Tommy and Kyle Pay Off Their Student Loans. Tommy’s Not Done Yet.

**SUMMARY KEYWORDS**

kyle, janet, degree, tommy, life, career exploration, career choices, streaming, college, skills, paid, sales, debt, wiser choices, podcast, liberal arts college, university, math science, communication, year

**SPEAKERS**

Tommy Nickel, Kyle Nickel, Janet Maltbie

**Kyle Nickel** 00:08

At 18, I remember being like, of course I have to the university because I'm going to be missing out. If I don't you think, everybody else is doing this.

**Janet Maltbie** 00:18

Today before your degree will cost how much?

**Kyle Nickel** 00:22

$80,000 to $100,000 was my guess.

**Tommy Nickel** 00:25

My thought was guessing per year. I was gonna guess 25 year.

**Janet Maltbie** 00:30

From the Westside of Cleveland, Ohio, this is the No Loan Zone podcast on RadioWannabe.com. I'm Janet Maltbie. I'm a career counselor. And I've helped thousands of students and adults in transition make wise career choices today. I'm On Location at BoxCast with Tommy and Kyle Nickel. BoxCast is a Cleveland based computer technology company that offers online streaming solutions to organizations and individuals. Tommy is is a client manager and Kyle is a direct sales manager. They are brothers and work together here at BoxCast. Welcome to the program Tommy and Kyle.

**Tommy Nickel** 01:06

Thanks, Janet. Thrilled to be here.

**Kyle Nickel** 01:07

Thanks so much. We're really excited.

**Janet Maltbie** 01:09

Kyle, tell us what BoxCast is.

**Kyle Nickel** 01:11

We try to make live streaming easy. Historically, it's been very hard to do. But we know that organizations want to do it more professionally. So we give them the tools, the resources, the ability to stream with features and functionality that we know they need something more than just Facebook Live or doing it from your iPhone.

**Janet Maltbie** 01:30

So Tommy, tell me what you do here.

**Tommy Nickel** 01:32

Yeah, so I help our current customers with the product. So I kind of help them upgrade their plans. If they need additional services. I help them with renewals. And then I help them with feature adoption.

**Janet Maltbie** 01:46

So Kyle gets them in the door. He closes the sale. And then you service the customers once they're in the door and you want to keep them within the box cast family.

**Tommy Nickel** 01:57

Exactly. Yes. For sure. Yeah, perfect.

**Janet Maltbie** 02:00

Both of you have degrees in communication. But you guys went to different schools. Right. Tommy, can you talk about the school that you went to?

**Tommy Nickel** 02:08

Yeah, I went to Malone. Small little liberal arts college down in Canton. I think I originally was looking at it because a girl I was interested in was encouraging me to take a look at it.

**Kyle Nickel** 02:20

Shocker.

**Tommy Nickel** 02:20

Shocker. Yeah, she did not end up going there. That's the irony of it. Yeah. Just small little school right across the highway from the Football Hall of Fame.

**Janet Maltbie** 02:28

Right. It was a private school.

**Tommy Nickel** 02:31

Yes, it was very private.

**Janet Maltbie** 02:33

And it was a little bit more expensive than what Kyle paid for the public school. That I believe that you went to Kyle. You went to BGSU?

**Kyle Nickel** 02:44

Yes. I went to Bowling Green. Yep.

**Janet Maltbie** 02:45

Yeah. So there was a huge price difference there.

**Kyle Nickel** 02:48

To say the least. Yeah,

**Janet Maltbie** 02:49

Yeah. So did you take out loans?

**Tommy Nickel** 02:53

Yes. So at the time, I was there, the price was somewhere, I think, including reward around 24 to 26, roughly a year.

**Janet Maltbie** 03:03

And this was 10 years ago?

**Tommy Nickel** 03:05

That's correct. Yeah, I graduated in 2011. So yeah, a little over 10 years ago. And I came out with I think about $24,000 in student loans.

**Janet Maltbie** 03:16

And that probably took you a couple years to pay that off.

**Tommy Nickel** 03:20

I'm actually almost paid off. So I'm still I'm still here. 11 years later, I'm still working on it.

**Janet Maltbie** 03:29

So although both brothers have communication degrees, Kyle went to a public school and paid off his loans,

**Tommy Nickel** 03:35

Kyle was able to pay his off within about a year. He was, you know, very diligent and getting it paid off very quickly.

**Janet Maltbie** 03:44

But Kyle, isn't sure he even needed a degree.

**Kyle Nickel** 03:48

A lot of times and stuff like sales, it's the experience, almost those internships. The experience of like hearing no, a million times is like so valuable. Sometimes I hear people say like, oh, college is so great for time management, I think there's a lot of ways you can learn how to manage your time not just necessarily being shipped off to, you know, a university and figuring out how you can like party in the weekends. Overall, I'm not sure if it was worth it or not. I could have gone into a number of positions at an entry sales position, right at 18 or, you know, gotten a degree from a community college and then transferred my fourth year into a major university and still had that big degree, whatever it was, and that could have come out of school with money.

**Janet Maltbie** 04:40

So are you glad that you have a degree?

**Kyle Nickel** 04:42

I think. I think I am glad. I think I'm glad that I have degree but I'm not necessarily sure. Like if my life would have been any better with or without one. When it comes to financially, I think that you know, paying off between like $15-$20,000 That first year after graduating, I went home` to do that. Like it took a lot of discipline to do that. And like, I learned some things through that. But maybe I would have been better off by just not having that debt in the first place.

**Janet Maltbie** 05:13

So how did all this happen? And looking back? What would have been wiser choices for both of these brothers?

**Kyle Nickel** 05:20

I think at 18, I remember being like, Of course I have to the university because I'm going to be missing out. If I don't, right. You think everybody else is doing this?

**Tommy Nickel** 05:31

I found myself as a senior in high school. I think at one point, I was working two different jobs. I was on the wrestling team, I was in a band. And the idea of like, looking at colleges and going through all these application, I know applications have come a long way. But I think that I didn't explore enough options, because there were so many other things in life going on that I was just kind of exhausted by the process.

**Tommy Nickel** 06:00

I think that'd been a good time in life to have kind of buckled down a little harder. And focus on that process more. I think the other thing is, well, as I changed my major, I think officially four times, which is sounds ridiculous. But I really

**Kyle Nickel** 06:16

Not like you at all.

**Tommy Nickel** 06:17

Not like me at all. I mean, I've changed. I've changed course in life multiple times. So I will say, I think I'm somebody that could have benefited from some sort of like a guided Gap Year program. I think that there were other things I could have done before diving into college that may be, you know, I could have maybe wound up there and met those same friends and had the same relationships, but not been quite so you know, adrift.

**Janet Maltbie** 06:48

One other thing Tommy recommends, besides looking into options, is to start networking, and become more self aware of the skills you have.

**Tommy Nickel** 06:57

That's something I'd say is like explore opportunities, start networking at a younger age, start asking people what other things are out there. And then like, also, like, don't be afraid to ask people for the things you're not self aware in. And if you think you're really good at something asking 10 people how they feel about it will probably actually give you a better answer of how good you are at that thing. And so it's like, Hey, be aware of what where your skills are. Chase a dream if you have it, but don't do so blindly. Because a lot of times like, we could be a lot happier and less frustrated, chasing something that's in line with our skills. As a young person, a lot of times you chase the dream more than you chase. good counsel.

**Kyle Nickel** 07:49

Can I flip the script for a second?

**Janet Maltbie** 07:50

Sure.

**Kyle Nickel** 07:50

I feel like you have a much better answer to this after coaching a thousand people through this. What is your typical advice to somebody? How do you coach people through that?

**Janet Maltbie** 08:01

When I meet with people? I want to know what's unique about you. I want to know what you're interested in. That is the sweet spot that I am just driving for like crazy. Okay. Yeah, that is that is what it is. Because and I want to know also, quite frankly, are you good at math?

**Kyle Nickel** 08:18

That's why I got a communication degree. I was trying for business.

**Janet Maltbie** 08:23

Right.

**Kyle Nickel** 08:24

Yeah.

**Janet Maltbie** 08:24

I mean, I just want to know, is it math science that you are is that grew, you'd like to love that. All right. Yeah. Then I'm gonna encourage you in that direction. Like, what were you guys? Chemistry, Biology? Okay. Probably not.

**Kyle Nickel** 08:39

Probably not.

**Kyle Nickel** 08:40

Hard pass.

**Janet Maltbie** 08:41

So there'll be other things. Right. Do you see how that works? Right? Yeah. So and then the other thing is, is that I insist in my class that I teach, okay, career exploration, you will not pass my class unless you actually talk to someone who is doing the work that you think you want to do. And I want that someone Okay? To tell my student, right? This is the path that you need to take. Because if I have a student that wants to do communication and sales, guess what, you guys are gonna get a phone call.

**Kyle Nickel** 09:12

Yeah. Right. Yeah, definitely.

**Janet Maltbie** 09:15

Yeah. And then you're gonna tell them like it is right? For sure. The advice that you guys would give them would be far better than anything that I can give them. Tommy and Kyle, Nickel, thank you so much for being a part of this podcast.

**Kyle Nickel** 09:34

Thank you Janet`

**Tommy Nickel** 09:35

Thank you for having us. Appreciate it.

**Janet Maltbie** 09:37

Going to college is expensive. But is it right for you? There are many ways to get started that don't necessarily involve going into debt. If you're unsure about your direction, and want more information about how to find a career that fits your personality, interest and skills, reach out to me Janet maltbie at noloanzone.com/contact. I teach a totally online class called Career Exploration and Life Planning through Lorain County Community College, SDEV 103.

**Janet Maltbie** 10:17

You've been listening to the No Loan Zone podcast on Radio Wannabe.com. Many thanks to Wade Clark of BoxCast who assisted in the production of this podcast and to Danosongs who provided music for this program. I'm committed to helping you complete a degree debt free and making wise career choices. Until next time, I'm Janet Maltbie. Thanks for listening.