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Time & Money

FREEDOM
FINALLY FOUND

From an exhausting corporate gig to newly found freedom. Tracey Walker wanted something better for herself and ended up discovering a business of a lifetime.

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Photography by A. Virginia Photography

Finally Found Freedom!

Tracey Walker and her team have found the business of a lifetime with Empower Network

Tracey Walker was praying to be laid off.

As a young woman with an MBA, Tracey had taken a decent corporate gig in Atlanta. But the hours were killing her. For four days she worked from 7 AM to 7 PM. The she had four days off. But when she came back again, she'd work 7 PM to 7 AM. And this continued for months.

"Some days I was eating lunch at midnight," Tracey says. "I was miserable and I literally cried every single day. I hated it."

But she needed a job, so she kept at it until her company downsized and she unexpectedly found herself holding her severance package and unemployment papers.

"I called them my 'freedom papers,'" Tracey laughs.

With her newly found freedom, Tracey was able to take care of her terminally ill mother and spend time with her family. She was also able to embark on a real estate career, teaching herself the ins and outs of negotiating short sales and helping people avoid foreclosure.

"I wouldn't touch a deal unless it netted my company \$25,000 or \$30,000," Tracey explains. "But even though things were moving and the business was going well, I still needed a deal to make the money. I didn't understand the power of residual income."

The lack of residual income was a problem when the real estate market slowed up and, with no new deals, Tracey found herself out of money.

"The house went into foreclosure, my cars slipped into repossession. I had to rig up my utilities and get on food stamps," Tracey recalls. "That was quite embarrassing. Realizing I didn't have a way to put food on the table was a very low point."

A friend introduced her to network marketing and Tracey realized she had another shot. As with her past careers, she threw herself in with both feet, working hard to make money. She did presentations at people's homes, managed a growing team and then burned herself out.

"As my personal team grew, I didn't raise leaders, I did it myself," Tracey says. "I was doing presentations for home parties for my team throughout the week. Tuesdays, Thursdays, trainings on Saturdays."

Tracey reached the end of her rope one winter day when she drove through "snow up to my eyeballs" for 40 minutes and did a home presentation for one person who she says was "probably tricked into