

## Carla & Chris Burns

**It Works! Status**  
Presidential Diamonds

**Home**  
Florida

**Family**  
Children: Cristiana, 19;  
Bethany, 11

**Key to Success**  
Leave others better than you  
find them.

# Debt Free and Beyond

When she could afford all she wanted with It Works!, Carla Burns discovered it was the little things in life that mattered most.

by Amy Burgess

Carla Burns wanted a family vacation that was paid for up front, not on a credit card, but she was already spending her weekends away from the family working as a registered nurse. She didn't want to add another shift away from them.

So when she discovered the It Works! opportunity six years ago, that's all she saw at first: a way to earn a few hundred dollars a month for the vacation fund without picking up another long nursing shift.

### Catching the Vision

One year after starting with It Works! the Burns family took their first fully funded vacation, going on a Disney cruise. "Our vacations became truly stress free because we knew when we got back we didn't have a credit card bill to pay. It was all paid for."

Carla's vision grew when she saw her friend walk away from her teaching job to pursue It Works! full time. "It was then that the light bulb went on and I said, 'Oh! This is a real business!' It went from my hobby and vacation money to, 'This is serious business!'" Carla says.

She discovered the business side just in time, because It Works! was opening in Canada, where she grew up. With her contacts there she greatly increased her It Works! income in just a few months. Inspired, Carla left nursing to launch her It Works! career.

### Setting New Goals

The Burnses' first goal was to be debt free, and they felt they'd really accomplished that when they paid cash for her Lexus. Since then they've paid cash for three more vehicles, including a Harley Road King for her husband Chris. They'll also be able to pay for their daughter Cristiana's college education at the school of her choice.

The Burnses' goals are more about accomplishments, she says. "You can always add more stuff, but it's not about the stuff. Once you're out of debt you begin to see other things that are more important." Their goals for the future include helping others, giving to their church and helping charities they feel strongly about. They are currently working to help fund an orphanage in Africa. **SFH**

### It Works! Accomplishments:

- ▶ Debt free
- ▶ Paid cash for BMW Z4, Cadillac Escalade & Harley Road King
- ▶ Paid cash for private school and college for both daughters



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—Carla Burns

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