

BRANDY SCHANTZ

Chief Executive Officer
Schantz Group



1. Fun Fact

The first triathlon I ever signed up for was Ironman 70.3 Augusta. I had to learn how to swim first because my only water experience prior to this was treading water in full Army gear or playing in the pool as a kid. My coach convinced me to compete in Luray Olympic distance first to get experience at a shorter distance and use my new swimming skills. I panicked in the swim so badly that I was the last out of the water. I vowed to skip the 70.3 distance until I heard my name being called. I got third place in my division. I went on to finish my first 70.3 in just 6 hours.

2. Employer and Position

Schantz Group CEO

3. Describe your journey in the financial services industry and how your career has evolved to your current position.

I began my career in real estate after being diagnosed with Crohn's disease. I needed the ability to work from home when dealing with Crohn's flares and unfortunately, my entire program was classified and did not afford an opportunity to work from home. I did not yet have a treatment plan that worked so I started a business that would allow me to be flexible with where I worked. Over the years, I developed a strong business in investments and created partnerships with military organizations to help military members invest wisely and a blockchain company to provide blockchain-powered title to streamline the closing process and fight wire and title fraud.

4. What do you love most about what you do?

I love helping people to build wealth and make sound investments. I also love mentoring and leading professionals to meet their goals. Throughout my career, being a leader has always been the greatest honor bestowed upon me.

5. Hobbies?

I am on the board of the Crohn's & Colitis Foundation and the host of the podcast "Living Chronic". 10 years ago, I was diagnosed with Crohn's disease. The diagnosis changed my life. I decided to channel my frustrations with my disease and limitations into positive work to help the chronically ill and disabled. Through both my podcast and my position on the CCF board, I work to help others suffering from chronic illness and advocate for better treatments, policies, and awareness for chronic illness patients.

6. How long have you been a member of WHF?

I have been a member of WHF for nine years.

7. Please describe your involvement with WHF.

I served on the board of the Foundation and have taught the Change purse course since 2015. I also created the WHF military award, presented by Quicken Loans, for the WHF Gala in 2016. I'm currently serving as the Sponsorship committee lead for the 2023 Symposium.

8. What have you gained from being a member?

I have met some amazing people through WHF and have been fortunate enough to build lasting friendships. WHF's professional content is some of the best in this industry. I have gained meaningful insight into current issues in the financial industry and applied these insights into my own business.

9. How do you make the best use of your day?

I am not a traditional morning person, but I wake up early every day. Mornings are the only time of day that entirely belong to me. I share my day with co-workers, family, friends, and clients after 7:30 but the time between 4:00 and 7:30 is mine alone. I start my early morning with a run or gym time. After my workout, I use my morning time to read or finish personal projects. Sometimes I spend that time drinking a cup of coffee and enjoying the morning weather. Before I start work, I always journal my intentions for the day. This routine starts my day with a positive energy and helps me to manage my time so I may accomplish more in my day.

10. Who or what inspires you?

Upon graduation from college, I commissioned in the U.S. Army and was inspired by the women who came before me, a group of firsts who paved the way for me and other women to serve. Women firsts and leaders continue to inspire me. In my first job as an Army officer, I was told it was my job to pave the way and make it easier for the women who follow me. I continue to be inspired by women working to pave the way for other women in the financial services industry, the military, the disabled community, and the places women belong.

11. What is the best advice you have ever received?

The best advice I've ever received is to make sure I'm making whatever job I'm in better when I leave than it was when I started. I received this advice in my first job and have taken it to heart in every job I've been in since.

12. Who do you look up to the most and why?

There is no one person I look up to the most, rather it's a group of women who mentored me, led by example, and paved the way for me to be the leader I am today. I learned how to be strong, stand up to adversity, and be the absolute best I can be by the women who mentored me early in my career. I continue to learn and grow thanks to the leadership and example of women who stand for integrity, strength, and honor. I've learned to be a better person overall and stand even when it seems impossible. I credit my ability to continue working through severe illness to these mentors and I credit my ability to continue growing to the women who are still holding me up today.