



*012: Earning More Money by Committing to the Work with
Patrice C. Washington
(Transcript)*

PT: Patrice, welcome to the show.

Patrice: Thanks for having me PT. I'm so excited.

PT: It's so good to have you on. I'm anxious to hear more about your story. My first question is, what's the one thing you do that you feel has had the biggest impact on your financial success so far?

Patrice: I think the one thing that I do maybe differently than other people who are in this space is I don't necessarily focus as much on saving. I really focus on earning more money because I've always felt like the money I could save if I were to cut cable or cut this expense or that expense—there's only so much you can do because there's someone else in control. But with my earning potential, I feel like I'm in control so to me, that's limitless. There is no limit to what I could do, what I could put out there and what I could create. I like to save. I'm not opposed to coupon cutters but I feel like if I spend all my time cutting coupons to save \$50 at the grocery store I could have put in the same time into earning another \$500. I think that's one thing, for sure.

PT: I like that. Have you always had that mentality?

Patrice: Yeah, but mostly because my mom used to drive me crazy back in the day, taking me shopping. This was when there were no cell phones and apps to compare prices at stores and stuff. She would drive from J.C. Penny to Montgomery Ward to all the department stores, only to come back to the first one. That was her idea of saving money. I mean, we wasted time, we wasted gas. I was a little kid yet I still knew that it didn't make sense to do that.

PT: That's hilarious.

Patrice: We could have done something else. I have always been that way in a sense.

PT: Yeah, I remember some of those trips with mom back when there were no cell phones or anything to keep you busy, right?

Patrice: Yeah.

PT: That's cool. Were there entrepreneurial endeavors for you early on? When did you start bringing in some cash flow yourself?

Patrice: People never believe me when I tell them this, I wish my mom was here to co-sign. Third grade!

PT: Really?

Patrice: Third grade, really. I'll never forget my elementary school. A kid got hit by a car trying to cross the street to get to the ice cream truck and they made the ice cream truck move off of the entire block so that kids wouldn't be running across the street or trying to go down the street away from the school to buy candy or chips or whatever. I had birthday money and asked my mom to take me to buy candy. I became almost like the after school candy lady. I would go to school with Glow Pops and Tootsie rolls and stuff all in my backpack. And I was in the third grade!

PT: That's hilarious.

Patrice: Since there was no alternative, I made all the money!

PT: That's great. That's cool. So you saw the opportunity and you took advantage?

Patrice: I took advantage. I was doing that every other year since the third grade. And, every time there was something that was cool that I felt like I could make at home—I don't know if you remember the bandanas with the jewels on them? Back in the day—I don't know, it may have been an LA thing, but there were these scarves that girls used to like to wear, T.L.C—the R & B group made them popular. In sixth grade I figured I could do, I have a Bedazzle machine. So, I started to make scarves to sell at school. I've always been into figuring out a way to make money.

PT: That's cool. Just a quick side note, are you naturally a spender or saver? Does money kind of just flow out?

Patrice: No. I'm actually a saver.

PT: You're naturally a saver. That part comes natural. So, even though you've earned it doesn't necessarily mean you're just going to go run out and spend it right away. You're more interested in the earning part so maybe you don't give yourself time to spend?

Patrice: Yeah, it's the challenge of the earning and figuring out something new and that always kind of preoccupies me. I am not a window shopper. I don't surf on the net. I only go somewhere with a purpose and a plan. I don't go just to walk around or just to look around, and I think that comes from knowing a little bit about what my purpose is. I always kind of have something I'm working towards. For me, I feel like that helps me set my priorities. Sticking to that keeps me out of stores and all that. But, my husband, on the other hand, is the spender so I have to reel him in. I'm not going to lie. But he also teaches me how to live a little so it's a good balance.

PT: Yeah. Teresa and I have that same thing. I'm actually the spender but she does a good job of making sure we keep most of it. But yeah, I push the envelope. Well, that's cool. Maybe we could talk more about the relationship thing in a bit, but I want to stick to you and those early entrepreneur ideas. Did you have businesses through college or were you working through college? Talk us through some your early, real-time businesses.

Patrice: Well, when I was 19 years old, I was introduced to the wonderful world of real estate by a family member. And I'm going to keep it real, PT, I thought, if she can do this, I definitely can! I just didn't feel like she was particularly smart. *[Laughs]* I was a sophomore at U.S.C. in Los Angeles when she introduced me to real estate and I loved it, instantly. I liked interacting with people. I liked figuring out the challenge of things coming together. I really worked more on the loan side, so loan-packaging was fascinating to me. I got my real estate license at the age of 19. Then, during my senior year I went after my brokers and got my broker's license after the first time taking the test. And, I started a business during my senior year of college. I was a business major emphasizing on entrepreneurial studies. I entered entrepreneurial studies and remember sharing that I was going after my brokers and doing all this in a paper I was writing. We were working on a project, and for me it was a real estate and mortgage company. I remember my professor at the time, didn't give me a good grade. He said I was being unrealistic because my plan didn't include working somewhere for 5 years or 7 years or 10 years before starting the business. I was used to being a really good student with a 3.6 or 3.8 GPA and he gave me a bad grade. I was like, "What the heck!" I was determined to prove him wrong. That was first semester, senior year. In the second semester I went through with getting my broker's license. I started to sign up with different mortgage companies. I started in my apartment, but I really used one of the offices on our campus. I used their fax machine, their paper. I used their work study students to my advantage *[laughs]*. They were like my first employees. I'd have them doing all kinds of paperwork like faxing and copying for me. When I left U.S.C., I didn't apply for a job and I didn't apply for grad school. I was determined to see it through and

prove my professor wrong and we did.

PT: Wow! That's incredible. I just have to back up some more. Your story is very unique. I've interviewed several people now on the podcast and you were very entrepreneurially driven early on given the interaction with a family member and real estate. Was there anybody else in your family that was inspiring you and/or giving you permission to take this entrepreneurial route versus the more traditional education—well, you did go to college, but you just seem very bent toward entrepreneurship. What was influencing you early on?

Patrice: First, my dad was an entrepreneur. I'm Belizean and Jamaican. My dad owned a Belizean nightclub in Los Angeles that was pretty successful for many years. I didn't grow up with my dad in the home but I remember having basketball games, volleyball games or spelling bees, debates or whatever, and my dad would always attend. My mom worked full-time, 20 miles outside the city from where we lived and she could never come to anything. I remember being in the 6th or 7th grade and asking my dad if he really worked or if he really had a job because he was always more available. I thought that was odd. Like, why doesn't he go to work but he has money? And he'd say, "I'm an entrepreneur." That was the first time I had ever heard that term. I remember thinking, whatever that is, I want to be that. I just made up my mind literally in that moment. I wanted to be that because, as someone who always wanted to be a mother, I just wanted to be in control (one day) of my time. I love my mom so much. She continues to work really hard. She's just now getting ready to retire but she missed out on so much of my life because of having to work in that type of setting and doing what she had to do. I was just determined, PT, that I just did not want to raise children that way. She did a phenomenal job with me but I just wanted to be more hands-on. That has always been the catalyst to challenge myself.

PT: That stuck with you. Wow. That's a great story. My dad is an entrepreneur as well. I think I had a little bit of that influence too. He could show up to ballgames at 3:00 pm, or around school let-out so I can relate to the access that parents who aren't tied to an employer—the affect that can have on your life. That's cool. The control aspect, the independence aspect is attractive but you still went to college, you still chose that route. Why?

Patrice: I really didn't know anything but going to school. I was the first in my family to go to a 4-year university and I did feel a bit of a responsibility in a way. I knew that I could not pursue anything but business or entrepreneurial studies. That, I knew. I don't like blood. The communications thing wasn't really me... nothing else fit. I knew I had to go to school and at least do business, but I think a lot of what I've done is, wanting to be

an example to the younger people in my family of what's possible. Pretty much everything that I've done, I've been one of the first. I've pretty much been the first. My mom is one of 13 children and my dad is one of 10 children so I come from a huge family with hundreds of first cousins, literally, and I'm still the first in many respects. But, I've also inspired some of my older cousins and older siblings to now go back to school. That meant a lot to me too. I knew I could do it and figured, I'll do it and show everybody that we are able, that we're capable. I think it was more of a fear of not being from this country and understanding that you could really go after some of these things.

PT: That makes sense. I want to go back to the real estate business you set up. Give people a context of the year this was in relation to the housing crisis and what, exactly, your business was doing?

Patrice: In 2003 when I graduated from U.S.C., that's when I launched the business. It was during my second semester so that was in the spring semester of 2003. When I first started I went straight to loans because that's what I knew. And I'd been doing that for a couple years, so I was getting referrals and people knew me for that. Then, we added— my boy friend at the time (my husband now)... Well, I should say he might have been my boyfriend but he was actually my best friend at the time before he became my boyfriend. Anyway, I brought him in and he was really great at marketing. That was what his degree was in, marketing and so we partnered together. I still did the loans and we added the real estate division. Every year after that, we pretty much added more things. We ended up adding our own escrow division. Again, how do I make more money, right? How do I make more money out of this process? I thought I just needed to have a dedicated person and a structure in place so we just kept adding things. About two and a half years in we added in the investment piece where we had someone that will come into source cheaper properties in other parts of the country for our California investors who wanted to have investment property. We basically have four arms; the loans, the real estate, the escrow and the investment piece. By 2006 we were doing seven-figures. We had 16 loan officers and real estate agents. I had two full-time escrow people and we had two full-time people who were at the investment division. And, I thought that was it, PT. I thought I was going to cruise into the sunset and that thing was just going to make more and more money. Then in 2007 we started to feel something was not right. It didn't happen immediately, but we started to see little signs. Some of the other real estate and mortgage companies in the office complex that we were located in were slowly shutting down but we were still making so much money I was wondering what was wrong with them, what was going on? By 2008 it was a wrap. I was actually on bed-rest in the hospital waiting to have my daughter and literally watching the news and every day, banks were closing down— banks that we worked with which, unfortunately, had a lot of sub-prime lending. I remember watching one of

my account executives from one of the mortgage companies on the news and they had shackles on the doors. They said nobody told them and they showed up to work. And I knew one of them... That's Danny! I thought, "Oh, my Gosh, this is so real." But in the same respect, for me personally, I ended up being in a place where I had to have them take the T.V. out of my hospital room because, for one, there was nothing I could do. I was on bed rest because I had lost a child the year before. The doctor said, "If you keep stressing out and freaking out about whatever's going on in your life, you're going to leave here 2 years in a row with no baby." I already told you one of my greatest things was to be a mother. That was something that I always wanted so I had to just let it go. For those years, my business was my baby so to see it kind of crumbling before my eyes and there was nothing I could do, that was really a hard time. Over the next 16 months or so we just slowly exhausted all of our savings. My husband and I were both very optimistic thinking we could ride this out, keep this all going, so we exhausted all of our savings keeping staff on, paying overhead, taking care of several pieces of property that we owned where our tenants could no longer afford to live there because they had lost their jobs. It was a mess. Talk about when it rains, it pours—it was a mess from every angle.

PT: Wow, that's crazy. Where did you end up after that?

Patrice: I ended up losing my home in Pasadena, California.

PT: But by that time you guys had you been married and purchased a home yourself?

Patrice: Yeah. We ended up losing our home and laying our staff off by 2008, we had to just let it go. We had to lay them off and close up shop and everything. We moved to New Orleans because we still had investment properties there that hadn't been rehabbed after Katrina. We thought we'd use the last little bit of savings we had to get the places rehabbed, rent them out. It would be great cash flow. But, everything that could go wrong, went wrong, from neighborhood people stealing appliances and pipes and things that we could not afford to replace. We needed those things. The value continued to tank on the properties so we weren't able to get them sold or turned as quickly as we thought. I ended up in a 600 square-foot apartment in Metairie, Louisiana, bawling and crying every other day wondering how I got to that point and how this all happened. I was the good kid. I did what I was supposed to do. I tried to help everyone. I always tried to operate with integrity—how did I get here? I'm here with a small baby and my husband in a small town where we know no one. We have no friends, no family, with no money, begging the power company every other day not to turn the power off or my baby's milk will spoil. That's where I ended up.

PT: Whoa, that's crazy. Your husband, was he trying to find a job at that point?

Patrice: Yeah. My husband ended up actually applying everywhere he could in New Orleans. This guy has two degrees. We ran a seven-figure business. He is a smart guy but no one would hire him. He was either too qualified or not qualified enough. We live near Veterans Memorial Highway and he literally ended up going to every fast-food joint on that street, McDonald's, KFC, whoever.

PT: My goodness!

Patrice: Finally, someone at Taco Bell gave him a job. My husband went from tailored suits to Taco Bell for a year and a half just to make sure that we had health insurance.

PT: Wow!

Patrice: People threw tacos in his face through the drive-thru.

PT: Humbling. Were you home with the little one at that time?

Patrice: At that time—one of the days he was off from Taco Bell he actually took our baby out somewhere. I don't remember where but, I was having one of my spells where I was just bawling and crying and I ended up reaching for my Bible and finding this verse; Proverbs, 17:16. It says, "What good is money in the hands of a fool if they have no desire to seek wisdom?" And it hit me. I realized I had been really great at chasing money. I had been doing that since I was a third grade. How do I make money? I was chasing money and all this stuff but I never stopped to seek wisdom. People always came to me so I didn't know how to ask for help. I didn't know—sometimes you don't even know what you don't know. But, you need something. I don't even know how to say, "Okay, I need something. I don't know what it is but I feel like you might be the person I should sit down with..." I wasn't even humble enough. Not because I was arrogant, I just didn't know. Yeah, that verse just hit me like a ton of bricks. I just wish more people understood that this is not about chasing money. I come from a real estate background that's more of a fast-money type of environment where people are always flashy and all that stuff. And I said, "God, if you give me an opportunity to rebuild my life, I swear I will tell everyone I can to stop chasing money because that's not the end all, be all." You have to seek wisdom. It's about a mindset. It's about making wise choices, seeking wise council. That was the first time it gave me permission to take personal responsibility for what happened to us because, yes, the economy was tanking and the market was all jacked-up, but when the older guys were leaving my office building, I couldn't say, "Tell me why you are leaving? Do I need to be preparing for something?" I didn't know how to ask questions like that. A lot of people went through a lot of things but I feel that, when you take personal responsibility, you put yourself back in control

enough to say, “Okay, this is what I would do differently. If I ever sensed something like this, I would totally do that. Or, I would go here—“ I wouldn’t wait until my back was up against the wall where I’d have no options. That was the moment for me. And I literally started a blog the next day. With no money, I got off the floor and asked myself, what can I do? I have just recently learned to blog, but back then I didn’t really understand what a blog was but I felt like maybe this was a route I could go to at least start trying to share the message. I started a freeblogspot.com in 2009 and that was the beginning of everything that I’ve done to this point.

PT: What kind of things were you sharing on there?

Patrice: I was really looking at Proverbs every day to find something that had to do with money or business. Then I’d try to tell a real-world story that tied into it. I did that for months. I only thought my mom was reading it. I didn’t think anyone else was. [*Laughs*]

PT: So you found this turning point that brought this new realization—this passion on, and it was translated into sharing that with other people. Did you look at this as being a business one day or was there a financial component to it? Or, was it just literally an outlet for you?

Patrice: Initially it was just an outlet until I started to find people like you. I started to find bloggers and people who were just out there doing more. And then I went to a bookstore and just started looking at the books on the shelves. Actually, I just happen to have this right here. Can I share this with you?

PT: Sure.

Patrice: This is a journal of mine, but there’s a personal finance shelf space in Barnes and Nobles. I turned all of Suze Orman’s books around and said, “If this lady can do this, I can do this because I want to help people.” I put it in my journal. This is from back then. I wrote, “I will bless lives through personal finance. I will do this.” And I talk about being able to walk into Barnes and Noble one day and see my work on the shelf and know that someone’s life is better. And 6 years later my books are in Barnes and Noble.

PT: That’s crazy.

Patrice: I always just try to look—like I said, I looked at you as a blogger. When I first met you, I was just a ‘girl fan.’ I looked at people out there to see what they were doing. Clearly there is something here. I had always been educating, so even in the real estate business, the way we grew the business was with me going out and speaking. I went to churches. I went to conferences. I would talk to people about what they needed to do to prepare for homeownership and why it was essential in wealth building and those types

of things, so I was already speaking. I never saw that as a business. I just thought of it as a marketing piece to my business. Then I thought to myself, “How do I turn this into something?”

PT: Did something change after New Orleans? Did you change how you handled your money or was it your changing philosophy on the actual tangible aspects of how you were managing your money? Or did that stay the same? Or were you just not making any money at the time?

Patrice: I wasn't making money. In New Orleans, a lot changed because—I'm going to keep it real. I think I used to judge people. I would see them in the grocery store with food stamps or an EBT card number and I'd think they must be lazy because that's the stuff I heard people in my family say. If they just worked hard, they wouldn't have to do this and that. I found myself with an EBT card. I had to go apply for an EBT card after having amassed all this stuff in the homes and the cars. I found myself in that place and I knew I was in a lazy person. I also knew I wasn't sitting around twiddling my thumbs. I was literally trying to figure out what to do with my life. In the meantime, I have a kid that needs to eat. I need to eat. We need to eat. So there were a lot of things that I experienced during that time that I never thought I would. I had a Green Dot prepaid card because we had a checking account that was closed down and we still needed to pay bills. I was making payment arrangements, for the first time in my life, with every creditor we had. I was negotiating things like, “Can we move this here? And can we move that there?” Now, when I look back, even for the last few years that I look back, when I'm out speaking all over the country and someone comes up to me with tears in their eyes telling me their scenario saying, “But you don't understand...” I understand. I was being prepared for this because I've always been passionate about financial education and business, but I didn't have the compassion that I have today. So, going through that experience and having to get a second-chance auto loan—I didn't even know that existed! When you get denied you can go back and there is a little back room somewhere over there where they tell you, they might trust you again but it might be at a higher rate. I didn't know those things existed. And, I don't think I would be as effective with the people who e-mail me, if I didn't go through that experience myself and know those things firsthand. I literally went down to the bottom financially with all the predatory-lending type of practices and worked my way back up.

PT: At some point, did you stop and say, “Okay, I'm here. I'm hit rock bottom.” When you realized it, did you set goals or was it just to improve things by taking daily steps? Was there some big goal you had set for yourself or was it more or less just getting by until the wheels started turning again?

Patrice: My husband and I are definitely big goal people and so we would look at where we'd want to be in a year. Let's be realistic, we were not going back to \$1 million next year. That's not going to happen. The only thing we could do was just set smaller goals and aim towards hitting those. We stayed very proactive. It was not a reactive type of thing. I think, when you have a financial struggles a lot of us wait until something else catastrophic happens before we move. We were definitely trying to be proactive. We were talking to creditors. We were being proactive about dealing with lenders. We were being proactive about what resources (we qualified for) we could take advantage of so that money that does come in can be saved and put towards debt reduction. We were just very heads-down, making it happen. We stuck to the bigger goals. Some of those were just getting a car that didn't cost 15 percent interest. We said, "Okay, we're going to pay this on time every month, for 6 months, then go back and tell them how great we've been doing," and to see if there was something else we could do. They would tell us we'd have to wait another 6 months. And we'd say, "Okay." We were just doing whatever we could do to show we were responsible again. In the meantime, we were also looking at how to earn more money. My husband was working at Taco Bell. He took odd jobs and I was all over Atlanta doing some odd jobs, but always with the goal of, "Okay, I want to have a book on the shelf one day." I was volunteering at all the financial education nonprofits, just building a name and reputation for myself. That was a part of it too, staying out there letting people know that this is who I am and this is what I'm interested in.

PT: Yeah. Talk about some of the tools or resources you used along the way. You mentioned Suze Orman. Was she someone you were reading? Were there other tools or resources you guys used to build your way back up?

Patrice: I took bits and pieces from everyone. I really felt like there was no one-size-fits-all and that it wasn't a cookie cutter thing. There were things that I liked from Suze Orman but there were things that I liked from Dave Ramsey. There were things that I like from Michelle Singletary and David Bach from Lynnette Khalfani Cox. I was everywhere. I was just so—

PT: You were just taking it all in.

Patrice: I was taking it all in and using what applied to me then. In the journal I had a little checklist of things that I knew I wanted to do in the future. Like, I had heard of things like long-term care insurance for your parents. And, I was not in any position to do that by any means, but I put it on the, "Okay, I understand what that is, list," and when I'm back on my feet, we'll look into that again. Last year we were able to give my mom long-term care insurance. And we're getting it for my mother-in-law. Doing

different things for them as they retire, that's all. I knew that I wasn't in the position where I needed it or I could afford it at that time, but there were different things that we decided we were going to do now and things we would do later and we just revisited it and kept checking things off. Even now, there are still things I don't have in place that I would like to, especially as it pertains to my daughter and my mom and stuff like that. It's a journey. Every year gets better and then we do something else.

PT: Talk about some of the milestones you've hit over the past few years, financial achievements for instance.

Patrice: Well, financial achievements... Getting out of student-loan debt—Halleluiah for that!

PT: Nice. When did that happen?

Patrice: For me, last year and for my husband, about 2 years ago. Getting out of student-loan debt was a big one, for sure. We don't owe anything on our cars now. So, all of our cars are paid off. And, we don't buy new cars. They're always 4 or 5 years old. The cars are paid off. The student-loan debt is paid off. We just bought our first piece of investment property again. After having 13 pieces of investment property at the height of the recession and short-selling and foreclosing on some, going through that whole experience, I'm not going to lie, we were scared. We were wondering if we wanted to do this. We are wiser now. We're not actively in real estate as a profession. That was hard—going through that and then depending on that same industry to feed you doesn't really work hand-in-hand, but that's not our reality. We don't need real estate to survive.

PT: It's just one piece of the portfolio. What did you buy?

Patrice: We bought a condo in Buckhead, Atlanta. Now that we've moved here, to Los Angeles, we still have to go back and forth and the hotel rooms—it was a waste.

PT: Do you rent it out weekly?

Patrice: We're starting out Air-B&B so we're really excited. My husband was not excited about that initially, but he's warmed up to the idea. That is, again, something new. It's a new adventure for us.

PT: I see. So it's more of an appreciation buy at the moment, initially?

Patrice: Yeah. We've increased our insurance policies. That was the big thing. We had \$1 million policies and the recession hit and we couldn't afford to keep those. I started over with a new financial advisor who was non-judgmental and helped us start off with a \$75,000 policy. He continues to check in with us every year. As a matter of fact, we just

increased it, so we're back to multi-million dollar policies again.

PT: What about on the retirement investing side? I'm always curious about someone who's an entrepreneur, what tools they've used along the way. Either early on, or now you've righted the ship financially, what are you using to save for your retirement?

Patrice: Right now we use a solo 401k. That's what I use primarily. My husband has retirement plan at his job and the 401k that we max out, but we're also looking at shifting some things there because now we have employees and there are just some different things that we want to take a look at. We had SEP IRAs for a bit there, for a year or two. I think we've just been all over the place with the retirement fees. We've had to shift things a couple times but it's like you said, as you grow you realize there are different vehicles open to you. But, I really am excited that we have a great team around us. That's probably the biggest thing—coming out of the recession and realizing that we were now seeking wisdom. I don't make any decisions on my own anymore. Like, every time I have a thought about something—my husband is in entertainment so we do have a business manager that helps us quite a bit. Then, working here with our financial advisor has really been good too. We strategize every 6 months and talk through where we are and what goals we have, deciding which goals we're leaning towards and what's it going to take to get there. They really help break things down for us so I actually don't do anything on my own.

PT: So how's the business look now for you? Obviously, the blog, that concept has turned into several books now and maybe courses and different things. So, what is in that business portfolio for you now?

Patrice: My main bread and butter, is speaking. I do a lot of speaking, mostly nationally but even internationally. I do a lot of media. Some of my media opportunities are paid.

PT: Like and endorsement?

Patrice: Yeah. It may be sponsored by a brand or something. I have been a national spokesperson. I have a couple national spokesperson gigs on the table for 2017. I always look at brands that align with who I am and things that I truly believe in.

PT: How do you get those gigs?

Patrice: People just reach out. I really am not even pushing myself for that, honestly.

PT: But you have an online platform. You've established a platform online, right?

Patrice: No, I have my weekly segment on, *The Steve Harvey Morning Show*, and that is in 54 cities across the country and you just never know who is listening and what that

causes them to do or research.

PT: Right.

Patrice: I've been doing that weekly for the last two and a half years. I appear frequently on the, *Steve Harvey Talk Show*. I'll be there next week taping for my next segment.

PT: How did you get that?

Patrice: Before I got in a real estate, I was an intern for Steve Harvey when he was on the radio in Los Angeles. It was supposed to be a 60-day gig that turned into a two and a half year gig. So, while I was building my real estate, I was also still working for him (at the crack of dawn). When I started the real estate business, they were sad to see me leave but I knew I had to put my energy into the real estate. I left when I graduated. When I ended up in Atlanta, he had also just recently moved to Atlanta. I just got back in touch with them and they had been watching me grow. So, I was everywhere. I was leveraging social media to make it seem like I was this behemoth. But, I really wasn't. I was volunteering, but I was doing the work and when he found out about my second book, *Real Money Answers For Every Woman*, the one that was re-released this year under Harper Collins, he said, "Do you want to come on the show and promote it?" That was an opportunity of a lifetime. After that I said, "I would have never asked you." And he said, "That's exactly why I did it because you're always willing to do the work." I always tell people, there's always someone who has the potential to bless you. They're always watching you. And we don't know that so our job is just to do the right thing—do what we're supposed to do. I was out in Atlanta speaking. I was going to churches and we know so many people we have in common. I became friends with his daughters and he just kept hearing that I was going there, doing this and he wanted to throw me a bone. And what a bone it was because that day his email bag ended up getting hundreds of emails from people asking more personal finance questions. The producer said, "I think she needs to come back on." So, two weeks later the same thing happened. Then I went back again a couple weeks later and again, the same thing happened. So they told me just to answer people's questions every week. They were all nonchalant about it and I was shocked, "Are you kidding? Let me pinch myself!"

PT: That's great. That's wonderful. I only have time for a couple more questions. One of the things I wanted to hit on is, how would you treat things different, earlier on, given the wisdom you have now? If you were to go back to that senior year of college and start over with the real estate company, given what you know now, what would be different? Or, would it still have spiraled out of control?

Patrice: I think there are a lot of things that could have gone differently. Had I learned as a young person that it is okay to ask for help, and that asking for help is not a sign of weakness, at this point, I understand that. I've been growing in that area just being willing to say I don't know. In my community and where I came from, I felt like people were able to make anything happen with nothing. They'd always buckled down and never asked for help. That's what a good strong, independent, hard-working person did. I realize now that it's actually quite the opposite. A really strong person is willing to acknowledge their weaknesses so I would have invested in coaching and I would have really focused on relationships with mentors. I would have been better about finding mentors who could support me in different pieces of my life and really engaged them in thoughtful conversation on an ongoing basis because it would have just changed so much. Mentally, it would have just shifted so much about what I knew to be possible.

PT: I love it, yeah. What are your goals now? What financial goals do you have for the future? Real quick, just give me a couple.

Patrice: To help my mom retire, seamlessly and buy some more property here in Los Angeles that she could live in rent-free. But, an investment property with multiple units.

PT: So investing is something that can help also have that side benefit of helping her mom?

Patrice: Yeah. That's definitely the most immediate.

PT: Last question. Since the start of the real estate business just coming out of college and looking back over the past number of years, tough times, good times, how do you feel about it all now?

Patrice: I'm grateful. I'm grateful. I would not be who I am without the experiences that I have had. I wouldn't have the compassion for people that I have and I wouldn't be so committed to doing the work had I not seen what, not doing work, looks like. Now, I'm more motivated than ever to keep fighting the good fight.

PT: I love it. So where can people see you, fighting the good fight, online every day?

Patrice: You can check me out at, realmoneyanswers.com. I'm also everywhere on social media at, [seekwisdompcw](https://seekwisdompcw.com).

PT: I love it. Patrice, thanks so much for being on with me today.

Patrice: Thanks PT.