

John Webber



Real Estate Educator

Teaching has always been a passion for John Webber. His career has been devoted to helping people understand how to better manage their finances and make sound investments.

By John Coon

Photo by Kevin Kiernan

To that end, Webber has designed curriculum he teaches in a real estate investment course at seminars for the Utah Association of Realtors. Webber also created his own financial math textbook, "Math for Business and Life," for classes he taught at Salt Lake Community College until 2011.

"I love just seeing the light click on for students," Webber says, who worked as an adjunct instructor at SLCC for more than two decades and is still an active real estate agent. "Some of them come in thinking this stuff is going to be too hard to learn and they have never succeeded in math-related topics. I enjoy seeing them say to themselves, 'This isn't magic. This isn't so tough after all.'"

Webber hopes his new book, "Get Rich Slow," will help those outside his classes also see the light. Published in 2012, the book expands on concepts he teaches in his classes with the Utah Association of Realtors. It shows how to evaluate and buy rental properties for investment purposes.

He had the idea for "Get Rich Slow" after investigating a slew of real estate investment books and finding none of the concepts he taught in his courses to real estate agents.

The No. 1 thing Webber wants to do is give people the tools they need to make wise investment choices. That starts with learning how to run the numbers and taking the guesswork out of real estate investment.

"It's just a matter of taking time to run the numbers carefully," Webber says. "If it doesn't work out on paper, it's not going to work out in real life."

Webber has always thrived on taking the fear out of math. When he taught at SLCC, his courses covered areas of math applicable to real life. His curriculum included a host of business math concepts including working with savings, annuities, sinking funds, calculating APRs on mortgages and other loans, doing financial statements, balancing a checkbook, and evaluating balance sheets.

He trained his students on how to use financial calculators and made those instruments a key component in his "Math for Business and Life" textbook, now in its fifth edition. His students appreciated the insights Webber offered and his willingness to make technical material more understandable.

A few students throughout the years later returned and told Webber how the concepts he shared helped them calculate a better mortgage payment or choose a sound investment option.

"They used the information in their jobs and it really helped them," Webber says. "They learned real-life things from this course. The course there (at SLCC) used real-life math applications to solve everyday problems." ♦