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Michael Mikhail, Stratton Equities

“I set out to create a business that had the largest library of private money loan programs under one roof”

What is your greatest professional accomplishment?

Launching Stratton Equities as whole. The greatest professional accomplishment thus far would be starting the business with \$1000 borrowed investment and grossing \$1M in the first six months.

How do you contribute to your company and/or the industry?

My biggest goal with Stratton Equities was to develop a business that was different from anything else in the industry. One of the reasons the company is successful is because we operate different than anyone else; we know how to intake loans, we focus on probing and then structuring a loan. Disrupting the industry was always the plan and I set out to create a business that had the largest library of private money loan programs under one roof. I contribute to the industry by giving back with the knowledge I've learned through educational efforts. I'm passionate about speaking about the changes in the industry, educating other loan officers on the latest programs, and showing mortgage professionals how they can pivot and succeed.

Who or what has been the strongest influence in your career?

Hitting rock bottom and being dead broke. I've seen so many people around me who are too scared to hit rock bottom and for me it was the most eye-opening experience. It's like taking a ball and dropping it in the ocean, the deeper it goes – the more momentum it has to come up. It was that hunger, drive, and need to lift myself up and become something that made me into the entrepreneur I am today.

Tell us how and when you began your career in the profession you are in, about your current position and why you choose the field/profession you are in today?

For over 20 years, I've been involved in the real estate market in one way or another, purchasing my first investment property at 19 utilizing hard money. Before Stratton Equities, I was a serial entrepreneur with a slew of small businesses from; a car wash connected to a gym, being a personal trainer, and then officially joining the mortgage industry in 2003. After traveling

Michael Mikhail

CEO

Years with company/firm: 4

Years in field: 20

Years in real estate industry: 20



to 19 countries in five years, I knew two things; I wanted to start my own business and launch it in the United States. I knew that moving back to the states was the best place I could start something small

and grow it into something infinite. I began purchasing investment properties and transforming my life as a prolific real estate investor. In 2017, I noticed how the mortgage industry had transformed after

the regulations presented from 2008-2012, and knew it was time to set out something on my own and created Stratton Equities.

What unique qualities and or personality do you feel makes you most successful in your profession?

The ability to negotiate everything. I negotiate every dollar I spend as it forces me to make an honest decision with my money versus throwing money randomly at problems (like I see with other companies). I also do not sign long term contracts with anybody for any service,

because when someone can truly deliver a quality service and value - there is no need to lock someone in. Loyalty comes when the quality and the value are consistent.

What challenges and or obstacles do you feel you needed to overcome to become as successful as you are today?

Making the changes and focus to accomplish a goal as fast as possible. 1. Stay Focused on One Thing and Do it Well 2. Sacrifice – nothing great happens without sacrifice. 3. Get things done without distractions. **MAREJ**

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