

# LeasePoint Funding Group

**Jeff Markim '12, Owner**  
**Daniel Totah '06, CFO**

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#1 | 379.291%

Like many entrepreneurs, Jeff Markim '12 saw a need and sought to fill it. While working in a previous role, Jeff noticed that certain industries struggled to obtain funding or raise capital, and he realized an opportunity. From there, LeasePoint Funding Group was born in 2016, acting as an intermediary for businesses seeking funding sources, serving as a connection between entrepreneurs and lenders.



"Integrity is a big part of what we do, and that comes out of A&M and the Aggie Code of Honor, but also my family and faith," Jeff noted. In addition to integrity, Jeff focuses on transparency and honesty, but mostly on building relationships and partnerships with their clients. In an industry driven by numbers, he realizes the power in being relational instead of transactional, as it benefits customer-satisfaction and the longevity and retention of clients, which proves to be beneficial economically.

It's no secret that Aggies like to hire Aggies, and Jeff's very first hire for LeasePoint was, in fact, an Aggie, and Aggies now make up 25% of his staff. Having worked with him previously, Jeff knew he wanted Daniel Totah '06 to join the LeasePoint team, and Danny joined as a partner and CFO in 2018.

Although based in Austin, Jeff prioritizes recruiting Aggies specifically for their winter and summer internship programs due to location and working with students' availability. With Jeff and Danny both products of Mays Business School, it's been a logical recruiting pool, along with their respective fraternities, Sigma Chi and Phi Gamma Delta. In five years, 25-30 Aggies have successfully gone through the internship program, with three joining LeasePoint full time.

Regarding entrepreneurship, Jeff notes, "The gist is to not be afraid of taking risks. Don't be afraid. If you're passionate about something and believe in something, go all in."

Jeff believed in something, and he went all in. In just six years in business, LeasePoint has worked their way to success and earned the #1 ranking in the 2022 Aggie 100™.

"I was shocked, certainly happy, thrilled, to be in the Aggie 100, and then to get the call that we were #1 this year... I would never have thought that. I really am honored, as a lifelong Aggie, to get this award, from this school," Jeff remarked. "My wife is an Aggie. My business partner is an Aggie. Our top investors are Aggies. A lot of the people who have influenced my life are from this university, and it means a lot to receive this kind of recognition."



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Entrepreneurship**

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