



Personal Finance 101

*"Money Isn't Everything.....But It's
Right Up There With Oxygen!"*

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Seminar Outline

"Personal Finance 101"

1. Questions for the Audience

Please turn off cell phones, pagers, etc. & no recording equipment
Please write down your questions for the end of the seminar
How many folks 20-40,40-60, 60+ years old?
How many folks have a financial plan for retirement, etc.? In writing?
Specifically, what is your plan?
Where have you learned about money?

2. Get your Financial House in Order - Tools Needed

"Bill Cosby" technique using cash & audience member
Income & expenses - budget book for *tracking receipts* (critical to determining your personal inflation factor) & income sources
Debt spreadsheet - exactly how much debt & interest paid
Determine your net worth - your annual financial report card
Samples - 30 & 45 yr old couples

3. Power Pay Your Debts - Interest is an Attitude

Review "essentials" spending chart - how to change *habits* to increase savings & use to power pay debt
Concept of power paying debt & debt reduction factor (DRF) - divide balance owed by minimum payment
What are you willing to sacrifice today for tomorrow's security?

4. Understanding Debt & Credit - Developing Good Habits & Choices

Play the Credit Card Game - Credit cards demise of Americans & new bankruptcy law 10/17/05 (*Stash your Cash*)
Power Pay Debt - describe technique for power paying & interest payments diverted to debt/savings
Credit scores & impact on financing, insurance, employment, etc.
Seven steps to becoming debt-free
Live below means & track all expenses (get receipts)
Pay bills on time, every time & use credit only with a plan
Set financial goals - get educated & develop the right *saving habits*

5. Learn to Leverage Your Money

Earnings & savings chart - Americans will outlive their retirement savings
Poor savings habits - Change your attitude: plan for the worst & pray for the best
The rule of 72 - to figure rate of return (*after-tax is important*)
You cannot save enough through traditional means to live in retirement
Most boomers will be a burden to their children in retirement
Show Leverage Chart & discuss what leverage is - taking a little bit of money to acquire up a large asset

6. What will college cost - children born in 1996

How to mathematically compute educational costs or any financial goal
a goal is a predetermined idea directed towards desired results
must be written down or lost in the space of your mind
Learn to use leverage for long-term financial planning
what are you willing to sacrifice today for financial security tomorrow

7. Thanks for coming....Any questions? End w/ famous quotes

Please complete all the information in the questionnaire
(last page of handout) & give to Teresa.
Check at the bottom for private consultation w/ Teresa or for presentation of a "Straight-Talk" Seminar to another group - both are *FREE*.

If you would like to buy and/or sell real estate, please contact Teresa directly. Teresa will set up meeting to help you formulate a realistic strategy based on your personal objectives! At the first meeting w/ Teresa, you will receive FREE - her CD Real Estate Investing.

Thanks for coming today & don't forget to tell a friend!

"The highest form of compliment is the referral of a friend or loved one."

Teresa

How Much Do I Really Make & Spend Each Month?

Monthly Income	Monthly Expense	Minimum Payment	Balance Owing
<i>Salary:</i>	<i>Housing (mortgage or rent payment)</i>		
	<i>Utilities</i>		
	<i>Groceries</i>		
<i>Rental Income:</i>	<i>Eat Out (lunch)</i>		
	<i>Eat Out (dinner)</i>		
	<i>Family Necessities (laundry, hair cuts, etc)</i>		
	<i>Phone + Cell Phone + Computer Line</i>		
<i>Other Income / Child Support:</i>	<i>Medical Insurance</i>		
	<i>Life Insurance</i>		
	<i>Car Insurance</i>		
<i>Gross Monthly Income (a):</i>	<i>Car gas & repairs + maintenance</i>		
	<i>Clothing</i>		
	<i>Gifts</i>		
<i>Less Monthly Taxes (federal & state) + Social Security (b):</i>	<i>Recreation + Entertainment</i>		
	<i>Church & Charity</i>		
	<i>Education Costs – Student Loans</i>		
	<i>Savings</i>		
	<i>Retirement Plan</i>		
	<i>Car Payment</i>		
<i>Net Income (a-b=c):</i>	<i>Credit Card Payments</i>		
	<i>Installment Payments</i>		
	<i>Furniture + Appliance Payment</i>		
	<i>Equity Line or Loan Payment</i>		
	<i>Vacation / Trips Away</i>		
	<i>Other</i>		
<i>Total Net Income:</i>	<i>Total Monthly Expense</i>		

Determine Your Net Worth – Your Annual Report Card

Personal Balance Sheet	
Liquid Assets	Value
Cash	
Savings	
Marketable Securities	
Life Insurance (cash value)	
Total Liquid Assets (a)	
Other Assets	Value
Stocks (market value)	
Bonds (market value)	
Real Estate Investments (market value)	
Residence (market value)	
Automobiles (current value)	
Household Furnishings	
Jewelry & Furs	
Other	
Total Other Assets (b)	
Total Assets (a+b=c)	
Liabilities	List All Debt Owed
Current Payables	
Installments Debt	
Mortgage Loans	
Notes Payable	
Other Debts	
Total Liabilities (d)	
Net Worth (c-d)	

Sample – 30 year old Couple

How Much Do I Really Make & Spend Each Month?

Monthly Income	Monthly Expense	Minimum Payment	Balance Owing
<i>Salary:</i>	<i>Housing (mortgage or rent payment)</i>	850	
Husband 4465	<i>Utilities</i>	175	
Wife 3182	<i>Groceries</i>	200	
<i>Rental Income:</i>	<i>Eat Out (lunch) for 2</i>	255	
	<i>Eat Out (dinner) for 4</i>	175	
	<i>Family Necessities (laundry, hair cuts, etc)</i>	122	
	<i>Phone + Cell Phone + Computer Line</i>	200	
<i>Other Income / Child Support:</i>	<i>Medical Insurance</i>	203	
	<i>Life Insurance</i>	19	
	<i>Car Insurance</i>	305	
Gross Monthly Income (a):	<i>Car gas & repairs + maintenance</i>	307	
7647	<i>Clothing</i>	167	
	<i>Gifts</i>	95	
Less Monthly Taxes (federal & state) + Social Security (b):	<i>Recreation + Entertainment</i>	200	
Husband 1030	<i>Church & Charity</i>	450	
Wife 690	<i>Education Costs – Student Loans</i>	Deferred	18,070
	<i>Savings</i>		
	<i>Retirement Plan</i>		
	<i>Car Payment – 2 cars</i>	972	40,208
Net Income (a-b=c):	<i>Credit Card Payments</i>	130	6397
	<i>Installment Payments</i>	240	2851
Husband 3435	<i>Furniture + Appliance Payment</i>		
Wife 2492	<i>Equity Line or Loan Payment</i>		
	<i>Child Support</i>	250	
	<i>Other</i>		
Total Net Income: 5927	Total Monthly Expense	5315	67,526

Sample – 30 year old Couple

Determine Your Net Worth – Your Annual Report Card

Personal Balance Sheet	
Liquid Assets	Value
Cash	
Savings	\$2600
Marketable Securities (403(b))	\$4200
Life Insurance (cash value)	
Total Liquid Assets (a)	\$6800
Other Assets	Value
Stocks (market value)	
Bonds (market value)	
Real Estate Investments (market value)	
Residence (market value)	<i>Pays Rent</i>
Automobiles (current value)	\$28,000
Household Furnishings	\$2500
Jewelry & Furs	\$1000
Other	
Total Other Assets (b)	\$31,500
Total Assets (a+b=c)	\$38,300
Liabilities	List All Debt Owed
Current Payables	\$9248
Installments Debt (2 car loans)	\$40,208
Mortgage Loans	
Notes Payable (student loans)	\$18,070
Other Debts	
Total Liabilities (d)	\$67,526
Net Worth (c-d)	- \$29,226

Sample – 45 year old Couple

How Much Do I Really Make & Spend Each Month?

Monthly Income	Monthly Expense	Minimum Payment	Balance Owing
<i>Salary:</i>	<i>Housing (mortgage or rent payment)</i>	1167	135,000
Husband 4750	<i>Utilities</i>	305	
Wife 600	<i>Groceries</i>	320	
<i>Rental Income:</i>	<i>Eat Out (lunch)</i>		
4 Plex 2450	<i>Eat Out (dinner)</i>	80	
	<i>Family Necessities (laundry, hair cuts, etc)</i>	70	
	<i>Phone + Cell Phone + Computer Line</i>	260	
<i>Other Income / Child Support:</i>	<i>Medical Insurance</i>	433	
	<i>Life Insurance</i>		
	<i>Car Insurance</i>	274	
Gross Monthly Income (a):	<i>Car gas & repairs + maintenance</i>	400	
7800	<i>Clothing</i>	50	
	<i>Gifts</i>	125	
Less Monthly Taxes (federal & state) + Social Security (b):	<i>Recreation + Entertainment</i>	120	
Husband 1076	<i>Church & Charity</i>	260	
Wife 90	<i>Education Costs – Student Loans</i>	50	3800
	<i>Savings</i>		
	<i>Retirement Plan</i>		
	<i>Car Payment</i>	380	18,000
Net Income (a-b=c):	<i>Credit Card Payments</i>	240	12,000
Husband 3674	<i>Installment Payments 4 Plex</i>	1160	140,000
Wife 510	<i>Furniture + Appliance Payment</i>		
4 Plex 2450	<i>Equity Line or Loan Payment</i>	700	85,000
	<i>Vacation / Trips Away</i>		
	<i>Other – 4 Plex Costs</i>	240	
Total Net Income: 6634	Total Monthly Expense	6634	393,800

Sample – 45 year old Couple

Determine Your Net Worth – Your Annual Report Card

Personal Balance Sheet	
Liquid Assets	Value
Cash	\$1200
Savings	\$1200
Marketable Securities (403(b))	\$30,000
Life Insurance (cash value)	
Total Liquid Assets (a)	\$32,400
Other Assets	Value
Stocks (market value)	
Bonds (market value)	
Real Estate Investments (market value)	\$210,000
Residence (market value)	\$375,000
Automobiles (current value)	\$28,500
Household Furnishings	\$3500
Jewelry & Furs	
Other	
Total Other Assets (b)	\$617,000
Total Assets (a+b=c)	\$649,400
Liabilities	List All Debt Owed
Current Payables (credit cards)	\$12,000
Installments Debt (car loan)	\$18,000
Mortgage Loans	\$275,000
Notes Payable (student loans)	\$3800
Other Debts (equity line)	\$85,000
Total Liabilities (d)	\$393,800
Net Worth (c-d)	\$255,600

A List of “Essential” Things that Working People Say They Spend Their Money On! Are You One of These People?

Monday - Friday	Cost / Day	Cost / Week	Cost / Month	Cost / Year
<i>Breakfast coffee & bagel or donut</i>	\$2.20	\$11.00	\$47.67	\$572.04
<i>Can of Coke at work</i>	\$.75	\$3.75	\$16.25	\$195.00
<i>Dinner out, Tuesday & Friday</i>	\$15.00 incl tip	\$30.00	\$130.00	\$1560.00
<i>Movie rental (2) Friday night</i>	\$7.90	\$7.90	\$33.97	\$407.64
<i>Lunch out</i>	\$6.75	\$33.75	\$146.25	\$1755.00
Total Costs		\$86.40	\$374.14	\$4489.68
Saturday – Sunday				
<i>Lunch out while shopping</i>	\$7.50	\$7.50	\$32.50	\$390.00
<i>Movie & snacks (2) – twice / month</i>	\$23.50		\$47.00	\$564.00
<i>Nice Dinner out (2) – once / month</i>	\$45.00 incl tip		\$45.00	\$540.00
Total Costs			\$124.50	\$1494.00
Total Costs / Year		\$93.90	\$498.64	\$5983.68

By just cutting the “essentials” in half, you’ll save in excess of \$15,000 in 5 years!

By Eliminating a Few Guilty Pleasures, You Could Become a Millionaire!

Category or Item	Daily Cost	Weekly Cost	Monthly Cost	Annual Cost
Coffee / Tea				
Bottled Water / Soda				
Eating Out (lunch)				
Eating Out (dinner)				
Kid's Lunches				
Vending Machine Snacks				
Candy / Gum				
Newspaper / Magazines				
Long Distance / Cell Phones				
Cigarettes				
Gas / Tolls / Fares				
Other				
Other				
Totals				

FACT: 1) Save \$5.00 per day & in 41 years*, you'll be a millionaire!

2) Save \$10.00 per day & in 34 years*, you'll be a millionaire!

* = based on a 10% annual return

Learn to Play the Credit Card Game to Win!

Lesson #1 Credit Card Debt of \$1500

First payment is usually 2% of balance – monthly payment of \$30.00.

Of \$30.00 payment, \$24.88 to interest and \$5.12 goes to principal.

If you just make the minimum payments, it'll take 35 years to payoff this debt & you will have paid back \$6928.05 – of that, \$5428.48 is just interest paid with the 426 minimum payments required.

If you had put \$1500 in savings at 6%, in 35 years you'd have \$10,867.54.

Lesson #2 Pay More Than the Minimum Payments

If you had \$8000 in credit card debt @ 16% with a minimum payment of 2% or \$160 / month, it would take 30 years to pay off.

If you had the same debt as above, & paid \$300 / month, it would take less than 3 years to pay off.

Lesson #3 Pay Off the Smallest Balance First

Put all the extra money in a month toward the lowest balance debt first (debt #1). Old school thinking was highest interest rate, but no more – you need the emotional boost that you feel once a debt has been paid.

Once the first debt is paid, take the extra money monthly *plus* the monthly payment for debt #1 & add to debt #2 payment – power pay this debt until paid off. And do the same for the all your remaining debt.

You have the extra money – just cut out some of the “Essential” Spending in a month.



About Credit....

Credit Scoring

A credit report is an accounting of your credit history. A credit score can be 350 - 800. It's an indication of the probability of going 90 days late on any account within the next 24 months. It has the greatest effect on your interest rate. The components for FICO scoring are based on 35% on your payment history, 30% the amounts you owe, 15% length of your credit history, 10% types of credit used & 10% new credit.

Establish Credit

Apply for 2-3 secured credit cards (min. \$500 balances). Use the cards for normal daily purchases, including groceries. Keep the balance below 30% of the credit limit & pay more than the minimum payment, but less than the full balance. Make timely payments.

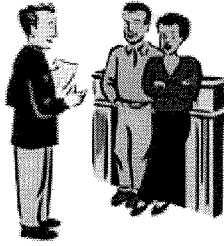
Improve Score

Pay all bills on time, every time. Keep balances below 30% of the available limit but no less than 50%. Don't close unused accounts - the zero balance can help. Pay off all collection accounts, charge-offs, judgments, etc. Discuss with your loan officer if old collection items (over 2 years old) need to be paid to obtain financing.

Credit Bureaus

Experian (FICO score) 888-397-3742
Equifax (Beacon score) 800-685-1111
TransUnion (Emperica score) 800-916-8800

Each bureau has it's own scoring model & not all accounts report to all three bureaus. Credit reports can have errors & there is a process to correct errors - early detection of errors & quick action is key. An annual review will insure accuracy & you are entitled to a free annual credit report. Credit reports can help you spot identity theft. Be careful with your credit especially in this age of new technology like the internet. Remember, no body cares about your credit except you.



Seven Steps to Becoming Debt-Free

1. Live Below Your Means.

You cannot become debt-free if you spend more than you earn. It's that simple! Financial stress relief is called "positive cash flow" or "money in the bank".

2. Decide Where You Want to Spend Your Money.

Don't let others decide for you. Know how much money you are bring in, how much goes out & to where it goes. Track *all expenses* - fixed & variable (get receipts for all spending & total monthly expense by category). If you are not satisfied, *now* is the time to change *your spending habits*.

3. Pay Your Bills on Time, Every Time.

Managing monthly bills is an essential part of staying debt-free & maintaining a good credit rating. Come up with a *system* to ensure that bills are not paid late.

4. Set Financial Goals, Both Short- and Long- Term.

Having goals in place makes it easier to make the necessary spending cuts to get what you really want. Time can be your best ally or worst enemy. Without reasons to save, you will spend money for things you don't need.

5. Use Credit Only as a Tool & With a Plan.

Figure out how & when you will pay the balance. Imagine building a house without blueprints. That's what your financial house will look like, too, without a plan. Your goal should be to pay for credit card purchases as bills are received, but no less than three months. Remember, debts do not improve with age.

6. Have an Adequate Emergency Savings Fund.

Life will throw you curveballs. Three to six months' worth of "bare-bones" living expenses should shield you from these problems. Don't have it, start with three days worth & watch it grow as saving becomes a *habit*.

7. Learn How to Invest Your Savings.

Your money has to earn more money to keep you out of debt, especially in your later years. Take a class, find a referral to a great advisor or just start reading - educate yourself!

Earnings & Savings Chart

Year Old	Average Salary	10% Savings Yearly	Compounding Factor Rounded	Future Retirement Fund
25	\$20,000	\$2,000	443	\$886,000
30	\$30,000	\$3,000	271	\$813,000
35	\$40,000	\$4,000	164	\$656,000
40	\$60,000	\$6,000	98	\$588,000
45	\$70,000	\$7,000	57	\$399,000
50	\$80,000	\$8,000	32	\$256,000
55	\$90,000	\$9,000	16	\$144,000
60	\$100,000	\$10,000	6	\$60,000

NOTE: Assumed an annual 10% savings, coupled with a 10% compounded annual return on investment & a typical retirement age of 65.

How Many Dollars Have Americans Saved for Every \$100 They've Earned Over the Last 15 Years?

1990	\$6.99	1998	\$4.23
1991	\$7.70	2000	\$2.27
1994	\$4.75	2002	\$1.97
1996	\$3.95	2004	\$0.60

SOURCE: U.S. Department of Commerce

Most Americans Cannot Afford to Retire!

The Effect of Time on the Power of Compounding Interest

Age	Annual Investment	Total Principal Dollars	Value at Age 65 **
20	\$2000 for 5 years	\$10,000	\$809,625
30	\$2000 for 10 years	\$20,000	\$559,808
40	\$2000 for 26 years	\$52,000	\$284,157

*NOTE: ** Based on an Annual Return of 11% in a Retirement Account*

“The average length of life in retirement for a person who is 65 years old is 17.2 years....and many people will live even longer.” Source: Employee Benefits Research Institute

Tomorrow Will Be Here Sooner Than You Think

Americans who report less than \$10,000 saved for retirement:

22-32 yr olds	68%	33-50 yr olds	38%	51-61 yr olds	30%
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Future Shock

In 2010, the number of people 65 years or older will be more than 39 million, or 13.2% of the population.

The dollar loses half it's value every 10 years.

Social security will start to run a deficit by the year 2032.

What is Leverage & How Does It Work?

Example - \$10,000 to Invest

	Money Market Account	Gold & Silver	Stocks & Mutual Funds	Savings Account	One Year CD	Real Estate Investments
Initial Investment	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000 Buy \$100,000 Property
Rate of Return Before Tax	1.80%*	10%	10%	.70%*	3.75%*	3-4% Nat'l Average 3.2%
Gross Gain	\$180	\$1000	\$1000	\$70	\$375	\$3000
Pay Capital Gains Tax	\$50	\$280	\$280	\$20	\$105	None – Unless Sell Property
Net Gain After Tax	\$130	\$720	\$720	\$50	\$270	\$3000
After Tax Rate of Return	1.3%	7.2%	7.2%	.50%	2.7%	30%

Note: * Highest rate of return before tax as quoted by local banks.

Definition of Leverage: Taking a little money to tie up a big asset!

Growth of Asset: Based on value of total asset, not initial investment.

FACT: Our national economists will tell you that inflation is about 3-5% annually. If you do the math, you'll see that true inflation runs about 5-8%. Your money actually loses money sitting in a bank. That's why people who want to achieve financial freedom do so through real estate investments. Your earned income will never keep pace with inflation.

What Will College Costs? – Children Born in 1996

	Public	Private
Annual College Costs Today	\$8,000	\$20,000
Education Fund Started at Birth	\$500	\$500
Current After-tax Return	8%	8%
Assume College Inflation Rate	5%	5%
Future 1 st Year Cost in 18 Years	\$19,253	\$48,132
Future Total Cost of College	\$82,983	\$207,457
To Reach Your Goals, You Must		
Make a One Time Deposit Today of	\$17,984	\$45,710
or Make Annual Contributions of	\$1,632	\$4,149
or Make Monthly Contributions of	\$135	\$344

Learn to Use Leverage for Costly Future Expenses!

Madison (ages 0-3 yrs) – Saved \$235/month for 3 years = \$8460
 Bought a house for \$75,000 in 1999 with
 Madison at my side

Madison (age 5 yrs) – Teach repairs & maintenance (take care of
 what you own) inspect property annually

Madison (age 7yrs) – Teach records & bookkeeping (make deposits
 & pay bills) staying organized is key to success

FACT: By paying 14 payments per year to the mortgage, instead of 12, the mortgage is paid off in about 15 years. In 15 years, the property value should easily double (\$150,000) with no mortgage owed. When Madison is 18 years old, refinance the mortgage to take enough cash to pay for college expenses (tuition, books, housing & transportation).



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Eric and Lisa Doud

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To Whom It May Concern:

As I look back over my life, I have to credit Teresa Brooks with being one of the biggest financial influences in my life. I remember I was getting very frustrated living in an apartment because the management company would not respond when I needing something fixed. I had enough and figured there was a better way. I started going through the paper looking for a new apartment, I could not find anything in my budget even with a room mate. December of 1997, I was a frocked E-4 in the Navy, which means I wasn't getting paid for E-4 yet. I also was attached to ship so I was not eligible to receive Basic Allowance for Housing (BAH). I believe that I was only bringing home \$450.00 every two weeks. My car payment and insurance was \$132.00 a month. About a 2 week search it finally dawned on me that the monthly mortgage on a small town house for much less then I was renting my apartment for. I called 4 different realtors that didn't want to waist their time working with me because my budget was so low. I was aggravated and I almost didn't call Teresa. When I called she actually took the time to talk to me and asked me to meet at her office. She wanted me to bring all my financial records with me so she could see how best to work with me. She told me that her goal was to sell me a house that I could comfortably afford. Like most 20 year olds only had \$300.00 in my savings account. I thought that I could use my VA loan to get this house, but unfortunately I couldn't even qualify because I didn't make enough money. My only option was to use an adjustable rate Mortgage. I also had to put money down, and when you don't have money that is very difficult. I talked to my family and they decided that they would lend me the rest of the money. I closed on my 3 bedroom 2 bath townhouse (1502sqft) January 28, 1998. My mortgage payment was \$320.97 a month. My room mates (2) were paying the mortgage + some and I ended paying the utilities. It worked out really well for me.

Teresa gave me her money management talk on our first meeting. Although I was not in a position to take on another property, I remembered everything she said about how to build wealth, and how to leverage your assets to create more wealth. I lived in my town house until 2002. My husband to be had a house of his own and we couldn't decide which house to live in. To make it easier we decided to buy a new house and rent the other 2 out. He wanted to use his agent; I didn't want to force the issue so I agreed to meet with this guy. His agent seemed too busy to listen to us and I convinced Eric to meet Teresa.

Again she met us at her office, and went through our finances with us. Eric didn't like that, but I told him that is how she helps us figure out how much house that we can afford comfortably. We were able to buy a HUD home in the same neighborhood as my husband's house. We were married August 24 2002 and we closed on that house September 11, 2002. This home was definitely a "fixer upper" out of the 2 ½ baths not



one toilet in the house worked. This started us on a path of buying houses and fixing them up and renting them.

Because of Teresa's influence we have managed to acquire 5 different rental properties, set up our LLC and be on our way to a very comfortable retirement. I know that there are many people that spend all their money on frivolous things, but my husband and I listened to everything Teresa said, we try to put everything in to practice. We will only know if we have succeeded in about 15-20 years when it is retirement time.

Through Teresa's guidance she has shown us it is never about how much money you make it is about what you do with your money. You too can have success, you just have to stop thinking about now and start planning for the future. That means no new car, eating at home, no more manicures and pedicures; you have to cut back so that you can afford to buy the properties. What are you willing to sacrifice now so that you don't have to sacrifice in the future?

I hope that my story is very helpful to anyone who takes the time to read it. If anyone wants to contact me about anything I have written please feel free to do so. I just hope that it has given you encouragement to know that building wealth can be done for an average person with proper guidance from someone that is already where you want to be.

Sincerely

Lisa Marie Doud

TERESA BROOKS TESTIMONY

I first heard Teresa Brooks at her life changing seminars way back 2002. She blew me away. I aligned myself with everything she said. I jumped into the real estate pool head first. Since that time I've bought three properties.

Teresa was a mentor to me. I take mentors very seriously. They are a role model. It's important to surround yourself with successful people. When reaching for your goals we'll all face obstacles, mentors pull you through them.

Teresa is exceptional. She's business minded, efficient, family focused and adventurous! To sum her up in one sentence: She's the best one to tell you the difference between a challenge, an obstacle and to give you a firm NO!

Somewhere along the way I flipped a switch in my head and saw Teresa as a professor not a mentor. I was raised that you don't brown-nose the professor. They teach, you learn and then you create something on your own so they can look at it and be proud of you.

I had a real estate agent before Teresa whom I was fiercely loyal to. Loyalty is huge with me. You don't abandon those who walk the journey with you. However, before long I had a mess on my hands. Two out of the three houses are now 'upside down'. They are worth less than what is owed. Loyalty is important, but if you're on the wrong track, going the wrong way and you're headed for a devastating destination it's time to change direction.

Recently, I've returned to my mentor Teresa Brooks. If you're in a desert sandstorm you grab the waist of the guide so they can lead you out. If you let go of the guide, you'll be LOST. Don't get lost, always be led. I compromised on my guide and paid a heavy price. Who knows where I'd be today if I stayed with her.

I've now flipped back that switch and have returned to my mentor Teresa Brooks. I have my arms securely around the waist of my guide. This time I'm never letting go.

Harrison H. Kramer, MBA
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harrison.kramer@cbn.org

Dear Teresa,

As you recall, I have always been the type of person looking for the “quick fix” or “easy way” in life. This has often times caused me trouble and financial insecurity. Rather than leaving my money matters up to me, I entrusted “financial planners” who really weren’t planning for my future, they were planning for their own! They had put my money into investments where they were making commission up front, and I was losing over the long haul. It took me two years and much financial ruin before finally getting my act together and getting on board with Teresa. I had met her several years before through my financial planner as a matter of fact. Upon meeting Teresa, I was quite intimidated, but I knew there was something about her that made her different from all the rest of the real estate agents out there.

As a prospective investor, the thought of putting all of my money into real estate was quite scary and uncharted territory for me. I was nervous and unsure of what the returns on my investments would be. After losing out on several thousand dollars of bad investments known as “paper assets”, I realized it was time to buckle down and begin investing in something tangible with high yield potential: real estate!

I contacted Teresa immediately. It was a struggle for me to get organized and get my financial house in order. Looking back, I realize why this was so important! I am now finally at the place I needed to be several years ago! I am closing on my first investment property next week! Instead of losing money, I will finally be making money! Real estate investing with Teresa Brooks has truly changed my life. Her attitude and enthusiasm for what she does is highly contagious. I love her direct, no frills, straight talk! It really gets through to me, as I can be stubborn and hard headed. A dose of Teresa is exactly what I needed to give me the push I required to become the person I am today. Many thanks go out to Teresa Brooks- a life changing woman that will always leave a lasting impression on me!

Your Biggest Fan,

Holly Nole

p.s. Feel free to contact me at 540-998-8686 for a reference

To anyone who's broke and sick of it,

Last August my wife, Samaira, and I were renting an apartment in Virginia Beach in a rowdy complex, and each month we spent more money than we made. We felt like our lives were controlled by money and knew we wanted a change.

Ten months later we now own a home in a great Chesapeake neighborhood. We have money left over each month to help pay down debt, add to our savings, and do something for ourselves once in a while. We're also close to our goal of purchasing a second home and turning the first into a rental property. How did it happen?

I talked with a friend at work about his seven rental properties and how he'd been able to build a lot of wealth using the same modest salary I was making. He told me he was able to accomplish this through invaluable lessons learned from his real-estate agent Teresa Brooks...so I called her.

Teresa sat down with Samaira and I and taught us about budgeting, how money works and how to make money work for us. She guided us toward purchasing our first home with the intent to make it a rental property, and it was one of the easiest things we've ever done.

Since then I have recommended Teresa's services to countless colleagues and friends. Yet none of them are able to get started on same path toward success for one simple reason...they don't call.

Her number is: office - (757) 460-9600 and cell - (757) 406-1396. Personally, I think your time is better spent calling those numbers than reading the rest of this letter.

But if you need more encouragement, here it goes: When you work with Teresa, you work with someone who cares more about building relationships and your success than a one-time commission. Teresa's network of professionals all possess this same caring attitude and make the goal of improving your financial life nearly impossible to fail.

Samaira and I have spent the last ten months surrounded by people who are more interested in our success and building business relationships with us than getting our money. You now have the same opportunity we did ten months ago. Good luck finding better. The numbers are two paragraphs up.

Sincerely,

Joe Aldrich

Nathan & Kristen Luce
1715 Hiawatha Drive
Virginia Beach, Virginia 23464
757.495.5569

Ms. Teresa Brooks
Remax Allegiance
1161 Revere Point Road
Virginia Beach, VA 23455

Dear Ms. Brooks:

We had to write and tell you what an incredible difference you have made in our lives!

We were married last June, and moved down to the Virginia Beach area in July. Kristen is in law school and Nathan is working as an elementary teacher in Norfolk. We are currently renting. We came to hear about you at a real estate and investment seminar that you taught at Regent University. Although we do not have a lot of money, we do have some savings stashed away, and we thought it seemed like a sound decision to buy a house.

It was very refreshing to meet such an incredibly qualified business woman as yourself, who was honest above all. You advised us that with our goals in mind, it would be better if we actually waited to buy a house. We would be in a better situation later, after Kristen finishes school and we go ahead and move back home. Ms. Brooks you could have sold us a home, and no one would have blamed you. However, you were able to look beyond your own personal gain and keep us from making a financial mistake that could have been devastating. Additionally, you didn't want to be compensated for the time you actually did spend with us (which was in the middle of a very busy stretch of time for you)... Thank you!

Our only regret is that we cannot do business with you. However, we are forever grateful for your selflessness; you saved us from what could have been a big mistake.

Thank you for your financial guidance! We wish you well.

God Bless you,



Nathan & Kristen Luce

Testimonial

When I received a job offer out of state, this caused me to have to pack the family up and move in a short period of time. Given the downturn in the housing market we realized it might take some time to sell our home. After 9 months, 2 real estate agents, 3 showings, and no offers during that time period, my wife and I were becoming extremely frustrated.

I then decided to follow a friend's advice and call a realtor that he had recommended to me previously, at which time I called Teresa Brooks. After speaking with Teresa, I was able to be optimistic again that we were going to be able to sell our home, and that a short sale or foreclosure were not our only options.

Teresa assessed our property, crunched the numbers, and provided us with different options along with her recommendations on how we could sell our home. After following Teresa's recommendations, we had 3 showings, received an offer, and ultimately sold our home within about 6 weeks.

Our experience with Teresa in comparison to our other realtors was night and day. Teresa provided us with professional service and offered us her expert advice throughout the entire process. The one thing I appreciated most about working with Teresa was the fact that she was a straight shooter and her expertise was very evident in the service she provided.

The only thing I regretted about working with Teresa was not calling her sooner.

Thank you Teresa!

Jason Currie

Seminar Questionnaire

1. Presentation of information: _____

2. Presentation of speaker: _____

3. Was the format educational & entertaining?: _____

4. General comments: _____

5. Where did you hear about the seminar? _____

Please complete the following to receive your **FREE CD**, "***Straight-Talk on Real Estate Investing***", or for the services below.

Name: _____

Address: _____

Phone: _____ Cell Phone: _____

E-Mail Address: _____

By my checkmark, please provide me with:

____ Private consultation with Teresa Brooks

____ Presentation of a seminar(s) to another group - **FREE**

- "Money Isn't Everything....But It's Right Up There With Oxygen"
Money Management Seminar
- "Finally...An Investment Prescription with Side Effects You Want!"
Real Estate Investment Seminar
- "The Perfect Home Buyer Storm"
Home Buyer Seminar

Personal Finances

Please give us your [feedback](#).