

Leading My First Dave Ramsey's Financial Peace University Class

by Annie Margarita Yang

Wow! This post is definitely late. I was in Chicago for pretty much more than half my week, so I didn't have much time to write. Last Wednesday, I held my first class for Financial Peace University. Everything went better than I expected.

I actually held a free introduction to the course on the week before that. I only had one person show up and I was disappointed to see that passing out flyers was just really ineffective and a waste of my time. The man who showed up on that night was in his 50's. He told me that his financial goal was to just generally be more financially free and independent by the time he turns 65, so then he won't have to worry so much about making money. He does plan to continue to work well past that age, until he physically can't anymore.

I expected that man to show up for the first day of the actual course. He gave me his word, and I did remind him twice via text and email, but he was a no show. And that's okay. I realize now that quality of members matter more than quantity. I would rather have fully committed members who truly want to transform their financial lives for the better, than have members who go through the motions of showing up and complete the course without their heart fully in it.

I have two bright, intelligent ladies officially taking this course. I never met either of them. They found out about it through the internet. It seems like nowadays, internet marketing is the way to go. The ladies already knew about Dave Ramsey and had been listening to his radio show for a while. They completely agree with the financial principles that he teaches and wants to take this class for the accountability it provides, and it's in their neighborhood.

I'm so glad that their heart is in the right place. There was no need for me to convince them that this course is truly valuable and will change their lives. They saw it already without me trying to push an agenda. When I get more business clients, I guess it will be the same way. Those who see the value I provide will go ahead and pay for my coaching, and those who don't will simply move on with their lives.

Along with their heart being in the right place, they are mentally strong and pretty disciplined. One woman is going through a divorce, which is causing her financial distress, but she was able to save \$33,000 before all of this happened, and she's planning out how to pay for her husband's debts. I mean, how amazing is she?! She has a lot of discipline! The other woman has no debt and wants to terminate her lease, save up to buy a car in cash, and have financial independence.

Lord, I am so grateful that you have put the two of them on my path. I am meant to help them and I was

excited to be the pillar of support that they need!

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