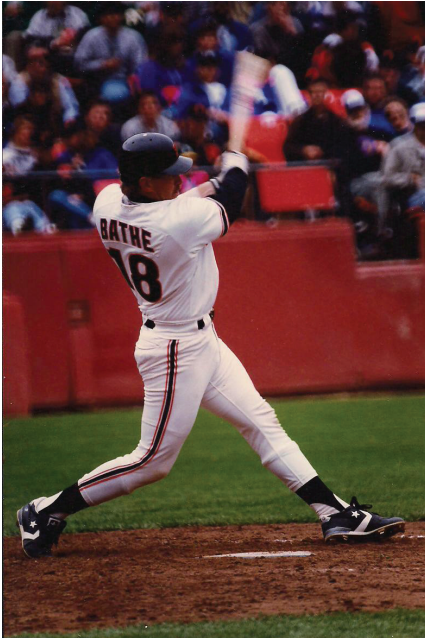


Making it to the Top *Takes a Team*

By Bill Bathe
October, 2014



Growing up as a child all I could think about was playing baseball. From the time I could pick up a bat and a ball, game on! At the time all I could focus on was my own thoughts and my own little world. It would take me a lot of time (well into adulthood) to realize that there were a lot of people who helped me get to the top.

Sure, I could say that it required my own dedication and my own work to realize my dream, but when I look back, it is clear there were a lot of people who were out on the field throwing me batting practice and a lot of coaches who took the time out of their day to give me advice or direction.

Let me take to my moment at the top of the world when "time stood still" for me. It was game 3 of the 1989 world series; I was up to bat and the count was 1-0. My bat struck the ball and I watched the ball sail out of the ballpark for a homerun. During my trot around the bases, all I could think about was that exact

moment I was in and man, did I enjoy it! I realized I had worked hard and lived my whole life for that one moment in time!

When I look back now, I realize that without certain key people in my life, that moment would not have existed. It took trusting the people around me who gave me advice. It took trusting that the coaches on my team really knew what they were talking about. Isn't it funny how much life in general sometimes parallels this type of moment? It's really no different in all aspects of life; trusting people around you to help you achieve your dreams.

Real estate is the same way. And that is why I joined the team of 1st Service Solutions. I believe in them and have watched them help so many folks who trusted them. And the results speak for themselves. You bet it takes a team to be at the top! And it takes courage to seek advice and make decisions but that is why you rely on a team of trusted

people. In the arena of CMBS loans, stepping up to the plate and allowing a team to advocate and help you through the process is like having your own personal coach to walk you through and coach you through the landmines that exist.

I wish I would have had my own personal coach when I was trying to make it to the big leagues. With 1st Service Solutions you have a whole team of coaches who will assist you every step of the way. They are professional and accomplished and this is why I joined their team.

Let me help walk you through your CMBS loan restructure and let's hit a homerun together. Remember, it takes a team to stay on top. I hope to hear from you.

