



Monthly Notice: I want to speak about an amazing individual. I had the honor to visit this person and view how she handles her life first hand. I met Tarrah Yates a year ago in Pickens, SC. She always presents herself as a cheerful and polite person. Tarrah helps me with the storage building I own in Pickens. During the year, when needed, I would call her and ask for certain tasks

to be done. Through her overly burdened schedule, these tasks would be performed at various times. I was not demanding to these efforts as she was doing her best. One day we sat down and discussed her dreams. Tarrah stated that she would like to have a nice home with updated features, newer appliances, more room and comfort for her parents and family. In the same breathe, Tarrah expressed that this will never happen in her lifetime because of her financial situation. She expressed that her credit was bad and the house she lived in drained all her funds. I simply said to Tarrah "let me help you. I will repair your credit." Tarrah did not realize I had the knowledge to accomplish this. After applying the necessary actions on her behalf, I changed her credit status in 30 days. Shortly after, Tarrah received a call from an agent with an available house she saw when window-shopping. Tarrah had put this out of her mind because of the improbability. One week later she received a call announcing she was approved to purchase this new home and closed within 30 days. I was invited to stay at her new home when I visited Pickens on October 23rd. As I arrived, her beaming face was priceless, her enthusiasm and elation overwhelming. Tarrah saw a dream come true that in her mind, would never exist. I toured her beautiful home and land, and I was proud of her accomplishment. What I was mainly proud of, how Tarrah confronted hidden pressures every day that I had no idea she endured. I met her mother who was bedridden from illnesses, with tubes and machines to help her survive each day. This includes a series of nurses who help with the ongoing chores of aid. I sat with her father Darrell, a great man whom bared his own illnesses; yet stayed up all night with his wife as a guardian angel. I broke bread with her family and I observed Tarrah being the backbone of her household as an administrator, caring daughter to all her parent's needs, loving mother



to her two children and a loving wife to a wonderful husband, Chad. Tarrah exercised a will to survive that I was in awe with. The pressures put on her every day would buckle most, yet she finds the will to laugh. You have my utmost respect Tarrah. I wish you the best.

Did You Know?? Why is Election Day on the first Tuesday? At first there was no set day for national elections. Each state set its own time, as long as it was at least 34 days before the first Wednesday in December. In 1845 an act was passed setting the current day. Originally, the day was set to prevent elections from occurring on the first day of November, which was a busy day for merchants. Mondays were not chosen because of the long distances some voters had to travel. Travel on Sunday, a day of rest, was discouraged.

HERE'S A HELPFUL HINT: In the "Second" place! Secondary questions may be more important than the initial question. Don't get me wrong, questions are important period, when finding a path to follow in negotiating. The point I am making, we will ask a question and fail to find the underlying details. This is accomplished by asking second, third, fourth, fifth, questions to that particular inquiry. My belief is, you can never ask too many questions on one item. Here is my challenge to you; take one item and write ten questions to it. Sounds easy, doesn't it? When administering this lesson to many students, it was very difficult to achieve. Our minds are not trained or conditioned in this manner. When creating this lesson against my personal efforts, I attempted to write 20 questions to one. This is extremely difficult but possible. Finding an answer and gaining knowledge can become a powerful tool in any negotiation. Are you up for the challenge? Let me know.

LOOKING FORWARD

Going forward in our future with the new appointed electives is encouraging. It is always positive to have change because it creates a new beginning or outlook. There is a ray of hope, which can put a smile on anyone or a bounce in their step. Having this input everyday will get you where you want to go. But what happens when the input dwindles and the wind is gone from your sails. Who do you turn to? Many have ask for my assistance and I found them gleaming in the middle of all this turmoil. Having a continuous input is important. Remember; "It is not high you jump but how high you bounce when you hit bottom." My assistance along with my book has helped many. I can help you, just give me a call. **HAVE NO FEAR- HELP IS HERE!**



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