Charlotte Stallings is the founder and president of Getting Smart LLC, a professional speaking and executive development consulting firm that shows people how to get smart about personal leadership and success.

During her tenure as Vice President of Investment Strategies at Ameriprise Financial, she coached, presented to and trained their financial advisor field force on strategies to help them be more productive, and achieve greater success in their businesses and personal lives. She also developed a national initiative to provide investment and financial planning advice to women, while also serving as the firm’s National Spokesperson.

Charlotte gained expertise in the nuts and bolts of sales, marketing, business and leadership from her years at US Banks, Xerox and over 20 years at American Express. By taking risks, making mistakes and gathering information, she grew into the kind of expert that you can trust.

Charlotte has made appearances on CNN and other national and regional media outlets. She has been a weekly in-studio guest on Houston’s FOX26 ‘Wake-Up Money’ segment, and is also a member of the National Speakers Association. Charlotte was selected by The Steed Society and Comerica Bank as one of the Top 25 Women of Houston, and she has been a featured financial contributor in Essence Magazine and other publications.

Charlotte is the author of I Wish Someone Had Told Me: *Financial Lessons Learned the Hard Way*.

Charlotte lives in NW Houston with her husband Ron and their daughter, Milan.