Ones to Watch Fall 2022: Scott Glazer, Lynx Mortgage Bank LLC, Comm'l. Div.

November 22, 2022 - Spotlights

Scott Glazer
Commercial Loan Officer

Lynx Mortgage Bank LLC, Comm'l. Div.

What recent project, transaction or accomplishment are you most proud of?

My most recent accomplishment is winning a NCAA Lacrosse National Championship with The University of Tampa. We completed the season undefeated, however, it did not come easy as we faced a tremendous amount of adversity. My experience helped me realize that the fundamentals of accountability, selflessness, and relentless hard work are the core principles I will build my commercial real estate career on.

Tell us about a mentor or role model that has influenced your career choices?

My father taught me that talent is something you have naturally, but skill is developed by hours of beating on your craft. I learned from him at a very young age that there is always going to be somebody that is better than you at what you do, but there is nobody that can outhustle you. You can control two standards: a hard work ethic and a positive attitude. As a commercial loan officer at Lynx Mortgage Bank LLC, Commercial Division, I integrate these two standards into my career daily. The bottom line: Think big, work twice as hard as everybody else, and be relentless with your vision even when others doubt you.

What 3 skills do you consider the most important to be successful in your industry?

Networking –Lynx Mortgage Bank LLC, Commercial Division has helped me gain relationships with institutional, regional, and community banks as well as private sources. Being able to create strong relationships aids in our ability to obtain better financial terms for our sponsors.

Collaboration –Teams who collaborate can grow faster, generate knowledge and benefit from the skills of others.

Perseverance –Believe in yourself, identify a goal, and keep pushing when the odds are stacked against you.