

Carmen Caldwell

“Tanya met me where I was, treated my small investment like a major one, and gave me the confidence to see real estate as my path forward.”

Several years ago, I had a thought drop in my spirit related to being in real estate. I never saw myself as an agent. The hustle I saw from so many agents to buy and sell homes for their clients never appealed to me. I also wasn't interested in Section 8 housing, which several friends of mine had chosen. I wasn't sure what that thought of real estate meant but I was clear what it wasn't. So for several years, it remained in the far reaches of my mind. Fast forward to March 2025 and I get an email from a colleague turned friend, Tanya Williamson about her Married to the Ring®'s (MTR) Blueprint Community. I'm single, but God had placed me on her heart. When she shared the details, I gave her a quick, YES! It so aligned with my vision for my next.

Things in MTR Blueprint Community started to move swiftly and an opportunity to invest in one of the properties with Tanya Associated Business Services was given. Again, I gave her a quick, YES! When God is in something, the answer is always YES. The details will unfold as you go. And that's what happened.

In August 2025, I flew to Delaware to Tanya Associated Business Services (TABS) headquarters and spent the day learning about the real estate investment process, particularly for a flip, which is my initial investment experience. Tanya was thorough and went through every step. She was patient when I was unclear of certain terms. She took me to meet with various key personnel within the City of Wilmington such as the Land Use and Planning and License and Inspection departments. She had me on a whole field trip! That experience provided a deeper understanding of the process that I will one day be doing myself.

Later that day, we visited the property I'm investing in. What I love about Tanya's heart is that she sees the big picture and she meets us where we are. I did not make a huge investment in the grand scheme of this project, but Tanya rolled out the red carpet and treated me as if I had made an enormous investment. She understood that I invested at my level of risk, and she met me right there, never downplaying my investment.



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In fact, she did quite the opposite. She poured into me. Opened her process and contacts to me. We even went together and picked out countertops and flooring. I was made to feel like part of the team and for that, I'm grateful. She has kept me abreast of the progress of the flip and I am learning so much from that perspective as well. The level of service and communication that is required when you have investors on a project is essential. The administration and organization to carry out a project from beginning to end is paramount. I'm learning the tactical side as well as the operations and service side of real estate investment.

As part of this process, Tanya gave me advice on how to get my credit cleared up and advised me to set up my Limited Liability Company for my real estate investment business. Through this process, I believe that real estate investing is my road into real estate. I've learned so much under Tanya's tutelage and have grown in confidence over such a short period of time. I look forward to my continued growth in knowledge, wisdom, and impact as I bring what I'm learning to my community.