



Rich and Kathy Fettke

people who were doing what I wanted to do," Kathy said. "Yet I knew listeners would 'tune out' if I just featured dry and boring shows with a lot of real estate investment jargon. So I turned these interviews into human-interest stories instead. And that's how it started."

As with many entrepreneurs, Kathy hit a lot of "no's" until she hit that "yes." She set out to make her show "irresistible" to sponsors—to make them look brilliant. One mortgage broker, intrigued by her proposition to make him a "radio star," finally gave her that coveted "yes." As a result, his business boomed ... and the rest is history.

Today, not only has Rich beaten the odds, he and Kathy are living the life of their dreams. Co-CEOs of the wildly successful Real Wealth Network, Kathy and Rich's mission is to see people's dreams of financial independence become a reality by helping them create a passive income through purchasing rental homes in areas with vigorous cash flow.

Kathy credits a major part of her success to cultivating a close "relationship" with her future self. It's been said that people don't achieve their dreams because they see their future self as a stranger. Applying a "write it down and run with it" vision-casting methodology, Kathy began to envision the life she wanted. She wrote it down

Meet Your Future Self

Real estate investment guru Kathy Fettke did—and now she's living the fairytale dream.

BY JENNI KEAST

When Rich Fettke met an alluring and vivacious woman at a goal-setting workshop in San Francisco in 1995, he knew he was going to marry her. Her name was Kathy and months later he proposed ... literally dressed as Prince Charming—complete with a horse.

Rich had a particular gift for seeing his future self and envisioning the life he wanted. Kathy, he knew, was a part of that. Years later, after being diagnosed with melanoma, he would come to depend on his wife's strength—and her ingenuity. As one might expect, a "six months to live" prognosis had a devastating impact on both of them. That is, until a friend asked, "How much do you believe you can beat this thing?" Although he hesitated, Rich answered, "80%?" "Well," his friend replied, "that 20% of doubt is killing you."

Meanwhile, Kathy—a stay-at-home mom—knew she had to do something just as radical if they were going to survive financially. So she took her skill and talent for interviewing people as a broadcaster and coupled it with her long-held dream of creating a passive income through real-estate investments.

Her strategy was simple: "I took my little existing weekend radio show and made it my mission to interview

in a journal and then, as we sometimes do, forgot about it. In 2011, she rediscovered the journal in which she had written prophetic declarations such as: "My future self lives in Malibu. She serves the community. She hangs out with interesting and creative people. She surfs. She climbs and hikes and mountain bikes."

"The crazy thing is that at the time, I didn't do any of those things. I had never even been to Malibu! It was wild ... but it worked," she said. "Everything we envisioned, without even knowing why or where it came from, happened."

Kathy even lives in the house of her dreams. Her Malibu "castle," complete with her "prince" (sans the horse), is situated on five acres, overlooks the ocean and—most exciting to Kathy—has enough room to host fundraisers for all the causes she feels passionate about, including Life Rolls On, a local charity dedicated to improving the quality of life for people living with disabilities.

No doubt, Kathy's story is the quintessential Cinderella story ... but in reverse. Kathy's determination was not to be rescued by a prince, but rather to help save her prince ... to give him the time and space he needed to beat the odds of a devastating cancer diagnosis. And unlike Cinderella, it took a lot of hard work, ingenuity and determination for Kathy to get where she is today—without the fairy godmother. Nothing worthwhile in life comes easy, and when it does finally come, as she would be the first to tell you, it's what we do with that good fortune—material or otherwise—that matters. For Kathy, that means serving and helping others achieve their dreams. ■

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