

CHAPTER 1

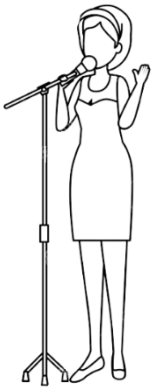
INTRODUCTION

Some insight on me: I'm old. Not "clutching an autographed copy of the Bible" old, but I've been around for more than a minute. In my time, I have always been curious about the *why* of things in life. I like (read: LOVE) the organization of things and making sure everyone has the most information possible when making any decision.

As a child, I would "play" in my bedroom with my stuffed animals. Sounds normal so far but wait! I owned one "business suit" then. It was a snappy, mustard-yellow plaid number that consisted of a vest, button-down shirt, and pants (bell bottoms, of course). Growing up, I was one of three girls and the best dressed, obviously!

But oh, that SUIT! I would spend *days* on end organizing my “team” of stuffed animals. Seating charts, picking partners, getting feedback from each “person” in the group, making charts and doing what would be considered “vision boards” in modern society. What was I “planning” with them? How we were going to play, of course. By the time the ‘80s rolled around, I felt Alex P. Keaton was behind the times (and perhaps had been following me around in my childhood and watching me!). I miss that suit.

Fast forward to my educational years. I have always wanted to know “why?” and understand



everything; I wanted to excel at learning. College was no different. I spent three of my college years doing stand-up comedy. Why? Not as a “creative” outlet per se; it was so I could understand what people thought “funny” was, and depending on the night, sometimes what they

considered funny was me...and sometimes *it was not*. I certainly learned a lot! As an adult, I

like to combine my training as a former comedienne and my love for the “why” in life into everything I do.

So how is this important to you, my reader (and new best friend)? I have taken the guesswork out of what is essentially a blind item: writing and publishing a book. I have spent my entire life preparing for this moment: the moment you open (and crack the spine on) this book. This book is packed with information, insider knowledge, tips, and tricks on getting the words out of your head and onto paper, and ultimately getting you published as an author.

What path did my career take to get me here? I obtained my real estate license back in the early '90s, at the age of eight; that's my story! I was filled with wonder. My entire real estate career was centered on education. (Who here is surprised? No one? That's what I thought.)

I have worked with and for homeownership focused nonprofits for over 20 years. I was formerly on the Board of Directors of two nonprofits that focused on homeownership

and education. I have an extensive mortgage background and can speak in "All Regs" guidelines like a second language. I also have a spreadsheet of investor overlays to Fannie and Freddie based programs that is *color-coded*. If you have no idea what that means, congratulations; you probably live a normal life!

I was lucky enough to be part of the original Credit for Life Fair, which originated in Massachusetts and is now a national program for high schoolers. I am certified through Money Management International and Consumer Credit Counseling Services.



I have personally taught over 250 First Time Home Buyer (FTHB) seminars. As part of the

home buyer seminars, my role was to review, analyze, and develop a plan for all attendees as needed with regards to their credit profile and plan for homeownership. I have been a consultant for national nonprofits related to the implementation of their online educational courses. Aside from being fun at parties, this means I know a little about the business of Real Estate.

After almost 30 years in the business, I discovered that buyers leaving my FTHB programs knew more about buying a home than new agents did. I kept wondering, if that is the case, then “who is the expert?” The buyer or the agent? Motivated by this discovery, I developed an online and one-on-one coaching program for new agents called EdifyCoaching.com. The focus of Edify became to bring my knowledge of FTHB education to new agents.

As 2016 and 2017 came and went and after repeating myself a million times either in programs or in coaching, I decided to write a book about everything I knew. Half of my

motivation was to simplify my life. The other half was in case I got hit by a bus, at least people might still be able to benefit from my years in the business.

What did I discover about writing a book? That getting hit by a bus probably would have been easier. Even though the book was 30 years in the making, the 18 months it took to get the words out of my head and on to paper were torture...absolute torture. I knew the material like the back of my hand; heck, I *wrote* most of the material I was writing about; but I still struggled. Was I giving too much detail? (Like this intro!) Was I explaining things clearly, using correct sentence structure, cohesive paragraphs, or spelling properly? UGH, the pain! And thus, *Belmont City Press was born*.

Of all the places available for you to publish a book, Belmont City Press stands out as one of the few that *helps* you to write a book. With our "21 Days To Author" program, we walk you through every step of the process. Maybe you don't think you have an entire book in you, but I know you have at least a chapter.

At BCP, we specialize in anthologies, so you have all the benefits of being a published author without the struggles of writing an entire book. And the best part is you are the writer! No canned book from us with only a “personalized” cover that you need to pay monthly fees to use. It’s *your* book.

Aside from giving life to Belmont City Press and having an almost 30-year career, I am a “wannabe” runner. One of my proudest accomplishments is that I am a marathoner. My first (and please, for the love of all things holy, last) marathon was the 2019 Boston Marathon. I was a charity runner (Go Team BMC). I also hold the distinction of being the LAST official marathon finisher for the race (go ahead, Google it, I’ll wait....).

Well, if you are not impressed by that, let me pass on a bit of advice: trust your training. This proved to be an invaluable mantra that propelled my injured leg through 26.2 glorious miles in Boston on that fine spring day. Writing a book is a marathon, not a sprint. Trust the process, surround yourself with good

coaches, and know that the finish line will be there when you get there, and it will be spectacular.

Regardless of where you are in your professional journey, take the time to understand all your options. Surround yourself with a great team of knowledgeable and experienced people who can guide you through the process. If you happen to be interviewing for the position of publisher, let me know. I would love to earn your business and show you how

"I'm obsessed with your success!"

