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## Dean Parker & Steve McKnight (Property Investing.com)

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### Personal Confidence

**Steve McKnight:** How did you overcome the problem that a lot of people have which is they've got the desire to get in and do a first deal but they lack the confidence to follow through and take the risk?

**Dean Parker:** Well, I guess we had...As I said, I lost my job. I was out of work for six months. This would be before we actually bought this property then. So we had a pretty strong drive of why we wanted to make it work. We wanted, I guess, to make more money and control of our time and control of our destiny and not stuck in a job.

But I guess we did it the smart way by doing it part time and keeping or staying in our jobs and just seeing what we could make out of it early on before jumping right in. so I guess we got the feet wet a little bit before making a mess of jump in and we saw pretty quickly that we could add value and that things were working out and that we were enjoying it. So I guess the little steps were the things that probably stood us in good stead early on.