

Chapter 19

Louise Thaxton

Louisiana

Working in the Industry Since 1998

Niche – FHA & VA Lending

The oldest of all her siblings, Louise grew up in a poor rural Louisiana community. It was a place where everyone was poor, so Louise really didn't realize how badly off her family was. They grew their own food. Louise sewed her own clothes. She graduated from a little country school with 33 students but Louise loved it. "I was one of the most popular and influential people in my class."

Living through a divorce, feeding her 3 girls grilled cheese sandwiches and grits for breakfast, lunch and dinner, and making only \$400 per month (yes, that's monthly) made Louise realize the true power of her inner strength.

"I think one of the biggest revelations in my life was to focus on my strengths and not focus on my weakness. I always thought, why don't you like paperwork, you need to learn to love paperwork, you need to learn to love filing and managing and then when I realized I didn't have to, oh my