:16

i think i'm i'm very very lucky to

29:20

find this and know you um

29:24

kind of i i i know you're very

29:27

successful but

29:28

i don't expect i i can just steal one of

29:32

the

29:32

secret magical secret to to

29:35

to become successful but just you

29:39

your spirit and your

29:42

like positive attitude kind of gave me a

29:45

lot of

29:45

a lot of support a lot of a lot of power

29:48

wow i i mean i don't even know what to

29:50

say to that

29:50

joe i mean geez yeah no one's ever said

29:53

to sit down with me for an hour but i i

29:55

i'll take it if i can get it for sure i

29:58

mean

29:59

yeah thank you i mean uh wow that's

30:02

i mean people have said you know abraham

30:04

lincoln you know

30:06

jesus uh we've had we've had all sorts

30:09

of people and

30:10

i guess it um i'll take it when i could

30:12

get it i'll tell you that so i

30:14

appreciate that wow

30:15

um yeah that's uh

30:20

i i guess uh i i

30:23

i've made it in life if someone wants to

30:24

sit down they could pick anybody and sit

30:26

down with me that makes me feel really

30:28

cool

30:29

so right right i i always uh seeing him

30:32

become

30:32

a entrepreneur but i have the desire but

30:38

not the the ability or the required

30:41

like a quality so far no you didn't know

30:44

where to go

30:45

yeah yeah but once i see you

30:49

i see the your story your history and

30:52

the

30:53

the way you talk it's really inspired me

30:57

oh i pre well wow i appreciate that

30:59

you've had a lot of

31:00

i guess a man in your position you've

31:02

had a lot of teachers

31:04

how many teachers do you have to go

31:06

through to get a phd a lot

31:10

yeah yeah and i do uh actually

31:12

appreciate

31:13

a lot of my teachers i mean at each

31:15

stage like a mentor

31:17

like a junior junior school like really

31:20

they give me a really good advice at

31:23

each stage

31:24

wow you know what i'm curious about is

31:27

what's the rest of your family think i

31:28

mean

31:29

your wife you know knows you went

31:30

through this journey but the rest of

31:32

your family

31:33

because they knew you know they they

31:36

they knew when to go and

31:38

you know being a material scientist and

31:39

all of a sudden how was that reaction

31:42

when you're like oh by the way

31:43

i'm not doing that i'm i'm a commercial

31:45

home broker

31:47

got a shock to everybody um

31:51

not not really actually my my my father

31:54

in law

31:56

he actually very support me

31:59

okay so he knows what

32:02

we we go to we have a job we work

32:05

but uh he's also an entrepreneur in

32:09

china so

32:10

wow yes he also encouraged us

32:14

to kind of open some business

32:17

to some kind of creator some

32:20

opportunity so once he

32:23

hear us we created a company we had a

32:26

website

32:27

we have such such business he's really

32:30

excited

32:31

it's always good to get in good graces

32:33

with your father-in-law

32:35

that's great if anybody you know you

32:37

have to impress

32:38

your father-in-law how did you come up

32:41

with the name of big mountain capital

32:44

we've had a lot of names through here

32:46

over a thousand graduates

32:48

uh i don't think anybody has ever come

32:50

up with that name and i like it i mean

32:51

what's the

32:52

what's the story behind the name big

32:54

mountain capital

32:55

yes so there is a story behind

32:59

and my wife and i was discussing what

33:01

kind of names

33:02

should we go should we go just by our

33:04

name our

33:06

family name whatever and i thought no

33:10

maybe not there's no like like

33:13

philosophy

33:14

behind this so the the the

33:18

the reason i chose big modern capital is

33:21

there's an old saying in china called

33:29

it means the mercy and

33:33

kind of people enjoying the mountain

33:35

enjoying the big mountain

33:37

but the wise people enjoying the water

33:41

you can kind of feel that yeah

33:45

yeah so so i started this business as i

33:48

mentioned

33:49

earlier so i want to help more people

33:53

help the business owners to achieve that

33:56

financial goal

33:57

and help the investors to close more

34:00

deals

34:01

so in the end my

34:05

i just want to help more people but help

34:08

more people

34:09

is they they they want they want you to

34:13

help right you cannot just go there i

34:14

want to help you this this but

34:16

right so so choose this name just want

34:20

to give them a

34:21

impression i am the kind person i am the

34:23

reliable person

34:25

so we we can like talk about and do some

34:28

business

34:28

wow that's good no i like the name i

34:31

totally love the name

34:32

um well before i let you go

34:36

i mean is there a you know this we

34:38

always call this segment kind of flip

34:39

the script

34:40

is there any question that you want to

34:42

ask me it could be personal

34:45

it could be business it could be totally

34:47

unrelated to

34:48

what we're doing here it could be what i

34:50

had for breakfast this morning it

34:51

doesn't matter

34:52

is there any question that uh you want

34:55

to ask myself

34:56

and put me on the hot seat yes i

34:59

i think this is a great opportunity for

35:02

me to have a conversation with you as

35:04

i mentioned you're the person i kind of

35:07

admire the most

35:09

so so um although i have read

35:12

a lot of story or introduction about you

35:16

about your journey so

35:19

um i want to ask when you

35:22

uh doing your business or or

35:26

whatever like personal thing whatever we

35:30

when you get into the the frustrating

35:33

point

35:34

like maybe the client that understands

35:37

you

35:37

and even yourself has kind of

35:40

moved your original idea so

35:44

what is your thought process

35:48

to decide that you want to continue to

35:50

pursue this

35:51

to get it down or you say okay that's it

35:54

that's it that's enough then we just

35:56

click crazy

35:59

you know i you know i um

36:03

you know when i started this i started a

36:05

brokerage business

36:06

20 plus years ago that's the beginning

36:09

of my journey

36:10

yeah and um you know i didn't have i

36:14

think a crucial point

36:17

to get through roadblocks and and there

36:20

is time when i started my loan brokerage

36:21

business

36:22

i didn't close a deal for probably six

36:24

months and

36:26

i i remember i was living off the little

36:28

that i had

36:29

um you know if you remember my story i

36:31

was paying student loans i

36:33

dropped out of school right um so i was

36:36

in a weird position i always say thank

36:38

god for a pizza place

36:40

that uh uh at at the end of the night at

36:43

around 2 30 they'd throw out all the

36:45

pizzas leftover pizzas and i knew that

36:47

the owner and he would always give me

36:48

the leftovers so i'd have food for

36:50

probably three four days

36:52

the pizza was a little funky but you

36:54

know at the end of the day i i didn't it

36:56

was for free

36:57

um but i didn't have

37:00

i didn't have a plan b does that make

37:04

sense i didn't have a plan b

37:05

and oftentimes i always circle back

37:09

around

37:09

when i talk about motivation you know i

37:12

said this time and time again

37:15

i don't believe you can teach motivation

37:17

you have to have something deep down

37:18

inside

37:19

which causes you to um you know

37:23

persevere it causes you to be determined

37:25

we talked about it causes you to be

37:27

dedicated there has to be something that

37:28

drives you

37:30

and i think sometimes when people get

37:32

into this

37:33

any business not just this business you

37:35

could open up anything it doesn't matter

37:38

if you always have that plan b

37:41

[Music]

37:43

it's gonna water down plan a does that

37:45

make sense

37:46

yes um it's always gonna water down your

37:49

efforts on plan

37:50

a because you're always going to think

37:51

uh i don't have to work

37:53

too hard tonight because if the

37:56

hits the fan doesn't work out i got plan

37:58

b

37:58

right so it causes you almost to put the

38:01

brakes on plan a

38:02

when you start to feel uncomfortable and

38:05

when when when you're when your body and

38:07

mind say

38:08

keep going further and further but then

38:10

but then they it says hey calm down

38:12

you know maybe you shouldn't you should

38:13

you shouldn't work too hard you

38:14

shouldn't do this

38:16

you're feeling tired maybe you should

38:17

take a break when that plan b

38:19

is there it i think it's easier to take

38:22

a break it's easier to not fulfill those

38:25

dreams

38:26

or i should say it's easier to you know

38:28

just have that fall back

38:30

um in my case i didn't have a fallback

38:33

and i never had a plan b

38:34

i always stuck to my original goal of

38:36

plan a is is to you know grow this

38:38

business and do what i had to do and

38:41

and i i think so you're you're asking to

38:44

your question

38:45

you know uh what caused me to go further

38:47

when i just said stop

38:49

i never said stop because that wasn't an

38:52

option for me

38:53

right it was always here's the problem

38:55

how could i do better how could i figure

38:57

out how to do more

38:58

how can i get over this hump you know um

39:01

you know it's it was always

39:03

self-reflecting of you know mistakes

39:05

i've made and how not to do those

39:06

mistakes again

39:07

i didn't have a plan b i didn't have

39:09

rich parents i didn't have a trust fund

39:12

um you know i didn't have anybody to

39:14

bail me out

39:15

uh and you know i think i think that

39:18

that's what i equate

39:20

uh um

39:23

looking back on my journey you know i

39:25

equate a lot to that

39:26

because there's just no plan b

39:30

yeah and i and i tell graduates that too

39:33

you know when they come in here

39:34

and a lot of them have some of them have

39:36

plan b c d and e meaning they have other

39:38

options and i i say look you gotta

39:42

you can still have that it's good to be

39:43

diversified for sure but you

39:45

you know want to really get this going

39:47

and be successful you got to have the

39:49

mindset as if you don't even have any

39:50

other plans

39:52

a lot of times i could push you further

39:54

that's right that's right

39:56

um i i think we

39:59

we share the kind of similar mindset

40:02

before i mean i i i also that kind of

40:06

person

40:07

that don't want to sing a plan b so once

40:11

i want to do this i want to continue to

40:13

do this until we get it down

40:16

right i mean yeah

40:19

if we always compare this and that

40:23

thinker another thing there's always a

40:26

pros and cons for whole wines and

40:27

there's no perfect

40:29

thing you know what there's no there's

40:31

no perfect people there's no perfect

40:33

thing so

40:35

always compel if you're in there just

40:38

just

40:39

gonna just put a stand here

40:42

there's no further steps yeah yeah no

40:45

well

40:45

hey i appreciate that question that's a

40:47

that's a great question

40:49

i don't think anybody has asked that

40:50

before in that matter so i i do

40:52

appreciate that

40:53

well um linda we said a lot here

40:58

um we we really said a lot here you um i

41:01

i appreciate your time

41:03

i do you know i i do really wish you

41:06

continued success in this business

41:08

although you haven't been in it that

41:09

long

41:10

it's been a hell of a six months to

41:12

close you know four real estate

41:13

transactions it's almost a transaction a

41:15

month

41:16

which is really really good and um

41:19

you know i wish you continued success

41:21

and so happy to have you part of our

41:23

what we call our cctg family here thank

41:26

you for having me and

41:27

this is a really great opportunity for

41:30

me

41:30

i mean i i was that kind of i wouldn't

41:33

say very

41:34

in trouble but it's kind of not good at

41:38

talking to people but i i see this

41:42

like disadvantage of me a long time ago

41:46

is especially during my my work

41:50

so i i try to push myself out

41:54

to kind of break out of your shell a

41:56

little bit break out of that mold

41:58

yeah it feels good doesn't it

42:01

does it not feel good uh i

42:04

i i i feel much much better now i mean

42:07

after attending this

42:08

uh networking event i tried to just talk

42:11

about it a little bit more

42:12

with people right but it almost i know

42:15

what you're talking about

42:16

because when i was younger i was afraid

42:18

of public speaking

42:20

and now it's like second nature to me um

42:22

i don't mind it at all i actually love

42:24

doing it but when you first break out of

42:27

that shell is it and

42:32

very powerful feeling where you look

42:34

back after like in your case

42:35

after you go to a networking event and

42:36

you come home and you're like wow

42:38

that wasn't so bad i actually did that i

42:40

didn't you know i i was scared before

42:42

but now

42:43

that actually is a good feeling you find

42:44

something within yourself you never knew

42:46

you had am i

42:47

correct right right that's right i mean

42:50

before i i was

42:52

even before say anything my my heart

42:55

beatings kind of

42:56

become

43:02

it was like it was like how you looked

43:03

at the beginning of this podcast you

43:04

were so nervous

43:07

that's right that's right so easy

43:11

yeah so kind of like this journey kind

43:14

of

43:15

like improved me from all the different

43:18

aspects

43:19

good good good good well i like that

43:21

that's yeah it's always a blessing when

43:22

you could find something

43:24

within yourself you never knew you had

43:25

and you know and

43:27

start embracing it so wenda um listen i

43:30

appreciate it

43:31

um that's all the time we have

43:32

unfortunately um again i wish you

43:35

continued success at big mountain

43:36

capital

43:37

and uh hopefully i'll see you at our

43:39

conference which is in october

43:41

you'll be getting uh emails on that and

43:43

uh you know

43:44

i'll get to uh see you in person so

43:47

thank you okay

43:48

um looking forward to meet you yeah

43:51

absolutely

43:52

uh we'll have a drink i'll drinks on me

43:54

um so

43:56

uh that's it for this episode of

43:57

entrepreneurs and finance i hope

43:59

everybody enjoyed this

44:00

and got some insight on what uh life is

44:02

like for

44:03

a typical cctg graduate uh don't forget

44:06

to subscribe to our youtube channel

44:08

commercial capital training group where

44:09

you can catch uh

44:10

episodes that are uploaded and content

44:12

that's uploaded

44:14

uh every month every week and also

44:17

subscribe to our mobile app

44:18

we have a cctg mobile app which you can

44:21

download off your android or iphone

44:23

and uh you can get the exclusive access

44:26

to content that's published there right

44:27

when it's published so

44:29

thank you everybody wenda appreciate it

44:31

thank you see you again all right thank

44:33

you okay

44:35

there are just too many commercial home

44:37

brokers that don't have a damn clue of

44:38

what they're doing

44:41

all we're trying to do here is better

44:43

the industry for everybody

44:44

[Music]

44:46

at the end of the day you can make great

44:47

money in this industry but in the end

44:49

it's

44:50

all about helping people you know people

44:53

always say chris

44:54

how can i be a successful broker it's

44:56

two words hard work and dedication

45:00

if you don't like talking to people you

45:01

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/>*

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