

Chapter Excerpt from *Kelly Fry*

FROM  
ORDINARY  
TO  
EXTRAORDINARY

Success stories from  
women investing in **Real Estate**

Curated by Liza Rogers



Excerpt from

# FROM MATERNITY TO MOGUL

by Kelly Fry



Shortly after reading Rich Dad Poor Dad, my business partner at the time saw a late night infomercial on buying Real Estate with no money down. Kiyosaki emphasized the importance of investing in Real Estate, and he talked about taking Real Estate investment training classes that were expensive but that made him millions later in his life. Based on that advice, my partner and I went to the free Real Estate investing intro session in Vancouver, as advertised in the infomercial.

We liked what we heard and wanted to take the training...but we were scared because we were unsure whether or not this was a scam. Taking a few deep breaths, we decided to leap in, pay the two thousand dollars, and sign up for the next available three-day class. At the time, we were broke and leveraged to the max, but something told me this would lead me to what I had been seeking my whole life.

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That three-day course had very valuable information—enough knowledge to make us 'dangerous.' They started out by teaching us how to call and ask for credit limit increases on our credit cards and how to negotiate for lower interest rate cards. Of course, this was a tactic to position us for the big sales pitch coming next. Yes, we did take that next leap too... and it has served me well ever since.

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The sales packages they presented started at eight thousand dollars and ranged up to fifty thousand dollars. Once again, we knew our current debt load was high, but we managed to figure out how to come up with the eight thousand dollars—via cheques and credit cards between the two of us—to take the most basic and cheapest two-course option.

I kept my decisions about this training between my business partner and myself because I figured my parents and friends would think I was crazy.

