

# Pinch Hitting

## *in the Big Leagues*

By Bill Bathe  
October, 2014

One of the hardest things to do in the major leagues is come off the bench and produce a base hit when called upon. Well, that was exactly my responsibility when I played for the San Francisco Giants.

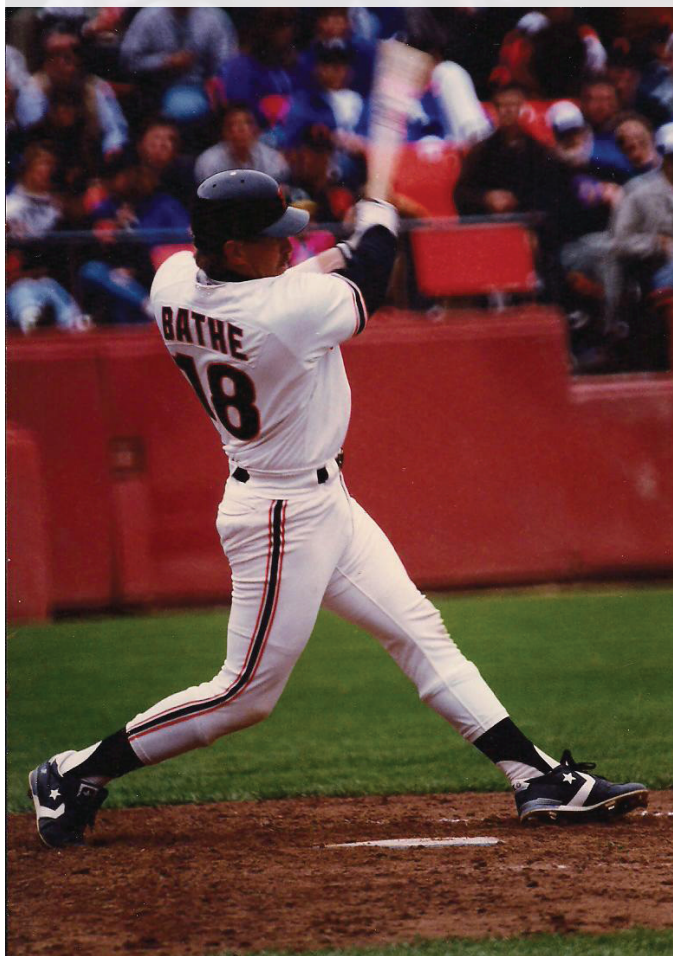
If you have ever been to Candlestick Park, you know that the chilly winds coming off the ocean enter the stadium like the air you feel when you open the freezer. It gets your attention! And trying to stay warm and limber ready to hit can sometimes be challenging. It involved running sprints in the runway leading to the locker room to stay loose. It required stretching and deep breathing. The bottom line, be ready to hit when called upon.

In 1990 I was called upon a lot and was the key pinch hitter when the game was on the line. I wouldn't have it any other way. Put the game in my hands. And in 1990 I hit 3 pinch-hit home runs to help us win games. I also left the Cincinnati Reds on the field with a pinch hit base hit to win the ball game. What a feeling. I wish everyone could experience this feeling. Early on in my career, being a pinch hitter would upset me. Why? Because I thought I should be starting every game and playing on an everyday basis. However, this was unrealistic. I learned as I matured to relish the opportunity to pinch hit. Why? Because I realized I was a part of something bigger; a team. And I was an integral part of that team that needed me when my name was called. I guess as we get older we realize how important it is to rely on other teammates. How important it is to allow your teammates to pick you up when you need it.

If you think about it, pinch hitting is being ready to step in and lend assistance. In other words, come in and deliver and pick the team up. I thrived on it and enjoyed it. And in the CMBS world, there are many similarities. Let's take a look.

You have a loan that is getting ready to mature or you have a loan where you don't know how you are going to make it work. That is where we come in (a pinch hitter) to lend assistance and pick you up. We offer those pinch hitters that can take your situation and let you know how to help yourself. Or how to get in a better situation that benefits you!

You're sitting at your desk and stressing over your upcoming maturity, you have lost some of your tenants in your business complex, or your property has lost its value. You know you won't be able to pay the loan off at maturity. Yikes, now what?



This is where you call on a pinch hitter to advocate and lend a hand. 1st Service Solutions is just that, a solution to your problem and we have the pinch hitters to win that ball game for you. I may have pinch hit in many big league ballparks, but none is more satisfying than being able to advocate for you by being on your side. We have solutions for every situation.

I would love to hear about your concerns or questions. And even if you want to just talk baseball, let me pinch hit for you. And just like that 3 run home run in game 3, let's hit it out of the park!