

A thank you note from Steve to the broker community

Back in 1996 when Diamond Financial was first established, I could never have imagined a day like today. I remember assuring my wife and family that it would take no more than 9 months before I would see a paycheck from my new business venture. I also promised to be able to pay our personal bills from places other than savings within 1 year. Fast forward 2 years and just a few months from missing a mortgage payment and welcoming a new baby, I closed my first loan and received my first client thank you letter. That did it for me and I was hooked. Just FYI, I made very little profit on that transaction, but the feeling overwhelmed me. Since that day I have compiled too many thank you letters to count, and they still mean the world to me as a reminder of why I did what I did for so many years.

This community pulls you in. Once I began traveling and volunteering more frequently, I quickly understood it was all about helping others and sharing your expertise. I realized that many of the most successful brokers in the county seemed committed to the next generation of brokers and the growth of this industry. The more successful they were, the more they contributed to this community. I immediately wanted to be included in that club as service has been a staple of mine since the 80's.

This industry has provided everything I could have ever asked for and so much more. It provided a wonderful life while allowing me the opportunity to enjoy the appreciation of others as I helped them improve their financial positions, close transactions, or just help structure a deal.

I want to thank this community and all the wonderful people I've had the honor of serving with, your relationship means the world to me. Please know how grateful I am for your commitment to this industry and for setting the bar for others to attempt to reach. With too many specific names to list, a shoutout to all who lead as example and dedicate their time and talents to helping others, you know who you are and I am very thankful for knowing you.

Steve Mariani, Car builder