Entrepreneurs in Finance Podcast

With your host, Kris Roglieri

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**NACLB | The CCTG Reunion Conference**

Listen here as our CEO Kris Roglieri chats with the team regarding the largest and only association that serves today’s the diversified commercial loan broker. The NACLB is one out of many organizations in the CCTG family of companies that graduates benefit from. Our annual conference each year also serves as a CCTG reunion conference as hundreds of past CCTG graduates gather and share and learn information with each other.

NACLB:

[https://www.naclb.org/](https://www.youtube.com/redirect?event=video_description&redir_token=QUFFLUhqbjUteGRFTXg2QlBWTzd2V2ktRVZrd29pY2N2d3xBQ3Jtc0tsc3p2SHpEU3M4MGcybU1EUEJiVlpVWjBVaGxSNFpvUjhCOERCTUVHZjNXWm50RG1wUmt4a2xQaURocXdIeWVlNE5wM2kwWEhGZ083Qm9oeVc5OWRyOUJOdlg2VVJBT01ucUpFSHZTa3VGS1NvX2ZKRQ&q=https%3A%2F%2Fwww.naclb.org%2F)

[#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)

00:00

[Music]

00:01

there are just too many commercial home

00:02

brokers that

00:03

don't have a damn clue of what they're

00:05

doing

00:07

all we're trying to do here is better

00:08

the industry for everybody

00:10

[Music]

00:12

at the end of the day you can make great

00:13

money in this industry but in the end

00:15

it's all about helping people

00:18

you know people always say chris how can

00:20

i be a successful broker

00:22

it's two words hard work and dedication

00:25

if you don't like talking to people you

00:27

probably shouldn't be in this business

00:29

hey everybody welcome back to

00:30

entrepreneurs in finance i'm chris

00:32

rogleri president and ceo of commercial

00:34

capital training group

00:35

and a couple other uh other entities we

00:37

have here but uh this episode i'm very

00:39

excited to talk about

00:41

with my colleagues that are here before

00:42

me and it's about the national alliance

00:44

of commercial loan brokers or naclb

00:47

uh and we're going to discuss why that

00:49

organization

00:50

is important to the mix of the other

00:52

organizations that we have here

00:54

uh and kind of that's what kind of makes

00:56

us different when choosing

00:58

your uh training company to be a

01:00

commercial loan broker but

01:01

we'll get into that but before i do let

01:03

me introduce the wonderful people that i

01:05

have sitting here

01:06

in this conference room that's taking

01:07

part in this podcast that ad

01:09

they're going to add a lot of insight

01:11

into their role with

01:13

our uh broker association which

01:16

by the way is the largest broker

01:17

association commercial loan broker

01:19

association in the country

01:21

um so let's uh get the ball rolling here

01:24

and so i'm going to go to my right here

01:26

ladies first and uh introduce jenna hey

01:28

jenna

01:29

hey chris so i'm the associate marketing

01:32

director

01:32

for the finance marketing group which

01:34

does the marketing for any of the

01:37

packages that you purchase for cctg

01:39

but my passion project here is what we

01:41

are going to be talking about today

01:42

which is the national alliance of

01:44

commercial loan brokers i spearhead the

01:46

planning for that each year

01:48

and i just work alongside the team to

01:50

make sure everything is rocking and

01:52

rolling and

01:53

ready for you all to attend great great

01:55

great all right and then to your right

01:58

christina how are you good how are you

01:59

chris i'm good thanks for joining me in

02:01

this

02:02

podcast thank you so i'm christina i'm

02:05

the associate

02:06

uh director of enrollment for cctg

02:09

my other project and passion here is the

02:12

national alliance of commercial loan

02:14

brokers which i've been fortunate enough

02:16

to

02:16

work on now for about five years

02:20

so my my role with the conference is to

02:24

coordinate as well as handle all of our

02:26

logistics

02:27

um for the conference to just make sure

02:29

everything goes smoothly

02:31

um so we're always excited to to spend a

02:34

lot of time working on that

02:36

together to make it awesome yeah awesome

02:38

all right and last but not least scotty

02:40

d

02:41

joins me to my left here hello everybody

02:43

wanna tell everybody who you are and

02:45

what you do

02:45

be happy to my name is uh scott t.b

02:47

rodinis or scotty d for short

02:50

i am the director of the national

02:51

alliance commercial on brokers naclb

02:53

my role with that organization is

02:55

growing our

02:56

brokers and sponsor network to make sure

02:59

y'all attend our conference which by the

03:01

way is in october

03:02

of this year uh 26th through the 28th

03:04

just so you all know get out get ready

03:06

to sign up soon

03:07

my other role with the organization is

03:09

with commercial capital training group

03:10

i'm the director of the legacy program

03:13

so for all you legacies out there come

03:15

spend some time with us in vegas

03:16

i'm sure you'll enjoy it and get a lot

03:18

out of it all right

03:20

all right i think it's important to know

03:21

so thank you all for being here it's

03:23

important to note

03:24

that um number one the naclb national

03:28

alliance of commercial loan brokers is

03:30

the largest gathering of commercial loan

03:32

brokers

03:32

really in the country or in the world um

03:35

and that's that's

03:36

one of the entities that we have part of

03:37

our family of companies here

03:39

the thing to really realize i think is

03:41

that everybody sitting here

03:42

kind of donates their time to help out

03:45

run the organization

03:46

and so i just want to say thank you to

03:47

everybody for doing that

03:49

all these people here as you mentioned

03:51

have regular jobs

03:53

um wear multiple hats multiple roles and

03:56

um but you know and i think jenna said

03:58

it best a passion project

04:00

uh everybody kind of works throughout

04:02

the year to make this uh event happen

04:05

uh once a year and and also multiple

04:08

events that we have throughout the year

04:09

to give value to our uh

04:11

our membership of brokers and sponsors

04:13

so

04:14

um i just want to give everybody a

04:17

history you know

04:18

what's interesting is the national

04:20

alliance of commercial loan brokers this

04:22

is our seventh year is that right guys

04:24

yeah seventh year it's hard to believe

04:26

um and i remember

04:28

when you know i got this crazy idea to

04:30

start an association that

04:32

i would cater to all different levels of

04:34

commercial lending or different products

04:35

of commercial lending and

04:37

everybody thought i was crazy for doing

04:38

it because what what existed before

04:41

first of all there wasn't really a

04:42

dedicated

04:43

commercial loan broker association that

04:46

was dedicated to that principle

04:48

um it existed in pockets right so if we

04:51

had factoring associations you had real

04:53

estate associations you had

04:55

you know sba associations but you never

04:57

had one that brought all the products

04:59

together

05:00

which we would define as catering to

05:02

today's modern commercial loan broker

05:04

which is

05:04

you know being able to be a one-stop

05:06

shop to a business owner a real estate

05:08

investor so

05:09

it's hard to believe we're here it's

05:10

seven years already and um

05:13

i think for our viewers that are going

05:15

to be viewing this podcast it's

05:17

important to note that

05:20

in just seven short years we've grown to

05:21

be the largest gathering

05:23

um uh more than associations that have

05:26

been around for 30 years

05:28

you know so it kind of exemplifies and

05:30

highlights our growth that we've had

05:32

throughout the years

05:33

of more and more brokers attending more

05:35

and more brokers attending

05:36

i think what's also important to note is

05:39

this acts as a cctg reunion conference

05:42

um since a lot of the people that make

05:44

up the broker membership are cctg

05:46

grads and um it's a good chance for them

05:49

to mingle and

05:51

you know see each other um you know i

05:54

think one of the exciting things this

05:55

year about

05:56

what's going to happen at our conference

05:58

which is october 26th to the 28th

06:01

is we're going to be at caesar's palace

06:02

i signed a two-year deal with caesar so

06:04

we're going to be there this year and

06:06

next year

06:07

but uh scott you want to break the good

06:09

news of who our keynote speaker is this

06:10

year

06:11

i'll be happy to um so the theme of our

06:13

conference this year is we're back

06:14

swinging

06:15

we all know why that is simply because

06:17

of covet last year

06:19

i'm really pleased to say that our

06:21

keynote speaker is going to be

06:22

sugar ray leonard we all know sugar ray

06:24

leonard golden glove boxing champion

06:26

olympic gold medalist and world champion

06:29

and uh besides that he's quite an

06:31

entrepreneur in his own right

06:33

so we're really looking forward to

06:35

seeing how him being a champion in a

06:36

sports world

06:37

for he prepared him to be an

06:38

entrepreneur in life so i'm looking

06:40

forward to interviewing him because he's

06:41

going to do our podcast

06:42

which is going to be cool yeah that's

06:44

going to be very cool really cool all

06:45

right

06:46

well guys you heard it here first uh and

06:48

again you have a chance to attend if you

06:50

uh

06:50

attend cctg here in the next couple of

06:52

months you could still make it out to

06:54

vegas in october so

06:55

hopefully i'll get to see you all so

06:58

what i want to do is maybe just kind of

06:59

go around the room

07:00

since everybody's you know has

07:03

experience with cctg graduates here

07:05

uh maybe scott from your perspective you

07:08

work with a lot of graduates especially

07:10

on the legacy front but

07:11

what's your observation being involved

07:14

in the organization the last couple

07:16

of years association of graduates that

07:20

you know see each other that look

07:22

forward every year coming to see

07:23

hundreds of other graduates

07:25

um you brought up a great thing you said

07:27

a little earlier about the reunion

07:30

and there's grads that you know cctg has

07:33

been around for 12 years now

07:34

there's grads that are still coming to

07:36

the naclb

07:37

that have been around as long as cctg

07:40

has been around

07:41

right even though we're only in our

07:42

seventh year they've been coming since

07:44

you know the first year you had it which

07:45

is really exciting to see

07:47

and um what's more important is they're

07:48

coming and they're developing those

07:50

relationships whereas

07:52

they can rely on each other to have

07:53

conversations about

07:55

specific deals they're working on or

07:57

they call each other and say hey what

07:58

lender do you work for this or

08:00

or it's just a big education thing where

08:01

everybody gets together and hits the

08:02

breakout sessions

08:03

and learns a lot about what we're

08:05

offering the marketplace from a diverse

08:07

lender group

08:08

right yeah no i i mean absolutely um

08:11

you know jenna from your perspective i

08:13

mean you've been actually involved

08:14

longer than scott

08:15

um almost from day one of uh naclb

08:18

what's your perspective on being there

08:20

doing that event

08:21

for two and a half days and seeing the

08:24

graduates all come together from

08:25

different years in different classes

08:28

sure so what i love most is you know

08:31

scott had kind of alluded to that we

08:33

have people you know from 12 years ago

08:35

but one of the things i love the most

08:36

is that we have veteran individuals

08:40

who are willing to share their knowledge

08:42

on how

08:43

they were successful and how they remain

08:45

successful

08:46

some are you know willing to share their

08:48

information how how they may have

08:51

transitioned to becoming a lender

08:54

and you know talking through the finer

08:56

things of that they'll also talk about

08:58

how maybe they found their niche

09:00

or how their niche is that they're a

09:02

diversified broker

09:03

and how they go about you know selling

09:06

that

09:06

as a perk of working with them so i

09:09

really love that

09:10

and additionally i love to actually get

09:12

to see the attendees again

09:14

you know especially when we haven't seen

09:17

each other in a while and we just get to

09:18

reconnect it helps us reconnect on

09:20

marketing strategies

09:22

for the business and it also helps us

09:24

connect them with any lenders that might

09:26

be new to the program that they didn't

09:27

get to meet when they came

09:28

right and new lenders who maybe aren't a

09:30

part of cctg's program just yet but

09:33

they enjoy coming to the naclb so those

09:35

are things that i think are great

09:37

and um i love to get to see them

09:39

networking together and learning from

09:41

each other because i think that's really

09:43

truly the best way

09:44

you know to get the knowledge is from

09:46

other people and

09:47

listening to what they may have done

09:49

wrong and then of course what they've

09:51

done right

09:51

so i really enjoy that and you know just

09:55

from a personal note i like getting to

09:56

see our clients again so

09:58

for this year i'm excited because we had

10:00

a whole year virtual classes

10:02

so i'm really excited to finally get to

10:03

meet people put a face in the name and

10:06

shake hands if that's safe at the time

10:08

which i'm sure it will be

10:10

it's going to be so yeah i'm looking

10:12

forward to that and i'm hoping that some

10:14

you know i'm hoping that everyone

10:15

decides to come to the conference and

10:16

meet the lenders that they only got to

10:17

meet online they can

10:19

take their lender's hand and everything

10:20

now correct and i think you know for me

10:22

that that's a pleasure always a pleasure

10:24

for for these conferences is to

10:26

see graduates again and reunite with or

10:29

not reunite but

10:30

you know kind of um um get to shake

10:33

somebody's hand again that was in class

10:34

maybe six seven years ago

10:36

you know that's always a that's always a

10:38

pleasure for me um

10:39

christina tell me from your angle

10:40

because a lot of times graduates get to

10:42

deal with you first before even scott

10:44

and jenna

10:45

because you were close with mike geisler

10:46

the head of enrollment

10:48

um you know for me if i were looking to

10:50

come

10:51

and pick a training company you know i i

10:54

would

10:54

want to pick the best one that has i

10:57

guess the most credibility and

10:59

to me i think sometimes the the fact

11:01

that we

11:03

part of our family of companies is the

11:05

largest commercial loan broker

11:06

association that's a big

11:09

that's a big deal if i were looking into

11:11

something saying wow okay these guys are

11:12

a training company but they also

11:14

have this conference and this

11:15

association that was created

11:17

do you think oftentimes that gets missed

11:19

because there's so much stuff that a

11:20

graduate has to grasp that

11:22

that aspect gets missed of you know

11:24

before choosing the right

11:25

company or doing their due diligence on

11:27

us yeah i definitely think so just

11:29

because

11:30

you know they're kind of bombarded with

11:32

a lot of information before

11:34

coming to training that maybe this is

11:36

something that's on the back burner for

11:38

them and that they aren't focusing their

11:40

energy on

11:41

you know researching and putting their

11:43

time into

11:44

so i think something that's cool with me

11:46

being in the role that i'm in

11:49

is that i have a big hand in cctg

11:52

and a hand in naclb so i'm able to

11:55

communicate with

11:56

our graduates and our potential students

11:58

about both

11:59

um you know so i think it's important

12:01

that you know they do take the time to

12:04

familiarize themselves and and ask the

12:06

questions about

12:07

of course cctg but also naclb as well

12:10

right

12:11

to broaden their horizon about what can

12:13

come after the training

12:14

well and right what's life like after

12:16

training and especially some of the

12:18

packages we offer offer free memberships

12:20

or

12:20

if your legacy it's a lifetime

12:22

membership to the to the organization

12:24

um which oftentimes you know i think

12:26

people don't understand because there's

12:27

so many other products and

12:29

you know they're so focused on the

12:30

opportunity which rightfully so but they

12:32

don't realize the dynam

12:34

how how big the dynamics are of our

12:36

organizations and how that

12:37

you know fits because the fact of the

12:39

matter is you know

12:41

with some other training companies that

12:42

may be out there um

12:44

you know nobody can say that hey um

12:48

you know we we have an association that

12:50

we created and we have hundreds and

12:52

hundreds of past people that have come

12:54

back

12:55

year after year for you know education

12:58

and

12:59

additional learning opportunities just

13:01

you know get a chance to

13:03

be with what we call our cctg family

13:04

here i don't think anybody has that

13:06

you know at least they can't say they

13:09

have that

13:09

you know what we've built up in the last

13:11

12 years um

13:14

you know what would you say scott from

13:17

your perspective

13:19

um being that you deal with a lot of the

13:20

lenders that are a part of association

13:22

you know one of the biggest questions

13:23

that i get from graduates at the end of

13:26

training when they've learned about our

13:27

whole

13:28

or all of our organizations is well why

13:31

should i attend

13:32

this conference right why should i why

13:35

should i be a part of the organization

13:36

and i always say well

13:37

you should support the only organization

13:39

that's only association slash

13:42

organization that's there for what you

13:44

do number one but number two

13:46

i think they think that they're going to

13:47

get a bunch of lenders here and they do

13:48

but

13:49

they're like well why would i attend

13:52

if i already have lenders you want you

13:54

want to shed light on

13:55

why it's important year after year

13:58

because somebody may be saying well okay

13:59

if i go to cctg great

14:01

why would i want to go to this being

14:03

that i'll already walk away with all

14:04

these good lenders

14:05

that's a great question and um and quite

14:07

honestly

14:08

the best answer is you're going to see a

14:10

lot of lenders at the naclb

14:12

that you won't see at cctc right so our

14:15

direct lender portfolio at the naclb

14:17

is 110 direct lenders we may have a low

14:19

overlap which is might be 20 lenders or

14:21

30 lenders from ccdg

14:23

10 aclb but if you take that out of

14:26

there you're looking at 70 or 80 cc

14:29

direct lenders that you've never met

14:31

before which is just going to extend

14:33

expand your direct lender portfolio and

14:35

more importantly

14:36

be able to fund any deal you put on your

14:38

desk and it's okay if you have a couple

14:40

of sba lenders

14:42

a couple of commercial real estate

14:43

lenders a couple of equipment lenders

14:45

you know not everybody works well with

14:46

each lender however if you have such a

14:48

diverse portfolio

14:50

you're going to be able to continue to

14:51

grow that the other part of it is

14:53

the education we offer at naclb we have

14:56

several breakout sessions that go on

14:58

over the

14:59

couple of days that they're out there

15:00

with lenders talking about

15:02

what they do how they do it that's going

15:04

to be able to benefit you guys too and

15:06

again these are lenders that you're not

15:07

going to meet at cctg

15:09

that's going to give you a great

15:10

foothold in the marketplace yeah yeah

15:12

it's just

15:12

you know it's it's and i think our our

15:14

platform because

15:17

our association is open to both non-cctg

15:20

brokers and cctg brokers

15:22

it's just uh there's a large makeup of

15:24

cctg brokers throughout 12 years that

15:26

you know kind of serves as a reunion

15:28

conference but um

15:29

every year we get new lenders on the

15:31

platform um particularly at start with

15:33

naclb

15:34

and that's that's their chance to kind

15:36

of meet these new lenders

15:38

um and i think jenna and christina you

15:40

guys hit it on a good point

15:42

the second point of this too is when

15:45

scott says to re-educate themselves

15:47

um things change year after year right

15:50

and so like this year

15:51

you know one of the biggest topics is

15:53

you know how has covert affected

15:55

a certain pocket of lending and what's

15:57

in store for 20

15:59

2022 now right yeah 2022 right i mean

16:02

you know i think that's a a big thing

16:04

that people don't realize too

16:05

you know it's not just meeting lenders

16:07

it's more than that right yeah

16:09

yeah one of the things that um you know

16:12

scott did talk about the educational

16:13

breakout sessions but when people ask me

16:16

obviously i think you know expanding

16:17

your wonder network is

16:19

extremely important but i am of the

16:21

mindset that we should always be

16:23

learning

16:23

just because you're an expert in

16:25

something or you have a training in

16:26

something

16:27

doesn't mean that's the end of the line

16:29

and i'm also just a believer in like

16:31

just because we're doing good doesn't

16:32

mean we can't be doing better so if you

16:34

feel like oh i'm good i got a good thing

16:36

going i don't need to go to the

16:37

conference

16:39

i would urge you to reconsider because

16:41

your good thing going can become a great

16:42

thing going

16:43

just based on maybe you'll attend a

16:45

breakout session that

16:46

is all about quick closing things that

16:49

can up

16:50

your cash flow and the people that

16:51

you're helping or your incoming deal

16:53

flow

16:53

right so you know i just always like to

16:56

urge people to

16:57

attend that way and then of course you

16:59

know i mentioned that there's

17:00

you know veteran brokers there but we do

17:03

include some newer brokers who are

17:05

maybe a breakout broker who hit the

17:07

ground running

17:08

and you know found success very quickly

17:10

yeah through

17:11

different tactics that you know you

17:13

might not know so

17:14

those are important um things to just

17:17

keep learning

17:18

sure sure do you want to say something

17:20

christine yeah i just absolutely think

17:21

it's important to

17:23

as jenna said to always educate yourself

17:25

and always further

17:26

your knowledge base just because you

17:28

could also be meeting with

17:30

you know a fellow graduate of yours or a

17:32

past graduate who

17:34

can share information with you that

17:36

maybe you've been lacking that

17:37

just sets you over the edge right to

17:39

succeed and do even better than you're

17:41

already doing right and i just want to

17:42

make i want to

17:43

i want to make a statement that this is

17:46

not

17:46

you know when we say new brokers they're

17:48

brokers that are coming out of cctg so

17:50

they're already

17:52

fast-tracked they already been educated

17:54

this is not an association for somebody

17:56

that

17:56

wants to be a commercial loan broker and

17:58

think that they can attend

18:00

for two and a half days and all of a

18:01

sudden start a business right that's

18:03

that's that's not what this is this is

18:05

for people that are experienced

18:07

or new to the industry but haven't been

18:10

trained

18:10

first as i should say new to the

18:12

industry um

18:14

but great point about to me i think

18:16

that's one of the biggest things is

18:18

that is networking with people that have

18:20

been there and done that before you

18:22

and not only that but i've been through

18:23

the same thing you went through but

18:25

maybe

18:26

four or five years ago you know so it's

18:27

a chance to learn from

18:29

very successful we call cctg superstars

18:32

which always

18:32

which are always there you know um

18:36

so you know um

18:40

you know scott what would be um

18:44

what would i what would be probably your

18:47

your um you know best advice

18:51

for somebody looking into

18:54

you know what would you want to say to

18:56

people on this podcast that are looking

18:57

into

18:58

cctg from an naclb perspective

19:02

does that make sense it does it does so

19:05

i guess you know my best advice is you

19:08

know you're already looking at a cctt

19:09

you've already made that first step in

19:11

the right direction

19:12

you know picking a program that

19:15

is that teaches a blueprint for success

19:18

i mean

19:19

it really is all you have to do is it's

19:20

mapped out for you follow the blueprint

19:22

you're going to be successful

19:23

but couple that with the naclb in the

19:26

education the networking the advocacy

19:28

we offer during the course of the year

19:30

for all the folks and our grads that

19:32

have gone through and

19:33

for cctg it's a win-win you know

19:36

as the director of the association i

19:38

talk to

19:39

all of our grads all the time and even

19:41

brokers

19:42

that have been in the industry for a

19:44

long time and i hear many different

19:46

things from everybody

19:47

and it's in a lot of things we hear is

19:50

how well how much how much our guys are

19:53

learning from the new

19:54

sponsors we bring on many new lenders we

19:56

bring on or just the education

19:58

one of the biggest things i hear and one

20:00

of the one of the most attended things

20:02

i have during the course of the year is

20:04

something called the naclb webinar

20:06

series

20:06

right where we actually bring lenders on

20:10

from the naclb feature them every week

20:13

leading up to the conference

20:15

which allows you guys to continue to be

20:17

educated

20:18

more importantly all these lenders are

20:20

talking about

20:21

2020 how it's changed the landscape of

20:24

the marketplace

20:26

it's really great education and it's a

20:27

great way to stay informed too

20:29

so if you're looking at cctg take a look

20:32

at naclb and what's offered through the

20:34

course of the year

20:35

you know it's continuing education it's

20:37

a great way to stay in front of

20:39

the lending community and understand

20:41

what the marketplace is doing and what

20:43

it's delivering

20:44

for not only you but what it's

20:46

delivering for your sponsors out in the

20:47

marketplace too when you're

20:49

when you have deals that you're running

20:50

through yeah like i said that's a big

20:52

differentiating factor from any other

20:54

training company

20:55

um that continuing education people say

20:58

continuing education but what does that

20:59

mean

21:00

right you know uh two two webinars you

21:03

know two webinars a year two webinars a

21:05

month i mean

21:06

we're doing it every week um with our

21:09

cctg

21:10

audience through the naclb um uh

21:13

jenna any any same question i always ask

21:16

to everybody here what would be your

21:17

words of advice for people

21:19

looking at cctg that haven't committed

21:21

yet but from an naclb perspective

21:23

sure um i think the naclb

21:27

represents cctg's

21:30

willingness and ability to address

21:34

what the you know landscape of the

21:37

commercial loan broker industry needs so

21:39

it's not something where we'll just

21:41

train you and then

21:42

send you off and say goodbye good luck

21:45

we

21:45

really focus on you know making sure

21:48

that

21:49

we have materials that you can use we

21:51

have the association to support you

21:53

um and another good example of that is

21:55

we

21:56

you know really listened to the industry

21:58

and we created the deal maker magazine

22:00

where that you know there's factoring

22:03

magazines equipment magazines everything

22:04

like that but there wasn't something

22:06

that was diversified for

22:08

our brokers who go through the program

22:10

so

22:11

that's i think it's just a really great

22:13

example of how

22:14

you know chris and the rest of us here

22:17

really try to make sure that

22:18

we're thinking always like what's the

22:20

next thing that we can do for our

22:21

graduates not just

22:23

all right we're going to let you leave

22:24

the nest and that's it

22:26

so you know you have great support with

22:28

our cctg staff but i just feel like

22:30

you know taking into consideration the

22:32

conference that expands so much it goes

22:34

beyond just the support and it provides

22:37

continuing education

22:38

new avenues for lender relationships and

22:41

everything like that

22:42

so yeah i think you know i can't believe

22:43

i missed that point

22:45

um the deal maker so those who don't

22:47

know we we actually

22:48

also created the industry's only trade

22:51

magazine for diversified commercial

22:53

owned brokers called the deal

22:54

maker which is you know a publication

22:55

that naclb produces

22:57

but um it's really for all our graduates

23:00

and and graduates can be featured and

23:02

they're encouraged to to contribute and

23:05

so dealmaker yeah it's

23:06

that's a big deal i think i think what

23:08

it jenna what you're trying to say

23:10

in a in a quick sentence is that we're

23:12

not complacent here we're always trying

23:14

to

23:14

improve the experience of um

23:17

people that we put through and and uh

23:21

that are in our family now as we say so

23:23

that's a great point

23:24

christina any last words of wisdom

23:27

yeah i mean absolutely i think

23:30

if you don't choose to go to the nacl

23:33

you're kind of cutting yourself short

23:34

of what you could be doing to to help

23:37

yourself and to help your business and

23:39

even if they're not choosing to go to

23:40

cctg you're cutting yourself short right

23:42

right let's talk about that

23:45

no i definitely think if you're

23:48

committing to cctg and

23:50

you know taking that next step to to

23:53

creating a new business for yourself and

23:54

to creating a new business for your

23:56

family

23:57

um it would be smart to to consider

24:00

going to the naclb and working with the

24:02

new lenders who you aren't familiar with

24:04

yet

24:04

and you know like jenna said we had a

24:07

year where we didn't get to meet our

24:09

students

24:10

face-to-face for that year so it also

24:12

gives all of us a really great

24:14

opportunity

24:15

to meet you guys as well um into to

24:18

network with you

24:19

and to educate you further and to just

24:23

make those connections that maybe you

24:24

didn't have before um

24:26

that may prove to be very valuable to

24:29

you

24:29

yeah yeah that's a great point that's a

24:31

great point you know

24:32

and it just like if i'm somebody looking

24:35

at cctg

24:37

and comparing other training companies

24:39

it's it's almost like that christmas

24:40

present that was left behind a tree that

24:42

you find like later at night you know

24:44

what i mean

24:44

so so yeah you look by and you're like

24:47

wow i get

24:48

this wow there's one more thing you know

24:50

what i mean

24:51

and that's what naclb is it's kind of

24:52

like when you discover and you're in

24:54

here and you realize the dynamic of our

24:56

organizations

24:58

um and how each organization kind of

25:00

contributes to better the industry and

25:02

you look at naclb

25:03

it's like wow you know who knew this

25:05

existed and i get the benefit of all

25:07

this

25:08

you know um by by you know starting with

25:11

cctg first so

25:13

all right um well i want to thank you

25:15

all for

25:16

contributing um and uh hopefully people

25:20

looking into this

25:20

have a little more clarity and maybe

25:22

they'll get to meet you fine folks one

25:24

day at an actual conference

25:25

or our training so yeah yeah we're all

25:28

looking forward to it

25:29

absolutely and so i'll just mention a

25:31

couple things guys

25:32

and girls that are watching this um we

25:34

are live now

25:35

uh we've opened up our doors to in

25:37

person right christina we sure have

25:39

yeah we sure have so um cctg now

25:43

is offering both uh it's a hybrid model

25:45

so if you

25:46

if you don't if you want to learn from

25:47

home and save a little bit of money

25:49

in terms of hotel and airfare you could

25:51

learn online like have we've been doing

25:52

for the last

25:53

14 months now we'd like to think we've

25:55

perfected it

25:56

or you could attend here in person

25:57

because what happens is when you attend

25:59

training

26:00

here in person uh we'd love to have you

26:02

we also running

26:04

running an online format simultaneously

26:06

so we have a

26:07

whole sophisticated camera system here

26:09

in the room

26:10

and so you could see everybody interact

26:12

and hear everybody interact so

26:14

uh we offer each option now moving

26:16

forward so

26:17

um i think that's about it uh guys i

26:20

want to thank you again

26:21

for being here and uh providing some

26:23

clarity and

26:25

uh also guys if check us out on our

26:27

youtube channel commercial capital

26:28

training group make sure you subscribe

26:30

and you can download our app as well uh

26:33

for android or iphone

26:34

and um uh in fact i had to redownload it

26:37

the other day because i

26:39

i dropped my uh phone in in the water so

26:42

i had to re-download apps and i forgot

26:44

how cool the

26:45

cctg app was but make sure you download

26:47

that and hopefully i'll get the pleasure

26:49

of meeting you someday

26:51

thank you very much everybody

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.  
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