

BOILER ROOM SPEECH

Okay, here's the deal, I'm not here to waste your time. Okay, I certainly hope you're not here to waste mine, so I'm gonna keep this short. You become an employee of this firm, you *will* make your first million within three years. OK. I'm gonna repeat that - you *will* make a million dollars within three years of your first day of employment at JT Marlin. There is no question as to whether or not you will become a millionaire working here, the only question is how many times over. Do you think I'm joking? I am not joking. I am a millionaire. It's a weird thing to hear, right? I'll tell ya, it's a weird thing to say. I am a f--king millionaire. And guess how old I am? Twenty-seven. You know what that makes me here? A f--king senior citizen. This firm is entirely comprised of people your age, not mine. Lucky for me, I happen to be very f--king good at my job or I'd be out of one.

You guys are the new blood. You're gonna go home with the kesef. You are the future Big-Swinging-Dicks of this firm. Now you all look money hungry and that's good. Anybody tells you money is the root of all evil, doesn't f--kin' have any! They say 'Money can't buy happiness'? Look at the f--king smile on my face. Ear to ear, baby. You want details? Fine. I drive a Ferrari 355 Cabriolet... *(He threw his car keys on the desk)* I have a ridiculous house on the South Fork. I have every toy you could possibly imagine. And best of all, kids, I am liquid.

So, now you know what's possible, let me tell you what's required. You are required to work your f--king ass off at this firm. We want winners here, not pikers. A piker walks at the bell. A piker asks how much vacation time you get in the first year. Vacation time? People come and work at this firm for one reason, to become filthy rich, that's it. We're not here to make friends, we're not saving the f--king manatees here, guys. You want vacation time, go teach third grade public school.

Okay, first three months at the firm are as a trainee. You make \$150 dollars a week. After you've done training, you take the series seven, you pass that, you become a junior broker and you're opening accounts for your team leader. You open forty accounts, you start workin' for yourself, the sky's the limit. A word or two about being a trainee, friends, parents, the other brokers, whoever, they're gonna give you s--t about it, it's true, \$150 dollars a week, not a lot of money. Pay them no mind. You need to learn this business and this is the time to do it. Once you pass the test, none of that's gonna matter. Your friends are s--t. You tell 'em you made 25 grand last month, they're not gonna f--king believe you. F--k them! F--k 'em! Parents don't like the life you lead? F--k you mom and dad! See how it

feels when you're making their f--kin' Lexus payments.

Now go home and think about it. Think about whether or not this is really for you. If you decide it isn't, listen, it's nothin' to be embarrassed about. It's not for everyone...But if you really want this, you call me on Monday and we'll talk. Just don't waste my f--kin' time. Okay, that's it.