

# Mike Smyre

## Direct Land Buyers LLC, CEO

**AGE:** 30

### **WHERE WERE YOU BORN?**

Statesville NC

### **HOW LONG HAVE YOU LIVED IN CHARLOTTE AREA?**

I've lived in Salisbury most of my life, 25 years total. Excluding college and 2 years out of the US

### **TELL US A LITTLE BIT MORE ABOUT YOU?**

I am a simple guy. I've been married to my soul mate for 7 years. We have a little baby girl who is the center of our universe. I have a wonderful relationship with God which fuels me to be more like him every day. I have an incessant God given desire to meet goals and do hard things. I enjoy endurance athletic events like ultra-marathons. That desire to do hard things has allowed me to have some fun business successes in my twenties. I have owned or partnered in a total of 7 businesses, 2 of which I exited. I currently own 3 and partner in 2 other businesses. My Wife Kristin and I own and operate a land investment business, a consulting business, and a multifamily investment business. I was raised by a single grandmother with 2 brothers. I attended Brigham Young University in my early 20's with hopes to work on Wall-Street or in Hong Kong. After having some early business success, I left school and pursued entrepreneurship fulltime. That was probably one of the hardest decisions of my life, but I look back on it and smile because it was the right one for me.

### **DURING YOUR TIME VOLUNTEERING FOR A COMMUNITY ACTIVITY OR PROJECT, WHAT IS YOUR MOST MEMORABLE MOMENT?**

There are lots of special moments. I think what most memorable thing is about serving in the community is the feelings you have while doing it. It's impossible to be unhappy while serving others. That's what keeps me going back.

### **IN YOUR OPINION, HOW DO YOU CONTRIBUTE TO THE COMMUNITY? PLEASE BE AS DETAILED AS YOU CAN.**

This is a tough one. I find it hard to talk about oneself. I would say I contribute to the community through a few different ways, primarily I volunteer 2-3 hours per week doing church service. Caring for the elderly, organizing service activities for anyone that we know who needs them. I also spent 2 straight years in Nicaragua as a Missionary serving some of the most underprivileged yet humble and happy people in the world. I was on the board of an orphanage in Haiti for 2 years. I would routinely visit, help manage the caretakers, and raise funds for it.

Secondly, I contribute to the community through my businesses. We buy and finance land. Many of those transactions are to individuals who banks will not make loans to. We provide many of them access to owning their first piece of property or first investment ever.

I have coached 50+ individuals in business, many of them gaining financial freedom through the process. Coaching is my calling here on earth. I enjoy helping others who are willing to take on the risk of business ownership avoid the potholes I hit along the way.

Lastly, I am currently working with a few partners to buy, renovate and reposition large multifamily complexes. We are beautifying the community. We've all driven past an unattractive looking apartment complex and thought to ourselves, I would hate to be the person who lives there. Those are the properties we are purchasing and renovating into properties where families can live, grow, and create memories in a peaceful and beautiful environment.

## **WHAT ARE YOUR HOBBIES OR INTEREST?**

The outdoors calls me. I enjoy doing anything outdoors. Fly fishing, spearfishing, and hunting are at the top of my hobby list. I cannot sit still during hunting season or if I know I will be fishing soon. For me, being outdoors is a primal urge and need. It fills my soul. Other than that, I enjoy exercise. I love endurance events. I do one every year and am obsessed with testing the limits of my body through endurance events like ultra-marathons. CrossFit is a must in our household. I am interested in anything that tests the limits.

## **WHAT IS YOUR FAVORITE QUOTE THAT YOU STAND BY?**

And, when you want something, all the universe conspires in helping you to achieve it. – Paulo Coelho

## **WHERE DO YOU SEE YOURSELF IN 5 YEARS? 10 YEARS?**

In 5 years, I see myself doing exactly what I am doing. I love doing it. Helping others, building businesses that at their core are meant to add value to the community. I still plan on coaching business owners. My Partners and I should own or control over \$100,000,000 in multifamily assets at that time. We currently own around \$12,000,000 in assets. It's a big jump, but 5 years is plenty of time when you already see the path.

In 10 years- Parts of that picture are still a little fuzzy for me, others are crystal clear. Other than being a fulltime dad. I would like to take on some type of role as a community servant. Maybe a volunteer firefighter or lifeguard at the beach. Not sure exactly how I will do it, but in 10 years I will be able to dedicate myself fulltime to the service of others, and that's what I plan on doing. It could also be through consulting. I do plan to give away 1 home per year to a single mother here in Salisbury. I was raised by my single grandmother and that house payment money would have gone a long way for us. I want to relieve that burden from other households who may be struggling in my community. Imagine how crazy it would be for someone to show up, payoff your mortgage or hand you the keys to a home, give you a hi-five and leave. What a blast it will be. In short, spending as much time with my children as possible and volunteering the rest of my time.

## **CAN YOU SHARE ONE THING THAT IS ON YOUR BUCKET LIST?**

Ride a Bull – on the calendar for 2022.

## **WHEN WAS THE LAST TIME YOU USED YOUR PASSPORT?**

I keep it in my travel bag. I left my license in my truck and used it to check in to a domestic flight a few weeks ago.

## **WHAT IS A FUN FACT ABOUT YOURSELF THAT NO ONE KNOWS?**

I sleepwalk, sleep-talk, and sleep-eat. My wife knows but no one else.

## **WHO IS YOUR HERO?**

I have an uncle that I am named after. I once called him a hero because of his service in Vietnam after learning about some of the things he and his company endured in missions over there. He looked me in the eyes and said, "Mikey, I am no hero. The heroes never lived to talk about it". I go to church with a Medal of Honor Receipt. Coincidentally, he said the exact same thing. There are many living heroes. But mine are the guys and gals who were willing or called to sacrifice themselves so that I can live my life and work to fulfill my dreams. They are too many to name.

## **WHAT WAS THE LAST BOOK YOU READ?** Billion Dollar Whale

## **WHAT WAS THE LAST MOVIE YOU SAW?** Rio

## **WHAT WAS THE LAST CONCERT YOU SAW?** Matisyahu

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