

iMessage
6/23/21, 9:59 AM

Thanks again for the advice! Hopefully it helps move things over at Baltimore

6/23/21, 12:12 PM

Any time! Always nice to talk shop

7/1/21, 2:54 PM

Can I call u in 5?

I have a 3pm with AWS to discuss PA DMV...had a quick question

Read 7/1/21

Ok - call u in 1 min

8/4/22, 12:17 PM

Ok I think I understand what you were saying about pre/post money valuation.

3 years ago we were probably worth about \$175m. This group invested in us at maybe a \$300m valuation and added say \$50m to the balance sheet so now we're worth double from 3 years ago (\$350m)

Does that sound right?

It does

Which is why it threw me off when Jt said "this effectively double our valuation"

8/10/22, 9:11 AM

How you doin over there buddy? The RMDs are quiet. Wondering what the vibe is other the what I know already

8/10/22, 10:29 AM

Hey man - I'm good. About to take a couple days off to see the family

I think everyone just assumes nothing will happen

Or that any changes won't be enough

They stalled the conversations out long enough not to have to pay me more on the \$1 mil in deals I closed

How are you doing up there?

What do you mean they stalled stalled long enough... ..? Meaning something new in terms of new stalling or not paying you? I thought they squared up with you and you got like \$27k or something? They still owe ?

Oh I mean if we had gotten a new comp plan I likely would have gotten more

Neil left in march I think

They paid me fair under the old comp pla

Just Jeff and Theckla were on my leadership due to the board meetings in NYC. He mentioned casually they have a search out for a VP of local gov sales and the candidates they've interviewed weren't what they were looking for.

I told him I had interest and asked if it was something they were considering internal people for or not and if so, is there a process to let it be known I'm interested. He said he'd have to talk to Phil in HR about that "process" haha.

He then said JT's response to me being interested would be along the lines of that I'm "very good" at my job (his words) and that JT and Mike would want me to stay put as an RMD and focus, not be taking in a new role with outstanding pipeline etc etc.

So basically I learned I was never considered and by having a large long tail / timeline pipeline I'm handcuffed by it if I have any interest in moving up

Yeah that sounds like what I've heard across the company. The culture is to hire rather than promote

But we just so everyone get promoted to wearing two hats!

After Neil left

We've had 4 heads of marketing and the old deputy directors asked if they would ever be considered and were told no

That's true

Maybe just on the sales/marketing side

Yeah there were a lot of promotions you're right

Sorry you didn't get considered. You would be really good with a team

I'm losing interest in what's in front of me here especially with it being august and then elections then the holidays. I told Jeff it's impossible for my lobbyists to get me in person meetings right now unless they are big financial contributors like Dave's NY lobbyist and that's it's frustrating at the moment

I need something to build and look forward to here if I'm gonna stay

Fred Pierce is lining up interviews for me. Great guy. You should hit him up

Ok I will

Need his number?

Yeah that'd be great

I agree on the something to look forward to. I have lots of deals in the pipeline but I still can't see how to get to \$300k

*Attachment stored in iCloud:
Fred Pierce .vcf (Attachment)*

Are there any other new sales leadership roles developing do you know? Jeff said the investment is ear marked heavily for product

Nothing so far. Jeff told me 6 months ago that if we start hitting our numbers there would be a new level of sales leadership as they hire more reps

But since we haven't I can't see them doing that yet

I have a call with plunket Friday. I'm gonna make a play I just don't know what yet

I may just lead with "help me stay at PayIt" after he explains and sees just how pathetic the profit share plan is. That's what the meeting is for to help bring me clarity there

Let's go on strike and make signs and walk around our home offices while in camera for internal calls!

Laughed at "Let's go on strike and make signs and walk around our home offices while in camera for internal calls!"

Yeah I think that makes sense on pushing them

Unless they're cornered they won't do anything

I think a couple of the people who got promotions threatened to quit/ found other offers

In order to leverage them into something better here

8/12/22, 9:43 AM

I spoke to MP

Jeff just called and told me they're bumping me to \$150k base

Boom

That probably doesn't need board approval bc it's already the plan

Thanks Steve! Appreciate you pushing

Very happy to hear this

8/22/22, 6:49 PM

Attachment stored in iCloud:
voicemail-631.m4a (Audio)

10/10/22, 8:33 PM

Let's catch up 1:1 tomorrow gotta run something by you

Ok let's do it

10/11/22, 2:22 PM

Hey if you want to catch up in a bit let me know. I'm wrapping up a meeting now

Sorry day got away from me. My flight is 6:15pm so I'm leaving after this talk

Let's get in touch this week I'll reach out

No worries. Sounds good and safe travels

11/2/22, 5:13 PM

Hey man - sorry to hear you're not feeling well. Rest up and get better soon!

Thanks brotha

11/28/22, 4:20 PM

How did it go?

Jeff is a stand up guy.

He listened and gave advice first and foremost

Related to my venting and time in life and said he did the same higher risk move when leaving cap advantage and picked Paylt the lower offer bc he needed to accelerate his career

That's really good. Sounds like he understood you

I was wondering if they were going to counter, but it sounds like you made it clear you were ready to move on

Yea it's clear cut we agreed on a week for handoff

11/29/22, 10:51 AM

Jeff just told me. I acted surprised

Congrats on the move man

Thank you!

1/30/23, 3:57 PM

Hey man - how's it going? Just thinking about you and wanted to check in

Hey bud. Want to chat tomorrow ?

1/31/23, 8:11 AM

Absolutely. Let me know when's good

1/31/23, 11:51 AM

Tomorrow is flexible. 3pm EST?

Sounds good

2/1/23, 1:44 PM

Can we do Friday 3pm est instead?

330 Friday? I Have a call 230-330

Ah I can't. Tomorrow before 3pm est is wide open

Let's connect at 11am then!

Tomorrow

Liked "Let's connect at 11am then!"

I'll call you then

4/21/23, 12:59 PM

Hey man! How's it going?

Hey buddy! It'ss going really well.hows like your way?

I wanted to tell you that Anoka, MN finally came in! They awarded to us after a short RFP. I know you had done some work on it

Things are good. Just hustling trying to change the gov payment space

Nice what was the contract value?

About \$350k

Awesome. Your sale I presume ?

No they gave it to Patrick

Psh

And Westland, MI came in as well. They didn't give that to anyone tho

I know you had really put your heart into your territory so I just wanted to share that you were making an impact

Tho I'm sure you're making a bigger impact now at the new place

Nice! Westland too. Glad to hear it. Likely a small deal there but nice to see Michigan expanding. So when does Payit send me a check!?

I always like hearing about successes I worked on so thank you

Westland ended up being \$250k. So not bad!

I'm sure your stock is skyrocketing

And of course! Your presence is missed at payit. But glad for you in the new gig

I never got a clean answer on my PayIt "equity"...even Phil couldn't answer if I leave with anything of value.

Thought you had said I did but just dropped it

Delivered

Yeah you should have 'something'. Probably not much but at least a years worth of units vested