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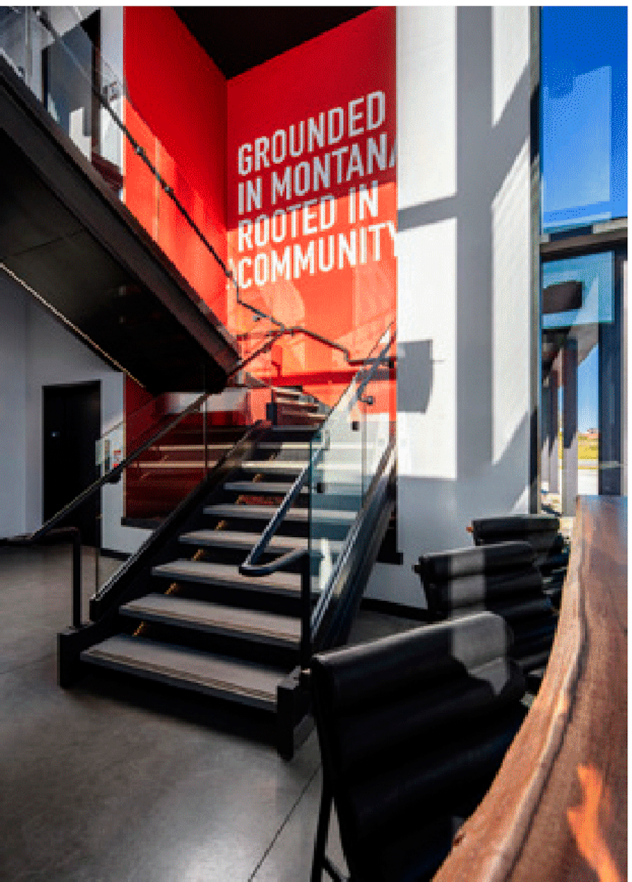



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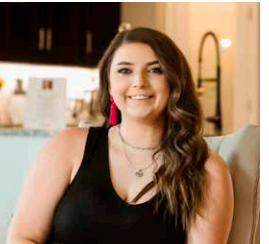





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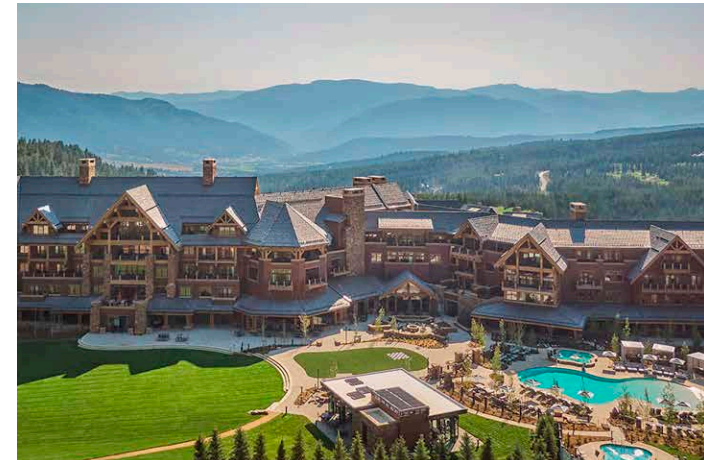
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By now you are probably just catching wind of *Montana Real Producers* and our mission to connect, elevate, & inspire the top-producing REALTORS® from across Montana. We are honored to tell the stories of the agents in across our state and want you to know you can count us to deliver this quality publication each month- connecting our industry- making it easier for everyone to do business together; which we have already seen the ripple effect of. However, the physical magazine is just one part of what MTRP is all about...

Here at *Montana Real Producers*, our goal is to create a platform that will unite the top agents from the Montana Regional MLS and Big Sky MLS for the first time. We believe that NOTHING beats relationship-based business but saw the platform to connect REALTORS® state wide in person didn't yet exist.

To that end, we are excited to announce the details for our first *Montana Real Producers* statewide event connecting YOU top producing agents. We recently had our first Southwest Montana connect event, the turnout was amazing and the testimonies speak to the excitement around this platform:

"I really feel *Montana Real Producers* is a rifle shot into the best of the best and these events are time incredibly well spent amongst our peers. I respect all of these people and love working with them and to have a concentrated group like this together, collaborating and celebrating each other, is unheard of and it's really fabulous."
-Martha Johnson (Big Sky Real Estate Co)

I'm SUPER excited to announce the details for our first statewide event!

Who: The top 500 REALTORS® (by volume as reported to the MLSs last year) in the Montana Regional & Big Sky MLSs combined.
When: Friday, Sept 6th
Where: The Montage Big Sky
Time: Evening (exact time TBD)

Other Details: If you plan to stay the night or weekend and would like to stay in Big Sky on property at the Montage or at their sister hotel, The Wilson, please contact Lindsey Foote for their generous block rate options.

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More details to come via email!

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Inspect Montana

» partner spotlight

By Zachary Cohen
Photos by Missoula Real Estate Photography

TIM NETZLEY

“ I LOVE CONSTRUCTION, AND I LOVE REAL ESTATE, BUT MOST OF ALL, I LOVE BEING ABLE TO HELP PEOPLE. IF YOU CAN GET TO KNOW WHAT A CLIENT’S BIG CONCERNS ARE AND WHAT’S GUIDING THOSE CONCERNS, THEN YOU CAN ADDRESS THOSE THINGS AND, HOPEFULLY, RELIEVE MUCH ANXIETY AND STRESS. ”

on the side. The requests grew, and he again decided to open up his inspecting business. He’s been leading Inspect Montana ever since.

Today, Tim has taken on more of a leadership role as CEO of Inspect Montana. While he still does a handful of inspections, he spends most of his time training his inspectors, teaching CE courses to the real estate community, and managing the business. He prides himself on his connections in the industry, which allow him to refer clients to trusted contractors to complete work beyond the scope of Inspect Montana.

Inspect Montana has two sister companies. Safe Home Environmental provides testing services that are often ancillary to an inspection, such as radon, lead, methamphetamine, water quality, and mold testing. A second ancillary company is contracted by many small towns in Montana as their building codes consultant.

Alongside his desire to offer a calm, solution-driven approach, Tim and his team pride themselves on their professionalism. Many Montana-based inspection outfits are one-man shops, but Tim is out to elevate the industry. His team has cohesive training, company uniforms, and company vehicles,



A GROUNDED APPROACH

From the moment Tim Netzley picked up the phone for his interview, his calm demeanor shined through. His grounded conversational style and genuineness were evident from the moment he began to speak.

These skills would be useful in just about any industry, but they are especially critical in the home inspection business, where stress often runs high. With 30 years of experience in construction and 23 years of experience

in home inspecting, Tim is a pillar of steadiness and professionalism.

“A home inspection generally isn’t a dire situation, but it can feel dire. It’s emotional. A lot of people feel overwhelmed at one point or another, so if I can bring some peace and calm, that’s a huge plus,” Tim explains. “I enjoy the more stressful times in the sense that it’s an opportunity to talk someone off the ledge and bring solutions they can’t see. I hire people who

have that ability. If we can bring peace and calm and maybe some joviality, that’s what we want to do.”

Tim began his home inspection journey in 2001 while living in Eastern Washington State. When he relocated to Montana to be closer to family in 2008, he accepted a position as the Chief Electrical Inspector and Building Inspector for the City of Missoula. But friends and acquaintances began asking him to inspect buildings and homes



ensuring each client gets the same level of service. Above all else, Tim is out to serve his clients and his community.

“It might sound cliché when I say my big interest is helping people because everyone says that, but it’s true for me. When I was in the military doing search and rescue and crisis management and de-escalation for the Coast Guard, that value was born. Afterward, nothing satisfied that desire, so I floated. I’d made it about a year at any job I had, and it wasn’t exciting or fulfilling enough, so I had a sit down with myself and wondered why, because all the things I was doing I was interested in, but they weren’t quite fulfilling. What really drove me from my experiences in the Coast Guard was helping people,” Tim explains.

“I love construction, and I love real estate, but most of all, I love being able to help people. If you can get to know what a client’s big concerns are and what’s guiding those concerns, then you can address those things and, hopefully, relieve much anxiety and stress.”

FOR MORE INFORMATION, VISIT INSPECTMT.COM.

FOR THE LOVE OF MONTANA

Outside work, you’ll find Tim enjoying beautiful Montana with his wife, Bonnie. He enjoys hunting, fishing, riding his Harley, or visiting his three adult children and three grandchildren. “Being in Montana — it’s one of the most beautiful places I’ve ever lived, and I’ve lived in quite a few places. It’s laid back. People here seem to take time to enjoy the surroundings a little more than in other places.”



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DALON POBRAN

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In May 2020, Dalon Pobran entered the real estate industry during one of the most tumultuous times in recent memory. COVID-19 had just struck, upending businesses across the globe. Early on, it looked like real estate would take a hit, but it turned out to be an industry that benefited tremendously from the ongoing pandemic.

Dalon's previous business, leading charter boat tours on Flathead Lake, and his wife's small business didn't fare as well. So, Dalon took the advice of many of his former clients and finally took a leap of faith into the real estate industry.

Four years later, Dalon is incredibly grateful for his career. He's now running one of Montana's top real estate

businesses, and even as the market slows, his book of business continues to grow.

"I jumped right into the frying pan," Dalon laughs, "and I'm so happy I did."

FROM CHARTER BOATS TO SELLING HOMES

Dalon has been fascinated with Flathead Lake since he was a young boy, and for good reason. It's a Montana gem; Flathead Lake is the largest natural freshwater lake west of the Mississippi in the lower 48 states, with over 200 square miles of water and 185 miles of shoreline.

"Fourteen years ago, I bought a nice boat. My family and I would take the boat out, but I'd also take it out by

myself. I started taking pictures. I got great with photography and started an Instagram page. At one point, my wife said, 'Dalon, you spend so much time on the lake that you may as well offer tours so someone can pay for your gas.' And that got me thinking about it. I had already built this Flathead Lake Montana social media presence, so I got Coast Guard boating safety certified and started providing tours. And I got busy really fast."

Dalon ran the charter business successfully for a decade. He loved the opportunity to share stories, history, and statistics about the lake. He constantly educated himself on the area's geography and history. His clients were continually amazed by the lake and the quality of his tours. And then, COVID struck.

“

There's a passion that runs deep for the local area. And it feels great to do good — to serve others, to be kind, positive and uplifting.

”



“When that ball comes in my court, I’m going to put it right back in the other court with a response. It’s also about attention to detail. I’m really looking after my clients’ best interests.”

By that time, Dalon was already considering a career in real estate. His charter tour clients had often called him after they bought a home and moved to town. “I had always heard great things about the industry. So very early 2020, when COVID was starting to run wild, I buckled down and decided to get into real estate,” Dalon explains.

A QUICK LEARNER

Dalon jump-started his real estate business by converting charter clients and social media followers into real estate leads. He was able to quickly carve out a corner for himself in a busy real estate market.

Now with Engel & Völkers Western Frontier, he’s one of the highest-producing agents in his local area and in the top 3 percent of the Montana Regional MLS.

So, how has Dalon achieved continued success?

“Excellent communication,” he says. “I’m quick to answer my phone and respond to emails. I look at it like playing ball. When that ball comes in my court, I’m going to put it right back in the other court with a response. It’s also about attention to detail. I’m really looking after my clients’ best interests. I work well with other agents and title companies.”

One throughline between Dalon’s time as a charter boat operator and his real estate career is that he gets to share his love for Montana. The open beauty, friendly people, and fertile ground of Montana have provided the perfect backdrop for him to raise his family.

“I love what I do. I love Montana. I love Flathead Lake. There’s a passion that runs deep for the local area,” Dalon closes. “And it feels great to do good — to serve others, to be kind, positive and uplifting. It helps make this world more tolerable.”



BEYOND THE OFFICE

Dalon and his wife, Casey, have two children, Abigail (12) and Luke (10). Although he no longer owns the charter business, Dalon still enjoys spending time on his boat. "I have a secret spot on the lake where I beach my boat. During the summertime, on a hot day, I bring a bag of cherries and go swim in the fresh, clear water."

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TORY DAILEY ROY

▶▶ cover story

By Zachary Cohen
Photos by Mariah Allen Photography

ERA Lambros Real Estate

AT THE TOP OF HER GAME

Growing up in Missoula, Tory Dailey watched her father thrive in real estate. He owned Trail Realty in the '70s and '80s before moving into property management and other businesses, but his real estate venture made a strong impact on Tory. Even though she didn't love driving with her dad from property to property, something about real estate stuck with her. It became familiar and even inspiring.

Tory's parents also taught her the value of hard work. She remembers working the front desk at their motels, and while her primary role was to answer the phones and serve customers coming in the door, she took on pretty much any task that needed to be filled, whether it was cleaning a room or shuffling furniture around.

"I learned that you don't complain and you just do it. That was instilled in me from a very young age. You work long hours, you put in the time, and you do whatever you have to do in order to be successful," Tory explains.

As she got older, Tory attended the University of Montana. After being connected to ERA Lambros Real Estate, she realized she wanted to pursue a career in real estate.

"It wasn't yet normal to just leave college and go sell real estate, so I was looking to be an assistant," Tory reflects. "I spoke to the broker, and they didn't have an opening for me, and they doubted whether it was right for me to start as an agent. I interviewed as a

secretary, but they didn't hire me because they thought I was too young. But an agent had an assistant going on maternity leave, so I filled in and got my foot in the door, and that's where I began."

Tory started her real estate career in 1995, quickly moving from secretary to buyer's agent to individual agent. She's now been thriving in the business for nearly 30 years — a testament to her commitment, expertise, and love for her work.

"At first, it felt like a job... but it turned from a job into a passion," Tory says. "Real estate is really unique — the different personalities, putting the puzzle pieces together. I love the hunt, helping clients feel excited about what they are going to call home and helping them have a place they love."

Today, Tory is a top agent with ERA Lambros Real Estate, the same brokerage she began her career with. She's a single agent with an assistant, Charlie, who also happens to be her stepson. She's consistently





LIFE IS ALL ABOUT THE LITTLE THINGS. I DON'T THINK ALL OF US WERE MEANT TO TAKE THE WORLD BY STORM, BUT IF WE CAN HELP THE PEOPLE WE TOUCH ALONG THE WAY AND START TO UNDERSTAND THEM, THAT'S MEANINGFUL.



a top 1% ERA agent (nationally) and ranked in the company's top 10 in the state of Montana.

Tory credits much of her success to her follow-through, tenacity, and creativity. She works tirelessly for her clients, ensuring each gets the best deal possible on their purchases or sales.

"I'm excited to continue to do what I do and create relationships and work with my clients. I can't say I ever have a specific monetary goal. I just get up every day and do it. So far, that's helped me be successful," Tory shares.

Outside work, Tory enjoys cooking, volunteering, and spending time with her husband, Tom, and son, Jack (15). She's on the Advisory Board of Kappa Alpha Theta, owns a sober living house for women who have come out of incarceration or treatment, and even volunteers as a barista at her son's high school a few times a week.

"I'm enjoying learning how to foam my milk and engage with students," Tory laughs. "Life is all about the little things. I don't think all of us were meant to take the world by storm, but if we can help the people we touch along the way and start to understand them, that's meaningful. The older I get, the more I like to listen, understand, and be of support while I'm there with someone, helping them to grow like others have helped me."





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