



2019 Ones to Watch: Jonathan Lewis, JLJ Capital LLC

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Name: Jonathan Lewis

Title: CEO

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What advice can you offer to someone who is just getting started in your industry?

Find people whom you respect and ask a lot of questions. If you are lucky enough to work for one of these people, always go above and beyond what is expected. Don't expect anything in return. If you pick a good leader to follow, they will reward results. Luck is the intersection of focused hard work and time. Strive to be better and don't accept being average. Don't be afraid to make mistakes. Inaction is worse than no action. Always, have a great attitude and try to be nice to others.

How have your life experiences impacted who you are professionally?

In my teens I learned that working hard could pay dividends. As I have progressed in my life I have never been afraid to change course when needed. I have tried to align myself with respected honest people whom I admire and listen to their advice. I have not ever tried to compete with anyone but myself. My father is one of the hardest working people I have ever known. He has worked many more hours in a week than I ever have. His work ethic is something I have always admired. He practiced medicine for over 50 years.

What do you consider to be your greatest success in the past 12 months?

Over the past 12 months, we have increased our staff and closed over \$180 million in new loans that we funded. We have entered into several strategic partnerships that will allow us to lend over \$500 million without putting leverage on our loans unless we choose to.

Who or what do you attribute to your success?

Intense focus and a great work ethic. My parents always encouraged me to work hard and do the best I could. I have never tried to compare myself to others, and as a result, I only compete with myself. I always evaluate how I am performing and ask myself, "is this the best I can do?" It is very hard to not be truthful to yourself. I find that I am my greatest critic.