



**National Editor
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This Is Who I Am

Obviously, telling you my name is Wayne Randall wouldn't give you a clear picture of who I am. So, with that said, I'll talk to you about my journey to give you a better assessment of my life. Also, I need to elaborate on why I do what it is I do. As a kid I was always fascinated with how things worked. That in a nut shell put me on a quest to fix things. For example, my toys that broke I wanted to know why they broke. Little did I know, at that time, my curiosity was shaping my destiny?

Fortunately, I had a good start in life because my parents sent me to parochial school for four years. That's where I delved into math and honed in on my reading skills; mastering both skills was fun to me! After transitioning into the public school system I found the curriculum less challenging to say the least.

Once I graduated from high school, in 1978, I waited tables for a few years before I decided to go to RETS Electronic school. There I studied electronic applications for two years and graduated in 1986.

Six year later an uncle of mine from New York told me about a seven year project with Amtrak and Long Island Rail Road. I decided to take the technician test and passed it. So, in 1992 I left Baltimore City to live and work in New York. It was a culture shock, but I was astute enough for it; I had the necessary ambition and was ready to work. I learned the signal system and four years later I became a signal technician for Amtrak. All the while I was tapping into my childhood quest of needing to know how things work. Again I found that passion. However, after being subjected

to union constraints and bargaining agreements I decided to leave the project once it ended.

At that time I wasn't sure what I was going to do. A friend had introduced me to a Real Estate Broker she knew. Upon meeting, he convinced me that I had the kind of commanding grit that was needed to pursue a career in the field of Real Estate. In less than a year I passed my license exam to become a Real Estate Agent. Being astute I was soon able to transfer my skills from electronics in math and my people skills in customer service to my new career. It wasn't long before I started to get clients and was able to form the fiduciary relationships I needed to do the business. Life started to repeat itself again; it felt like *déjà vu*. I just needed to acclimate myself by continuing to form relations with my clients.

After four years in the business I decided it was time to try my hand at obtaining a Real Estate Broker's license. In 1996 I passed the license exam. Through sales and listings I met many ambitious people and I started to forge a collective mind set to open an office. There were three of us and the beauty of it all was we all had different strengths to impart in specific areas of the business. This was the concept we were going to model in our office by incorporating a strategic plan to maximize our efforts by combat-

ing the challenges of the business. Over the years we co-brokered on some deals together. That's where we came up with the idea to model the business. Despite, all our due diligence there was a paradigm in 2007 in the economic market due to the subliminal prime mortgage crisis. Unfortunately, this derailed our plans to open the office. The business started to plummet and before long I could see things were not realistically going to recover.

That's when I got the inclination to go back to school and register to take some college classes. The next few years were building blocks for me; eventually I earned my Associate degree and continued studying to earn my Bachelor's. Shortly afterwards I began working in the finance and accounting field where I started to see things from a corporate perspective. If more people would take on the strategies of companies in their personal lives they would do things entirely different. Companies forecast in quarters what they want to earn and execute the business plans they want to implement. Again, just like I did as a kid, I was starting to see how things worked.

And that is why I'm doing this:

To sum it all up in so many words, I've always had an inquisitive mind and have always believed if you understand how something works you can fix it.

Free Consultation

Wayne Randall Financial Services

Enlightening the Black Community: Financial food for Thought

The importance of a month-to-month budget

Cash flow and making sense of it all

Not spending above your means

Financial discipline

Participating in your company's Retirement Plan

Am I too young, am I too old?

Why should I invest?

How much should I invest?

Your Credit And what it means

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