



PIT CREW

By Steve Banegas

The NASCAR series, the Indianapolis 500, Formula racing...all very exciting events in the sport of auto racing! If you asked the average person who is the most important to the success of a race, you would most likely hear the race car driver. Yet, the race car driver would likely tell you it is his Pit Crew. The driver's pit crew can make or break the race outcome.

The pit crew has to change the tires, check the engine and windshield and do everything to ensure the car is in good order for the driver and they have to do all that in 15 seconds or less! If the pit crew takes more than 15 seconds, the driver could lose the race!

So, it takes not only a great race car driver who is on top of his (or her) game that day, but it also takes a pit crew that has the right experience, is fast on their feet, can make quick decisions, works as a team, and more than anything understands the needs of the driver! Can you imagine what would happen if Jeff Gordon had someone changing his tires who had only changed a few tires before?

The same holds true for a commercial real estate owner. You need a borrower advocate as your pit crew with the same kind of experience! Don't settle for one that has only been doing this for a few years!!