

00:00:10:13 – 00:00:22:16

Lisa Harless

Hey there. I'm Lisa Harless. I'm a private wealth advisor with Regions Bank. And today, I am chatting with a dear friend and a great guest. Mr. Tim Nichols,

00:00:22:16 – 00:00:23:19

Tim Nichols

How are you?

00:00:23:19 – 00:00:26:15

Lisa Harless

I'm great. Introduce yourself. Just who are you?

00:00:26:19 – 00:00:34:12

Tim Nichols

I'm a songwriter here in Nashville. As you know, and we have been friends for years and years and years, and so it's good to be with you today.

00:00:34:13 – 00:00:50:19

Lisa Harless

Well, I'm thrilled you're here. You're a Grammy Award winning songwriter. You've been a music publisher. You're a philanthropist. You're an entrepreneur. And you're a great guy that everybody wants to write a song with, whether they're in Nashville or L.A..

00:00:50:23 – 00:01:03:22

Tim Nichols

Well, I've been a very fortunate guy over the years. And so I I've you know, a lot of times I'll say every day I'll say I'm just busy being grateful. And that's and that's true. I really feel I'm really fortunate and and I'm grateful for it.

00:01:04:03 – 00:01:10:08

Lisa Harless

You and I have something in common in that we both got our career started in the music industry in the eighties.

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Tim Nichols

Right.

00:01:10:16 – 00:01:17:20

Lisa Harless

So now that you've done it this long, what do you do to stay fresh and relevant and energized?

00:01:18:12 – 00:01:51:06

Tim Nichols

You know, I think the main thing for me that keeps me still energized and getting up every day is just as I still love it so much as as I did when I signed my first publishing deal with Ronnie Milsap's Publishing Company back in 1986. I still love it. I look forward to writing a song every day and, and these days I really look forward to and enjoy writing with newer writers coming up and that and that keeps me on my game and young and I feel like you know, music to a degree is the fountain of youth.

00:01:51:12 - 00:01:59:04

Tim Nichols

So I just feel like the being in the music business tends to keep tends to keep a fellow younger.

00:01:59:10 - 00:02:06:04

Lisa Harless

And to see the next generation of talent come along. It does keep you energized and focused.

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Tim Nichols

Absolutely.

00:02:06:22 - 00:02:13:15

Lisa Harless

So. Oh, my goodness. What how did your career path start? Because I know you were, what, born in Virginia?

00:02:13:15 - 00:02:30:02

Tim Nichols

I was born in Virginia. And grew up kind of between there and Missouri. But I was really fortunate in that my dad had always told my brothers and I do something that you love find to find a path, find a job that you love to do, and.

00:02:30:02 - 00:02:31:11

Lisa Harless

You'll never work a day in your life.

00:02:31:11 - 00:02:56:02

Tim Nichols

That's exactly right. And so what I decided I had I've loved music my whole life. And he was a huge country music fan. And and I grew up listening to country music. Any time I was riding with him in the car or the truck, a country radio station was always on. And so when I when I told him that I would really like to pursue music, he was so supportive and he never once told me that I had to get a real job.

00:02:56:08 - 00:03:16:00

Tim Nichols

And we moved to Nashville in 1980. And I initially moved here thinking, wanting to be a country singer, wanting to be a singer. And I got here and I started going to the Bluebird Cafe and I would see the, see the writers in the round and, and it would look like they were having so much fun in that circle.

00:03:16:16 – 00:03:23:20

Tim Nichols

And I just got bit by the songwriter bug and I just wanted to figure out how to get in that circle.

00:03:24:01 – 00:03:36:08

Lisa Harless

So I'm, I'm sure as a banker I have to ask questions like this, but I bet there are financial things that you've learned along the way. And you said, oh dang, I wish I'd known that a little bit sooner to help me in my career.

00:03:36:08 – 00:03:40:13

Tim Nichols

I feel like the importance of a team of building a team.

00:03:40:13 – 00:03:41:01

Lisa Harless

That's true.

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Tim Nichols

And whether it be in this case Regions is one of one of the pillars of my team. So you want to you want to find a good banker, which would be you

00:03:53:14 – 00:03:54:00

Lisa Harless

Thank you.

00:03:54:00 – 00:04:04:03

Tim Nichols

You want to find a good attorney, you want to find a good CPA. And so because I mean, these days, I think now more than ever, you know, life and business matters.

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Tim Nichols

And and money matters are complicated and money matters are complicated. And I feel like before any before any success, before Ronnie Milsap recorded my first song or I guess maybe about that time's probably when we when we met, when I had, you know, got to the point. It's like okay, I'm going to have a few royalties coming in.

00:04:25:20 - 00:04:35:23

Tim Nichols

I need to I need help figuring out what to do with, you know, how much to put up for taxes, how much to save up all of that business and why you were there. Really square one.

00:04:36:07 - 00:04:52:12

Lisa Harless

And at what point in this career that you're describing did you go, you know what, I think I can make a living here and have money to pay taxes and cover the rent and the utilities. At what point did you see, okay, I can do this professionally.

00:04:52:18 - 00:05:16:06

Tim Nichols

For me, along my path, I was I would see enough positive I would get a little bit of a little small victory along the way to where it was. It kept me going to think to make me think I could do this. And so it a couple of years before my dad passed away, he was at the house and he was around for "Live Like You Were Dying".

00:05:16:06 - 00:05:40:11

Tim Nichols

And so he was looking at the you know, there was the Grammy and the CMA Award and all those things. And he said, did you ever think this could happen? And I said, and I said, yes, I absolutely thought it could happen. But what he didn't remember was the reason that I thought it could happen was because years ago, before I moved to Nashville, he told me it could he told me it could happen.

00:05:40:23 - 00:05:42:16

Tim Nichols

And I believed him.

00:05:42:19 - 00:05:52:21

Lisa Harless

You've talked about how you've pivoted during the pandemic and a big role that Regions played for our songwriting and music community. Was helping with the PPP loans.

00:05:52:21 - 00:05:53:15

Tim Nichols

Right. Absolutely.

00:05:53:15 - 00:06:04:02

Lisa Harless

We provided that safety net through the SBA program to get a lot of our clients through. So we were honored that that that was a role that we could serve.

00:06:04:02 - 00:06:04:07

Tim Nichols
Yeah.

00:06:04:13 - 00:06:15:19

Tim Nichols
That that's so and it was just so helpful. Once again, I mean, it just goes back to Regions has just always been there.

00:06:16:23 - 00:06:31:11

Lisa Harless
So I think about the last couple of years and all the change. I think pivot is a good word to use. A lot of us have had to pivot. But have you seen changes in the music industry over the last few years that you see as positive changes?

00:06:31:19 - 00:06:36:13

Tim Nichols
You know me and you know my glass is always half full. It's always half full. And so I believe.

00:06:36:13 - 00:06:38:20

Lisa Harless
Sometimes it's just overflowing. It's it's just.

00:06:38:23 - 00:07:01:14

Tim Nichols
So there's that. That's right. That's right. That's right. So I believe with the Internet, I mean, you have to look at it. It's like now there's music is accessible. 24 hours a day, seven days a week, 365 days a year. So that is so that's positive that the fact that there is so much music being consumed, but we just have to...

00:07:01:14 - 00:07:03:04

Lisa Harless
Compensate the creators. figure out a way.

00:07:03:14 - 00:07:03:19

Lisa Harless
For.

00:07:03:22 - 00:07:07:16

Tim Nichols
Where there's a fair, right? Yeah. The compensation is fair.

00:07:07:23 - 00:07:15:07

Lisa Harless
And so do you have a favorite song that you've written that's or is that like asking a parent which is your favorite child?

00:07:15:08 – 00:07:41:15

Tim Nichols

Well, they're just I mean, they are all part of you and you and you want all of your children to do well, but "Live Like You Were Dying" is just has so exceeded any expectations. And it's just the I can't even tell you I can't tell you how many stories that Craig and I have heard over the years of people sharing with us what that song has meant to them.

00:07:41:15 – 00:08:02:13

Tim Nichols

And even a few years ago, just like on a personal note, when the NFL draft was here, you know, Tim played down on Broadway. So that was a Friday night. So my son and my youngest son, Landon, we were down on one of the rooftop venues. There were 125,000 people lined up down Broadway. And when it got to the chorus, Tim stopped singing.

00:08:02:13 – 00:08:06:07

Tim Nichols

And so 125,000 people were singing

00:08:06:07 – 00:08:06:15

Lisa Harless

your song,

00:08:06:15 – 00:08:11:15

Tim Nichols

"Live Like You Were Dying". And I looked over at my son Landon, and he was crying. He was crying.

00:08:11:16 – 00:08:12:17

Lisa Harless

What a life moment.

00:08:12:18 – 00:08:24:10

Tim Nichols

He said, You got us. You got to stop writing songs so good that make me cry. So as a father, as a dad, I will never, ever forget that, you know? And it's just that. And it's thanks to that song.

00:08:24:13 – 00:08:25:04

Lisa Harless

Yes.

00:08:25:13 – 00:08:26:04

Tim Nichols

You know, so.

00:08:26:14 – 00:08:44:15

Lisa Harless

Well, I have been so excited to get to spend time with you. We haven't seen each other hardly at all for the last two years. But you bless every life that you touch you're a blessing in my life. Congrats on the incredible success you've had. And you're still going strong. As am I. We're still rocking.

00:08:44:15 - 00:08:44:19
Tim Nichols
Absolutely.

00:08:44:20 - 00:08:54:00
Lisa Harless
So I'd love to end with one question and tell us the title of the most recent song you've written.

00:08:55:00 - 00:08:57:21
Tim Nichols
That would have been the yesterday.

00:08:57:22 - 00:08:59:17
Lisa Harless
Yes. 24 hours ago. Yes.

00:08:59:17 - 00:09:03:01
Tim Nichols
And the title is "Still The Same As I Never Was".

00:09:03:17 - 00:09:10:17
Lisa Harless
"Still The Same As I Never Was", so we will have to keep the radio on and stay tuned.

00:09:10:17 - 00:09:11:13
Tim Nichols
Right.

00:09:11:13 - 00:09:13:16
Lisa Harless
It's been great. Thank you so much.

00:09:13:21 - 00:09:14:12
Tim Nichols
Great to see ya. Thanks for having

00:09:20:03 - 00:09:20:11
Tim Nichols
me.