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My husband and I were in need of a small business loan to purchase an existing company. We both had notable credit, ready to run our own business and the sellers were family friends. This was a great opportunity to secure a future for our family. We thought the process of securing a SBA loan might take time but in the end it would happen.

Our first attempt (without Rich) left a bad taste in our mouth. We didn't feel like someone was working for us or had the right answers and just to get an update on progress took multiple calls. When 2017 came to an end we eventually were told that they couldn’t find a bank to give us the loan.

Then in early 2018, we were introduced to Richard Cassiano and immediately we could tell his approach was going to be different. He first put our minds at ease with his confidence in getting us a loan. He had a plan and a time-frame and knew exactly what was needed to get to the finish line. There was a lot of additional information that Rich needed but he walked us through it every step of the way. Rich worked with us closely, there was a lot of back and forth but he helped to manage all of it, so it went smoothly. Rich also has many connections within different industries which was extremely helpful when we needed to obtain a life insurance policy to use as collateral for the loan. The process had a lot of ups and downs, mostly caused by the Seller. We wound up early on needing Rich more as a personal advisor and certainly a friend. He always answered our calls, our concerns and questions with patience. His positive attitude never faltered. When we became pushy for progress, he pushed the contacts at the lending agency. He was fighting for us and alongside of us, getting results quickly.

Even at the closing, he had more information available quickly and easily within his notes then either the lawyers or the rep from the lending agency. The man is invaluable!

We had the extreme pleasure of working with Rich Cassiano and are now running our own business for the last 6 months. He might not ever know how much of a mark he has left on us, but we truly are grateful he was in OUR corner the entire ride. He's an extraordinary talent and knows his craft and every procedure inside and out. We would wholeheartedly recommend him for anyone needing financing.

Nicole & Tom Viglietta