

# **Hard Money Bankers**

**Michael W. Hudson**

## **Business Loans Are Easy. . .If You Know the Secrets** Alan Jewells, 2012-05-31

Introduction It has been my experience that in almost every walk of life, there are, for want of a better word SECRETS. There are secrets to business, secrets to health, secrets to developing real estate, secrets to wine making you name it. The purpose of this book is to share with you the secrets and tricks of the trade that I have learned regarding small business loans. These tricks are not grand illusions or mysteries. They are not difficult to understand. They are, like almost all secrets, simple formulas, procedure and principles that if followed, will elevate your success. Business owners have a quality about them which is unlike other individuals, whom do not aspire to own a business. In working with entrepreneurs for over two decades, I have found they literally have a sense of magic about them. The ability to win success, lose it, and win it again; the ability to have vision and see beyond others in an industry; and the ability to focus with intention and purpose unlike spouses, friends, or associates that may be around them. Thus, the purpose of this book is to help business owners make their magic happen. They are the soul of the economy. I have been in banking and lending for 23 years. The bulk of my career has been working with small business owners who are seeking commercial credit. During this time, I have realized that I have spent the majority of my time answering questions about the start-to-finish process of business loans. It doesn't matter if I am talking to a client, real estate agent, business broker, mortgage loan broker, etc. Always, the majority of the conversation is focused on the details and how to succeed in the process. The purpose of this book is to answer 90% of these questions. Neither this, nor any book, will be able to give 100% of the

answers. The commercial lending industry is always changing and in many ways is subjective in how items are considered for a loan. But, I promise that this book will provide you a solid foundation to move forward in the loan process. This book is an attempt to make the process easy to understand, and at the same time provide a sufficient guide to walk you through every step. It is being written in plain English, like I was sitting across the table from you. I am intentionally trying to avoid terms which only bankers will understand, and I am intentionally not going into details which you will not need to be concerned with. I am also writing this book in a brief version that could be read in a weekend. I know your time is money, and I don't want to waste it. This book is not written, however, as a guide for larger loan transaction (those over \$10 million). The focus of this book is to aid small business owners and the professionals that serve them. Also, it is intended to be an aid, but not a Band-Aid. In other words, don't try to use this book to cover up problems or deceive lenders. Deception or fraud to lenders is the worst thing you can do. It will waste everyone's time, and could place you in a position which you will regret later. The best thing to do is always be of full disclosure. Find the right loan program, find the right lender, complete the paperwork, and move on to success. It can be as easy as 1, 2, 3 Lending is an art, and this is my interpretation. Borrowers are encouraged to look at all options and available sources. In my quest to be a productive member of the lending and business community, I am genuinely hopeful that this book will be beneficial for you, with these intentions in mind. The greatest moments of my career are when I witness clients succeeding in their business. Be focused. Be successful.

**Other People's Money** Sharon Ann Murphy, 2017-03-15 How the contentious world of

nineteenth-century banking shaped the United States. Pieces of paper that claimed to be good for two dollars upon redemption at a distant bank. Foreign coins that fluctuated in value from town to town. Stock certificates issued by turnpike or canal companies—worth something . . . or perhaps nothing. IOUs from farmers or tradesmen, passed around by people who could not know the person who first issued them. Money and banking in antebellum America offered a glaring example of free-market capitalism run amok—unregulated, exuberant, and heading pell-mell toward the next “panic” of burst bubbles and hard times. In *Other People’s Money*, Sharon Ann Murphy explains how banking and money worked before the federal government, spurred by the chaos of the Civil War, created the national system of US paper currency. Murphy traces the evolution of banking in America from the founding of the nation, when politicians debated the constitutionality of chartering a national bank, to Andrew Jackson’s role in the Bank War of the early 1830s, to the problems of financing a large-scale war. She reveals how, ultimately, the monetary and banking structures that emerged from the Civil War also provided the basis for our modern financial system, from its formation under the Federal Reserve in 1913 to the present. Touching on the significant role that numerous historical figures played in shaping American banking—including Alexander Hamilton, James Madison, Benjamin Franklin, Henry Clay, Daniel Webster, and Louis Brandeis—*Other People’s Money* is an engaging guide to the heated political fights that surrounded banking in early America as well as to the economic causes and consequences of the financial system that emerged from the turmoil. By helping readers understand the financial history of this period and the way banking shaped the society in which ordinary Americans lived and worked, this book

broadens and deepens our knowledge of the Early American Republic.

**The Banker's Code** George Antone, 2012 The Banker's Code is the story of a brilliant scientist and thinker who shares with the author - and with you - incredible financial secrets passed down through generations. It's a story that chronicles the most powerful wealth-building strategies known to man, lessons that are the basis of banking. You'll be introduced to a whole new way of building wealth that some of the wealthiest families in the world have used, and are still using. Be the banker! George Antone is the one financial author that has the unique ability to sift through massive technical information and present the reader with lapidary nuggets of wealth-building wisdom.

**History of Money and Banking in the United States: The Colonial Era to World War II**, A Murray Newton Rothbard, 2002

**Getting a Business Loan** Ty Kiisel, 2013-11-27 Every day, Main Street businesses wrestle with the challenge of finding the cash to finance growth or use as working capital. The local banker often wants a credit score of 720, three or more years in business, and a fat savings account. No wonder local bankers approve only 10% of loan applications. Getting a Business Loan: Financing Your Main Street Business shares something your local banker might not want you to know—small business owners have options. And this book describes those alternative lending sources in detail, as well as traditional sources of funding like banks and credit unions. Half of all business startups don't make past their fifth birthday—and often because they can't find the financing required to sustain their operations. Whether you own a small restaurant, a bicycle shop, a hardware store, a small manufacturing company, or a service business, Getting a Business Loan offers easy-to-

understand descriptions of loan options that can keep you going, as well as practical advice on where to look for money and how to apply. What would you do with an extra \$40,000? Expand your restaurant? Hire a new employee to fulfill a new contract? Buy a needed piece of equipment? Getting a Business Loan will: Detail how bankers look at you and your loan application Explain the menu of non-bank financing options available to business owners, like asset-based lending, factoring, merchant cash advance, local “hard money,” and more Show how to locate potential lenders via the Internet and other means Show how to prepare before you visit the lender or fill out an application Main Street businesses aren’t limited by the local bank’s footprint any more. There are people and institutions all across the country that lend money to small business owners. If you want to find the money you need to strengthen and expand your business, Getting a Business Loan will show you how.

**The Production of Money** Ann Pettifor, 2017-03-28 What is money, where does it come from, and who controls it? In this accessible, brilliantly argued book, leading political economist Ann Pettifor explains in straightforward terms history’s most misunderstood invention: the money system. Pettifor argues that democracies can, and indeed must, reclaim control over money production and restrain the out-of-control finance sector so that it serves the interests of society, as well as the needs of the ecosystem. The Production of Money examines and assesses popular alternative debates on, and innovations in, money, such as “green QE” and “helicopter money.” She sets out the possibility of linking the money in our pockets (or on our smartphones) to the improvements we want to see in the world around us.

**How to Get the Best Home Loan** W. Frazier Bell, 2002-03-14 Save Time and Money-

and Get the Loan That's Right for You Ever-changing mortgage guidelines . . . confusing financial forms . . . if you're buying or refinancing a home, you know all too well how overwhelming and intimidating the mortgage process can be. This revised edition of *How to Get the Best Home Loan* guides you through all the critical issues and demystifies the mechanics of mortgage lending—everything from disclosures and fees to closing costs, points, and making payments. Longtime mortgage banking industry insider and former realtor W. Frazier Bell helps you sidestep the risks of financing a mortgage and sheds light on many unknown aspects that keep borrowers from making intelligent, money-saving decisions. Written in clear, simple language, this comprehensive Second Edition features new information on desktop underwriting, merged credit reports, and using the Internet, as well as updated sections on verifications, qualifying, and loan types. Bell gives you hands-on access to his hard-won experience, providing the tools you need to:

- \* Understand why lenders do the things they do
- \* Learn what to look for when comparing loans and lenders
- \* Head off potential problems and expensive mistakes
- \* Navigate FRMs, ARMs, FHAs, GEMs, and TILs
- \* Know why certain loans may be better for you than others
- \* Save yourself hundreds, even thousands, of dollars

Packed with real-life examples, sample forms, and proven advice, *How to Get the Best Home Loan, Second Edition* will ensure that you get the right loan, at the right price, from the right lender.

**Making The Yield** Salvatore M. Buscemi, 2014-08-19 Finally! Everything you need to know to become a remarkably successful hard money lender in real estate—by an acknowledged leader in the field. Are you looking for a lucrative career in hard money lending in real estate? Are you fed up investing in overpriced stocks or working for someone

else? Have you considered entering the real estate field but don't want to be a landlord? Do you long for the financial rewards and independence that are the rewards of creating and managing your own successful real estate investment fund? Then the landmark new book, *Making the Yield: Real Estate Hard Money Lending Uncovered*, by Salvatore M. Buscemi is an absolute must read! In straightforward, inviting language, he tells you everything you need to know—from how to create the fund and attract qualified investors to how to select builders and others to lend to, choose sound investment properties, structure risk away from you and your investors, manage the fund, and time the closing of the fund to reap maximum profits for you and your investors. With the author's expert step-by-step guidance, you'll be able to establish your initial fund and begin to build a track record of success that will allow you to grow into the kind of confident, successful fund manager that investors search for and trust with their money.

*The Great Banking Scam - Is the American Banking System Stealing Your Money?*  
Dueep Jyot Singh, John Davidson, 2016-03-20 Table of Contents Introduction The Great Credit Card Scam Interest Rates in China China Interest Rates Japanese Banking Interest Rates Japan Interest Rates UK Bank Interest Rates United Kingdom Interest Rates United States Interest Rates Middle East banking rates India Banking Rates India Interest Rates Buy Now Pay Later/Credit Cards During the Great Depression Debt Consolidation The Great Loan Scam The PayPal Interest Scam The Great Safe/Bank Locker Scam How Safe Is Your Safe? Conclusion Authors Bio Publisher Introduction I got this idea as an eye-opener about American banking processes and systems and their comparison with other systems all over the world, when I was speaking to my publisher, Mr. Davidson about the amount of interest



being paid by American banks to their account holders. When he said 0.25%. I was shocked. Literally open mouthed. For a moment I thought 25%, which was pretty high and in keeping with the prosperous state of American finances and economy as seen through the rest of the world. But when I saw the decimal point, it was – I Do Not Believe That. In America? Not even 2.5%? The rest of the world looks up to America as one of the great financial leaders of the world. However, Americans do not know that for more than 250 years, they are being regularly stolen from, by their own bankers because naturally the bankers are not going to educate them or inform them about the unethical banking practices practiced down the generations, and they have been getting away with that with impunity. This book is an eye-opener, written by an ex-banker, So Friends, Brothers, Americans, lend me thy ears, I come not to praise your banking system, but to bury it. In this book, you are going to get to know all about America's history of banking, this system's encouragement of your reliance on credit cards, depth, consolidation, mortgage system, and other practices, which you have taken for granted because your parents and their parents and their parents did that.

It's Not All about Money Hans J. Bär, 2008 In his memoir, Hans J. Baer reveals the drive and emotions behind one of the most distinguished careers in swiss banking in the twentieth century. During his almost sixty-year career as manager of the Julius Baer Group, he helped develop it into one of the largest independent wealth managers in Switzerland. When scandal involving the dormant accounts of Jews murdered in the Third Reich rocked the staid and secretive swiss banking community, Baer brought his leadership and negotiation skills to the table, ultimately helping to form the Volcker Commission. It's Not All

About Money is the extraordinary story of a high-finance insider. As the title suggests, more than even his prominent career, his devotion to music, art, and philanthropy have been central to Baer's life. He relates his interactions with the Shah of Iran, his friendship with Carnegie Hall savior Isaac Stern, and other luminaries of art and science. Baer shares his intriguing story with humor and humility.

*The Way of the Wall Street Warrior* Dave Liu, 2021-11-16 A Wall Street Insider's Guide to getting ahead in any highly competitive industry Dave learned how to win in investment banking the hard way. Now he is able to share tools that make it easier for budding bankers and other professionals to succeed. —Frank Baxter, Former CEO of Jefferies and U.S. Ambassador to Uruguay A must-read for anyone starting their career in Corporate America. Dave's book shares witty and valuable insights that would take a lifetime to learn otherwise. I highly recommend that anyone interested in advancing their career read this book. —Harry Nelis, Partner of Accel and former Goldman Sachs banker In *The Way of the Wall Street Warrior*, 25-year veteran investment banker and finance professional, Dave Liu, delivers a humorous and irreverent insider's guide to thriving on Wall Street or Main Street. Liu offers hilarious and insightful advice on everything from landing an interview to self-promotion to getting paid. In this book, you'll discover: How to get that job you always wanted Why career longevity and "success" comes from doing the least amount of work for the most pay How mastering cognitive biases and understanding human nature can help you win the rat race How to make people think you're the smartest person in the room without actually being the smartest person in the room How to make sure you do everything in your power to get paid well (or at least not get screwed too badly) How to

turn any weakness or liability into an asset to further your career

The Merchant Bankers Joseph Wechsberg, 2023-07-31 “This is a collection of casual articles about the seemingly forbidding subject of merchant banking and about some of the world’s most outstanding and venerable merchant bankers — Hambros, Barings, Warburg, in London; Mattioli in Milan; Abs in Frankfurt; Lehman Brothers in New York; and the Rothschilds in Paris and London... Joseph Wechsberg gives the history of each of these institutions, most of which remain family controlled, and he presents profiles of the men who are or have been their guiding lights, whose very character serves to distinguish each of these mysterious citadels from the other and from lesser breeds in the more understandable area of commercial banking. The most remarkable feature of this truly fascinating book is the amount of knowledge the author brings to bear upon his subject in a most unobtrusive way. The articles are rich in information and a pleasure to read.” — Kirkus “Mr. Wechsberg... has selected the names of seven merchant banks and bankers and written the story of each with a sparkling lucidity that is reminiscent of New Yorker Profiles... Mr. Wechsberg’s sketches of men and institutions make good reading.” — Saturday Review “New Yorker Correspondent Joseph Wechsberg[’s]... stories have a richness of color and some details of remarkable deals that have turned money into factories, jobs and useful products for everybody’s compound interest.” — Time Magazine

Bank Notes and Shinplasters Joshua R. Greenberg, 2020-07-10 The colorful history of paper money before the Civil War Before Civil War greenbacks and a national bank network established a uniform federal currency in the United States, the proliferation of loosely regulated banks saturated the early American republic with upwards of 10,000 unique and

legal bank notes. This number does not even include the plethora of counterfeit bills and the countless shinplasters of questionable legality issued by unregulated merchants, firms, and municipalities. Adding to the chaos was the idiosyncratic method for negotiating their value, an often manipulative face-to-face discussion consciously separated from any haggling over the price of the work, goods, or services for sale. In *Bank Notes and Shinplasters*, Joshua R. Greenberg shows how ordinary Americans accumulated and wielded the financial knowledge required to navigate interpersonal bank note transactions. Locating evidence of Americans grappling with their money in fiction, correspondence, newspapers, printed ephemera, government documents, legal cases, and even on the money itself, Greenberg argues Americans, by necessity, developed the ability to analyze the value of paper financial instruments, assess the strength of banking institutions, and even track legislative changes that might alter the rules of currency circulation. In his examination of the doodles, calculations, political screeds, and commercial stamps that ended up on bank bills, he connects the material culture of cash to financial, political, and intellectual history. The book demonstrates that the shift from state-regulated banks and private shinplaster producers to federally authorized paper money in the Civil War era led to the erasure of the skill, knowledge, and lived experience with banking that informed debates over economic policy. The end result, Greenberg writes, has been a diminished public understanding of how currency and the financial sector operate in our contemporary era, from the 2008 recession to the rise of Bitcoin.

**Banker To The Poor** Muhammad Yunus, 2007-03-31 The inspirational story of how Nobel Prize winner Muhammad Yunus invented microcredit, founded the Grameen Bank,

and transformed the fortunes of millions of poor people around the world. Muhammad Yunus was a professor of economics in Bangladesh, who realized that the most impoverished members of his community were systematically neglected by the banking system -- no one would loan them any money. Yunus conceived of a new form of banking -- microcredit -- that would offer very small loans to the poorest people without collateral, and teach them how to manage and use their loans to create successful small businesses. He founded Grameen Bank based on the belief that credit is a basic human right, not the privilege of a fortunate few, and it now provides \$24 billion of micro-loans to more than nine million families. Ninety-seven percent of its clients are women, and repayment rates are over 90 percent. Outside of Bangladesh, micro-lending programs inspired by Grameen have blossomed, and serve hundreds of millions of people around the world. The definitive history of micro-credit direct from the man that conceived of it, Banker to the Poor is the moving story of someone who dreamed of changing the world -- and did.

The Power of Borrowed Money Kola Adedokun MBA ACIB, 2018-06-29 The Power of Borrowed Money was born out of practical banking and finance experience, especially in the area of borrowing and lending. It is the summary of interactions with people across the globe in respect of the individuals experience in growing credit and debt problems. The book was written in simple words to gain maximum insight into lending and borrowing methods with optimal benefits for both the lender and the borrower in the formal and informal sectors. It provided sound knowledge on how to save breath on the darts of unnecessary debts emanating from all angles in the present time. The methods of settling overdue loan and raising cheap funds to cushion the effects of hard times and solve the

problem of cash flow were discussed. It supported the wisdom in taking credit to increase investment assets. It also exposed the risks involved in increasing debt to acquire liability assets. The book clearly highlighted the humbling and easy ways to break the yoke of debt before it breaks those who are entangled in it. The self-explanatory action points at the end of each chapter are to safeguard everyone from unnecessary debts and its negative effects.

*Young Money* Kevin Roose, 2014-02-18 Becoming a young Wall Street banker is like pledging the world's most lucrative and soul-crushing fraternity. Every year, thousands of eager college graduates are hired by the world's financial giants, where they're taught the secrets of making obscene amounts of money-- as well as how to dress, talk, date, drink, and schmooze like real financiers. **YOUNG MONEY** Inside the Hidden World of Wall Street's Post-Crash Recruits **YOUNG MONEY** is the inside story of this well-guarded world. Kevin Roose, New York magazine business writer and author of the critically acclaimed *The Unlikely Disciple*, spent more than three years shadowing eight entry-level workers at Goldman Sachs, Bank of America Merrill Lynch, and other leading investment firms. Roose chronicled their triumphs and disappointments, their million-dollar trades and runaway Excel spreadsheets, and got an unprecedented (and unauthorized) glimpse of the financial world's initiation process. Roose's young bankers are exposed to the exhausting workloads, huge bonuses, and recreational drugs that have always characterized Wall Street life. But they experience something new, too: an industry forever changed by the massive financial collapse of 2008. And as they get their Wall Street educations, they face hard questions about morality, prestige, and the value of their work. **YOUNG MONEY** is more than an exposé of excess; it's the story of how the financial crisis changed a generation-and remade

Wall Street from the bottom up.

The Bankers Martin Mayer,1976

**Other People's Money, and how the Bankers Use it** Louis Dembitz Brandeis,1932

*Code Red* John Mauldin,Jonathan Tepper,2013-10-28 Wall Street Journal Bestseller

Valuable insights on monetary policies, their impact on your financial future, and how to protect against them Written by the New York Times bestselling author team of John Mauldin and Jonathan Tepper, *Code Red* spills the beans on the central banks in the U.S., U.K., E.U., and Japan and how they've rigged the game against the average saver and investor. More importantly, it shows you how to protect your hard-earned cash from the bankers' disastrous monetary policies and how to come out a winner in the irresponsible game of chicken they're playing with the global financial system. From quantitative easing to zero interest rate policies, ZIRP to the impending currency wars, runaway inflation to GDP targeting, authors Mauldin and Tepper achieve the impossible by not only explaining global monetary policy and its consequences in plain English, but also making it compelling reading. Outlines time-tested strategies for surviving and thriving in these tumultuous times Addresses how issues such as quantitative easing, financial repression, currency wars, bubble economies, and inflation impact our everyday lives as well as our financial future Written by a team of bestselling authors and experts in this dynamic field How did we get here and where are we headed? What can you do to insulate yourself against, and profit from, economic upheaval and secure your financial future? Find out in *Code Red*.

**The Monster** Michael W. Hudson,2010-10-26 Who killed the economy? A page-turning, true-crime exposé of the subprime salesmen and Wall Street alchemists who produced the

biggest financial scandal in American history It's hard to have a guilty conscience if you don't have a conscience. Anything that benefited production - that benefited me and benefited my wallet - I'd do it. The sales force at Ameriquest Mortgage took this philosophy to heart. They watched the Hollywood white-collar-crime flick Boiler Room as a training tape, studying how to pitch overpriced deals to unsuspecting home owners. They learned how to forge signatures on mortgage paperwork and create fake documents in cut-and-paste operations they dubbed The Lab or The Art Department. In this stunning narrative, award-winning reporter Michael W. Hudson reveals the story of the rise and fall of the subprime mortgage business by chronicling the rise and fall of two corporate empires: Ameriquest and Lehman Brothers. As the biggest subprime lender and Wall Street's biggest patron of subprime, Ameriquest and Lehman did more than any other institutions to create the feeding frenzy that emboldened mortgage pros to flood the nation with high-risk, high-profit home loans. It's a tale populated by a remarkable cast of the characters: a shadowy billionaire who created the subprime industry out of the ashes of the 1980s S&L scandal; Wall Street executives with an insatiable desire for product; struggling home owners ensnared in the most ingenious of traps; lawyers and investigators who tried to expose the fraud; politicians and bureaucrats who turned a blind eye; and, most of all, the drug-snorting, high-living salesmen who tell all about the money they made, the lies they told, the deals they closed. Provocative and gripping, The Monster is a searing exposé of the bottom-feeding fraud and top-down greed that fueled the financial collapse.



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### **Hard Money Bankers Introduction**

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