

odm Executive of the Month

FOCUSED ON CREATING AND PROVIDING FINANCING SOLUTIONS TO PROPERTY AND BUSINESS OWNERS

Vipin Thakral of T&T Commercial Capital, LLC assists his clients in achieving the American Dream

Vipin Thakral

QUEENS VILLAGE, NY His high school yearbook quote read, "If you have tried to do something and failed, you are vastly better off than if you had tried to do nothing and succeeded." This is the mantra that Vipin Thakral, MBA, CPA and chief operating officer/owner of T&T Commercial Capital, LLC has lived by. Thakral is an avid sports fan with a special love for baseball and a diehard fan of the Houston Astros. "In baseball, even if you fail seven out of ten times, there will be a space reserved for you at the Hall of Fame in Cooperstown," he said. He recently attended the 2005 World Series and yes, he attended game three, which was the longest World Series game of all time. "They (Houston) may have lost the World Series, but the players overachieved all year and they gave it their best shot," he said.

He places a huge emphasis on family and is a devoted husband to his wife Karen and a dedicated father to his two children AJ and Justin. "I owe everything that I have accomplished to my wife, my mother and of course my father," he said and the gratitude was evident from his smile and excitement.

His astonishing success in the financial world has spanned various organizations and industries. Thakral was born in India and moved to the United States when he was four years old. He only has positive comments about living in the United States of America. "When you have lived in or visited a third world country, you tend to appreciate a lot more of what this country offers," he said.

"My father actually came to this country with \$100 when he was in his mid thirties and he could not have accomplished as much in any other country in the world," he passionately explained. Within 15 years of moving to the United States, Thakral Sr. was appointed

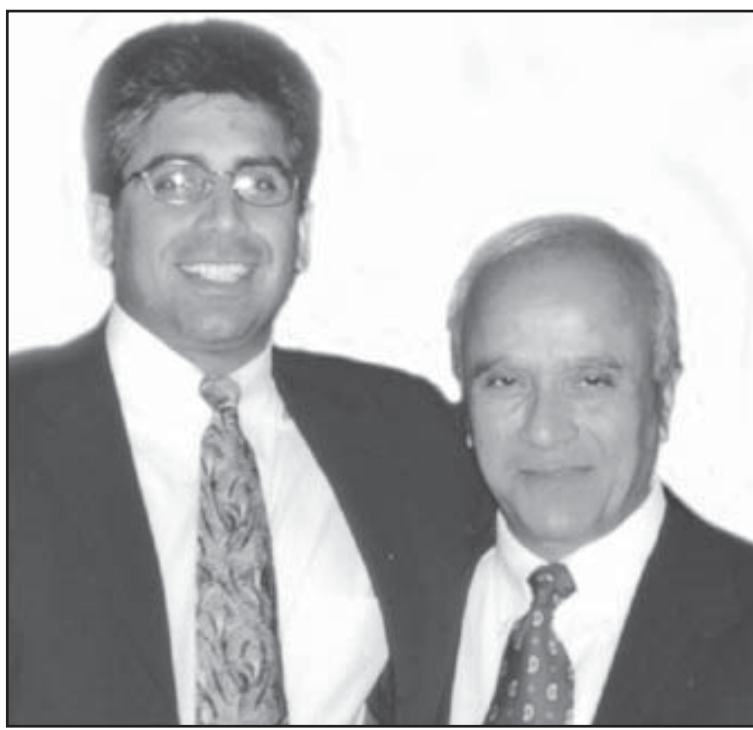


Vipin with his wife Karen

chief financial officer at Kings County Hospital, the largest public Hospital in New York. However, he also had a knack for real estate, which occupied most of his weekends and this intrigued Thakral. Even though he was always involved in sports related activities throughout high school, he often made time to accompany his father on his weekend real estate excursions. "I watched him, how he handled tenants, property owners and how much importance he placed upon detail. He documented everything. If he had a conversation with the owner of a property that he wanted to buy, he made sure that he had detailed notes from the meeting," Thakral said. However, Thakral was only given a taste because his parents always stressed the importance of education. Thakral added, "Even though I was an A student, my mother and father made sure that education was the number one priority. I often offered to help my father manage his real estate ventures but somehow the conversation always gravitated towards college."

Thakral headed to college in 1985 at the State University of New York at Albany, where he earned a BS in Business Administration, majoring in Finance and Management Information Systems. "Albany had a great business school at an affordable price and I could easily come home on weekends to see my Mom and of course catch up with my Dad on his latest real estate ventures," said Thakral. During the summer of his junior year, he owned and operated a T-shirt store in a small shopping center owned by his father and located in the Hamptons. "While my friends were interning in New York City making copies and attending happy hour, I was working eighty hours a week selling my products, negotiating deals with decal and T-shirt companies and dealing with the hardest customers in the country," he said with a smile on his face. "I had to sell the business in the early fall because I had a year of school left, but the experience that I gained will stay with me for a lifetime," he added.

After graduation, he also began his career in healthcare finance as a budget analyst and over the next seven years ultimately rose to the level of financial controller while obtaining his Masters of Business Administration (MBA) with a concentration in Accounting from Hofstra University. "At this point, I seriously thought I was ready to



Vipin with his father JD

join my father and become a true businessman and my father agreed," he said. However, the "Big 5" Accounting firms were also courting Thakral. "I was probably at the biggest crossroad in my career and they made it difficult to say no. During the interview process, I was extremely impressed with the financial knowledge and sophistication of managers and partners at these organizations and adding the three letters CPA after my name was tempting," Thakral said.

In 1997, Thakral took a position with PricewaterhouseCoopers (PWC) and in a short time was one of the top audit and business advisory services managers in New York. He scored in the 95th percentile on the Certified Public Accountants (CPA) Exam and was awarded his CPA license in early 2000.

In 1999, he married Karen and they moved into their present home in Dix Hills, Long Island. His wife is also a well-educated woman with a Masters Degree in Physical Therapy and Health Sciences. "Karen is the CEO of our family. She has always been supportive of my career goals and I am very lucky to have her in my life," he said.

After four years at PWC, he was offered the position of chief financial officer at the Long Island State Veterans Home located at Stony Brook University, which is a 350 bed long-term care facility for United States Veterans of War. He said, "After all this country has provided for me and my family, I

felt that it was my time and duty to give back and assist the frail elderly Veterans who have courageously protected this country and its citizens."

In late 2003, Thakral now 35 and at the top of his game, finally decided to join his father in the business venture he had dreamed about many years ago. He had acquired a wealth of knowledge and business contacts throughout his career and his confidence was at an all time high. "I finally felt as though it was time to put 100% of my time and efforts into my own business and my Partner had thirty plus years experience in the real estate industry," said Thakral.

Along with his father, J.D. Thakral, they founded T&T Commercial Capital, LLC, a commercial real estate financial advisory

company that is highly focused on creating and providing financing solutions to property owners and business owners. Utilizing their background as CPA's, MBA's, property owners and property managers, J.D. and Vipin possess the unique expertise in educating and guiding their clients through the entire commercial mortgage process, which clearly separates T&T from its competitors. "I can never fully understand why someone would purchase real estate without the assistance of a financial expert that owns commercial real estate," said Thakral. In approximately two years, they have achieved astronomical success. Their success is clearly evident by the recent transactions for which they have arranged financing.

T&T has assisted its clients in obtaining financing for a broad range of properties including hotels, motels, gas stations, self-storage, places of worship, healthcare, investment and owner occupied businesses. "The beauty is that we pay attention to details because we have the knowledge and experience. I have seen so many organizations claim that they are commercial mortgage experts when they possess a limited financial and operational knowledge and they have never owned or managed any commercial real estate."

T&T recently added Ranjit Bhandari, business development officer to their staff and his experience includes running and promoting The Caesar Park Hotels & Resorts and The Algonquin Hotel. "We continue to add the proper qualified staff to support our client's needs and our growth," Thakral said.

"I enjoy my work because I am ultimately assisting my clients in achieving the American Dream," he concluded.



Vipin with his two sons