(Mr. Tenkey's Tips # 517)

March 15, 2021



Dear Management: Do you have a lot of "extra management" in your mortgage company?  
  
No judgement... it's just a question.  
  
But, from what I've seen... it can get to where no one knows who the leaders are, as they all have such fancy titles.  
  
And, at least acknowledge the effect on the amount of pie, you and other ownership are going to enjoy.  
  
Those "manager's" efforts, will require slivers of pie being apportioned to them.  
  
How much? Well, that's up to your negotiation skills.  
  
But from what I've seen... it's generally been more than it needs to be.  
  
ESPECIALLY when it doesn't correspond... to giving you up slivers of accountability and leadership responsibility in exchange.  
  
Generally the formula should be 1 sliver of responsibility, to you enjoying two relaxing days on a beach somewhere... or something like that.  
  
But if you're working the same amount of time, holding onto the same responsibility... AND feeding more leadership... with the same pie?  
  
That my friends...  
  
Is what they call, diminishing rates of return.  
  
So be careful to have managers that WARRANT their title... and are accountable to earn what it demands.  
  
That's all.  
  
(More blog posts or buying my book @ www.mrtenkey.com)