



Wealth Building for Realtors

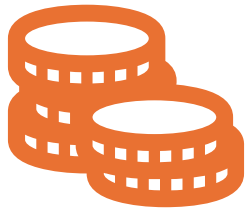
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The Foundation



Budgeting and
allocating



Savings and Reserves



Strategizing and
Planning

Step 1: Track Your Finances

1. Go through ALL of your accounts, credit cards/debit cards, etc
2. List every single thing out
 - all sources of income
 - track all expenses

Money Coming In	Money Going Out
W2	Mortgage/Rent
1099	Taxes
Disability/Social Security	Insurance
Rental Income	Groceries
Distributions/Dividends	Utilities
	Kids (tuition, sports, activities, etc)
	Entertainment

Step 2: Build Your Balance Sheet

1. List all of your assets and liabilities with associated values.

Assets

Real Estate
Stocks
Bonds
Cash
Accounts

Liabilities

Mortgages
Debt
Credit Card Balances
Student Loans

Step 3: Define Your Why

Answer these questions:

- How do you define success?
- How do you imagine yourself in retirement?
- What truly makes you happy?
- What lights your soul on fire?
- What makes you feel most you?

My Why:

To _____
(action)

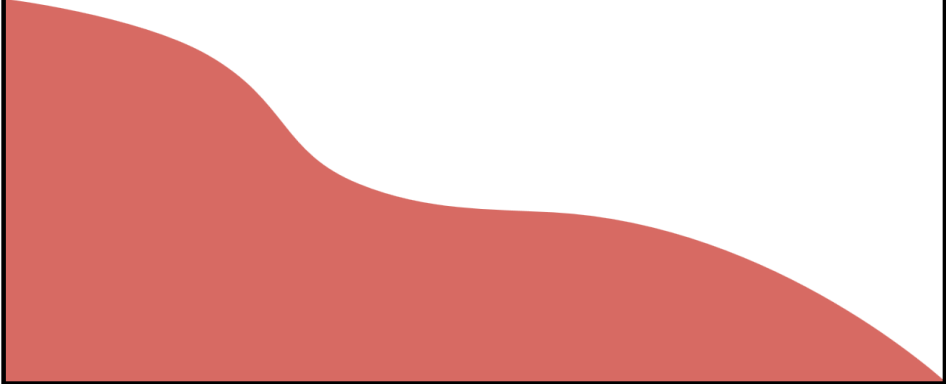
so that

_____.

(impact)

My Big Goals:

My 5-year plan:



Step 4: Set Your Goals

What are your short term goals? Think: personal, financial and professional

What is the timeline for these goals?

How much risk are you willing to take?

How much are you willing to commit?

How much money can you allocate?

Answer these:

- In ALIGNMENT with your WHY
- On YOUR timeline
- Based on YOUR definition of success

My Why:

To _____
(action)

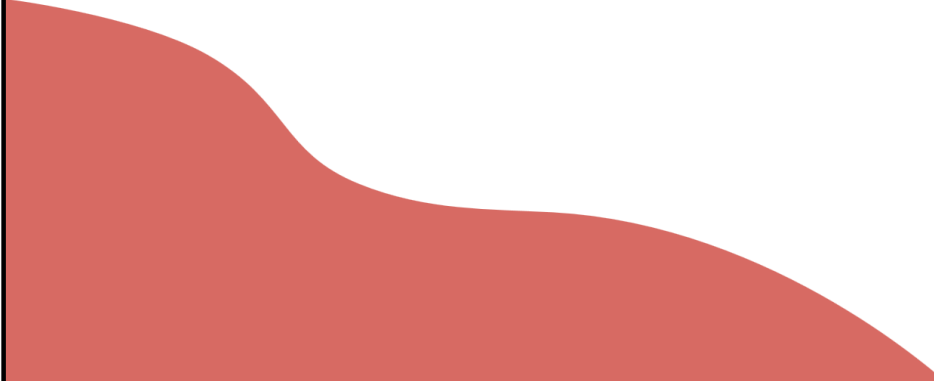
so that

_____.

(impact)

My Big Goals:

My 5-year plan:



Step 5: Trim the Fat

Now that you know where you are heading, what can you cut out?

Where can you cut excess expenses?

What can you stop doing?

Who can you let go of?

What things can you stop worrying about?

Where can you focus your energy?

THIS IS YOUR BUDGET!

You can tell
everything about
a person by
looking at their
calendar
and checkbook.





Step 6: Repeat this Process

This is not a ‘one and done’ thing!

You have to repeat this regularly.

-AT LEAST once per month,
but ideally once per week.

-Maybe even once per day
(morning meditation/evening
reflection, etc)

Tips for Success



MAKE SURE YOUR WHY IS
POWERFUL!



GET YOUR PARTNER ON
BOARD



FIND A SUPPORT
SYSTEM/ACCOUNTABILITY
PARTNER



CONSIDER APPS OR
GROUPS TO HELP YOU
STAY ON TRACK