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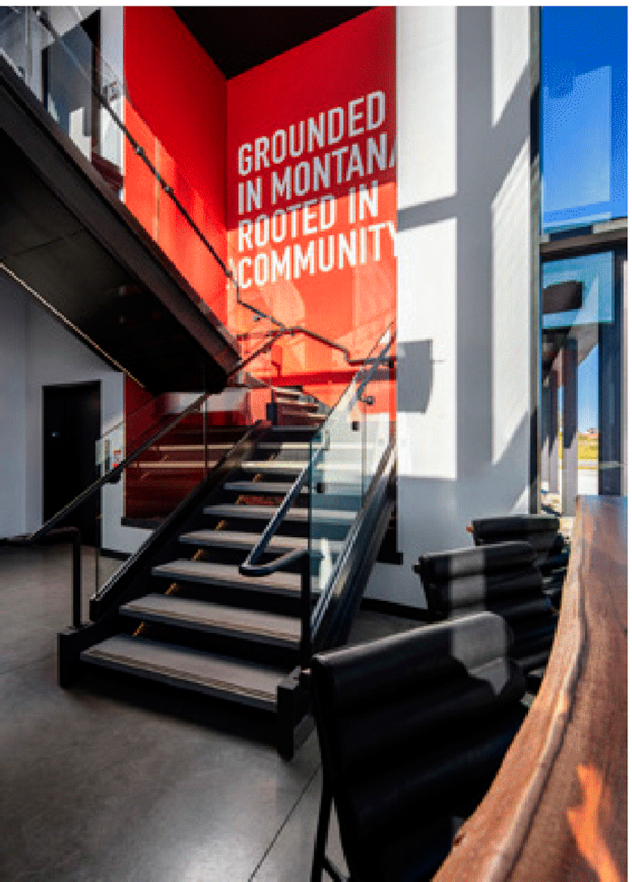
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We meticulously research the history of the property, underwrite title insurance policies and serve as a neutral third party to handle all of the details when a property changes hands.


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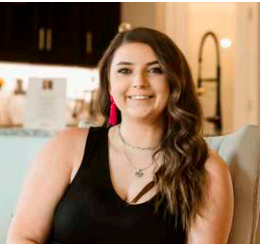





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 If you are interested in contributing or nominating REALTORS® for certain stories, please email us at rachelle.schmid@realproducersmag.com

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▶▶ publisher's note

welcome to the
**MONTANA REAL PRODUCERS
COMMUNITY**

I'm honored to be addressing you in our second publication here in Montana. I've already met many of you, but it seems only fitting that we begin with introductions.

Real Producers started as an idea in 2015 and is spreading across the nation like wildfire. We are now in over 140 markets and as we launch here in Montana the mission remains the same; to connect, elevate, and inspire the top leaders in Real Estate, highlighting what makes them human and providing opportunities for the best of the best to strengthen their network and better their businesses.

As for me, I come to you as a story-teller. I have a passion for deepening community and relationships through the connecting thread we all share: your stories. You are the experts in Real Estate, and your Preferred Partners who have brought this celebratory platform to you are the absolute best in their fields. As I have sat with each of you over coffee or zoom, visited your offices, seen family pictures, heard bits and pieces of the journeys that have brought you to where you are today, and listened to your plans for the years ahead, one thing is abundantly clear: we always enter people's lives mid-story, and each and every one of you are so much more than what you do.

This is also true of the clients you serve. If I am a storyteller, you all are story shapers. You have the immense privilege and responsibility of walking your clients through one of the most stressful, joyous, fearful or exciting seasons of their lives. And you, with your expertise, professionalism, personalities and humanity have the power to help write the tone of it.

When I met with PollyAnna Snyder of Engel & Völkers she told me: "It's about establishing that relationship of trust through high competence and understanding of both the industry and helping your client's meet their goals and needs." I learned quickly that Mike Anderson of National Parks Realty is the definition of hard work and respect as he told me the honor and pleasure it's been to serve the people of his hometown and state.

In the *Real Producers* community, we are connecting the cream of the crop. As the top producers in our state of Montana, a vast majority of the volume and therefore the lives and families in our state, are taken care of by you. I have heard from you directly how seriously you take that responsibility, and so your Preferred Partners and I look forward to highlighting your accomplishments, and delivering recognition for your continued excellence in serving your clients.

Our publication will be in your mailbox every month, we'll see you at exclusive events, and we're always in touch on social media. This is your community; join in the fun and start sharing your stories, we can't wait to know you more.

With Montana it is love,
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This magazine is mailed free of charge to the top 500 agents in the Big Sky and Montana Regional MLS, according to volume each year. Within our state, there are thousands of agents, and you, in this elite group, are the cream of the crop. Just to be included in this group is an accomplishment that testifies to your hard work, dedication and proficiency.

CONTENT:

This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely on you. It costs absolutely nothing for a REALTOR® to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention; we don't know everyone's story so we need your help to learn about them!

OUR PARTNERS:

Anyone listed as a "preferred partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professional in their industry. They will have an ad in every issue of the magazine, attend our events, and be a part of our online community. We don't just find these businesses off the street, nor do we work

with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval." Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates, as well, so we can grow stronger together.

EVENTS:

Along with the magazine, we will host free events exclusive to this community, where you- best of the best- get together at reputable local venues to socialize, mastermind, deepen our connections, and better our businesses. We will communicate about events through the magazine, emails, and on social media.

CONTRIBUTION:

If you are interested in contributing, nominating REALTORS® to be featured, know of top-notch affiliate partners who you believe should be a part of our community, or would simply like to network; email or call me. I look forward to hearing from you!

I'd like to personally thank all of our Preferred Partners as well as the many REALTORS® and Managing Brokers who helped bring *Montana Real Producers* to life. We would not exist without you. I appreciate you and look forward to seeing you soon!



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SECURITY TITLE COMPANY OF MONTANA

partner spotlight

By Zachary Cohen
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CORY BERKRAM,
PRESIDENT

Keeping it Local

As larger title companies expand throughout Montana, one local title company stands strong: Security Title Company of Montana. Founded in 1982, Security Title Company has 40+ years of experience in the Montana real estate market. It is also now the only locally-owned title company serving all three counties in its geographic range.

“We are the last remaining locally owned title company serving Gallatin, Madison, and Park Counties,” owner Cory Berkram says proudly. “That local touch really matters. We’re not just serving the financial end of the business. We live here.”

Cory and his team at Security Title Company are deeply embedded in the community. They give back to countless local organizations, from the local schools and hospitals to the YMCA to Little League Baseball. From a business perspective, the local touch matters, too.

“We have local decision-making based on relationships and experience in the local market,” Cory continues. “We understand the local real estate market. If you’re trying to get a deal done, that’s important, and that’s something we’re really proud of.”

“As the markets ebb and flow, we want to remain constant — in quality of work, in our employees, and in our community — so people can trust what we are doing and who we are.”





Brent Zanto



Kris Deason

are buying has a clean title, that all of the right boxes have been checked, and that every little detail has been seen to. That's what we do. We meticulously research the history of the property, underwrite title insurance policies, and serve as a neutral third party to handle all of the details when a property changes hands."

Cory and the Security Title Company team hope to keep serving their clients, gaining market share, and supporting the local community. With so much change in the real estate industry, no one is better set up to flourish than Security Title Company.

"As the markets ebb and flow, we want to remain constant — in quality of work, in our employees, and in our community — so people can trust what we are doing and who we are."

**FOR MORE INFORMATION,
VISIT [HTTPS://WWW.SECTITLE.COM](https://www.sectitle.com).**

FAMILY SPOTLIGHT

When he's not working, you'll find Cory with his family. He and his wife, Kristi, have two children, Greta (15) and Kellen (10).

MEET THE PRESIDENT: CORY BERKRAM

Cory began his title career in 1992, shortly after graduating college. He quickly fell in love with the industry that would become his career and passion.

"I went to an employment agency not knowing what title insurance was, but it was a great fit for my personality. I have a business management degree, and I've always been personable. What I found was I could learn the technical side of the business and still use my personality," Cory explains.

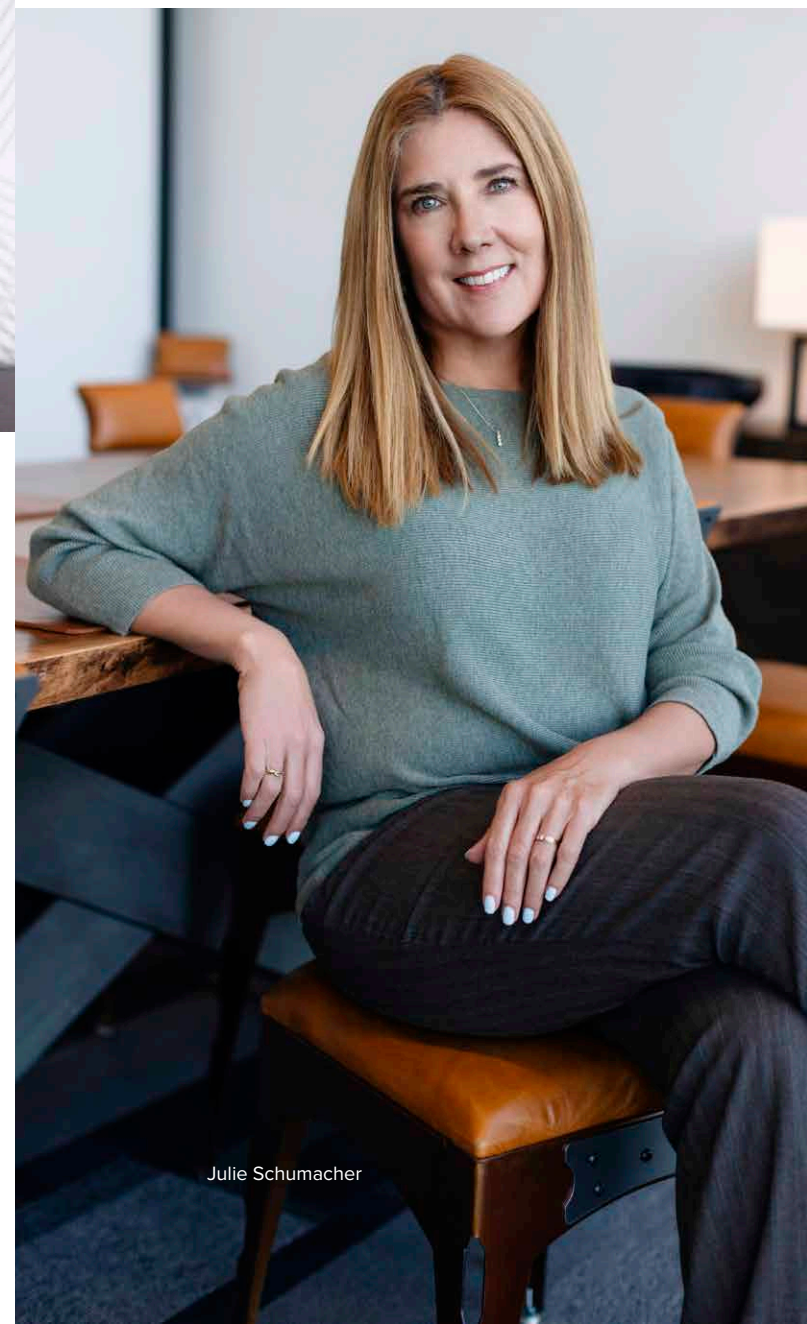
Cory joined Security Title Company in 1994, and aside from a short stint running another title office in Great Falls, he's been with the organization ever since. After many years as a title officer and then Vice President in Charge of Special Projects, he has been the company's President since 2005 and an owner since 2006.

"My purpose all along was to get into ownership in a title company from the time I started. When I landed in Bozeman, I really connected with the community and realized this was where I really wanted to be. When I went to Great Falls, I missed Bozeman, and that drove me back here to Security Title," Cory explains. "The community is what's special. Bozeman is where I want to live and work."

BUILT ON VALUES

Cory and his team at Security Title Company are deeply committed to integrity in their work. They serve as trusted partners in closing transactions, giving the client the comfort of knowing the job was done correctly. They are responsive and detail-oriented.

"We take a great deal of pride in the business and the quality products we have," Cory shares. "When you head to the closing table, you trust that the property you



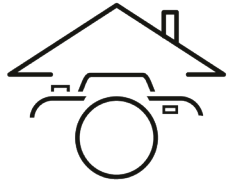
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By Zachary Cohen
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SAM SPENCER

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Sam Spencer's Montana roots run deep. He was born and raised on the backside of Canyon Ferry Lake in a remote lifestyle. His father owned Casey Truss Company, a local roof trussing company, while his mom stayed at home to raise Sam and his sister.

Growing up, Sam remembers the importance of work ethic. His father modeled what it meant to show up for his family through his work, while his mother expressed a family-centered approach to life.

"Strong work ethic was always number one, followed by education," Sam offers. My dad came from a family of six people from Butte, and he was self-taught and self-educated. He never went to college, so he felt if he got me and my sister to college, that was a success."

Sam attended college in Bozeman, earning a marketing degree from Montana State University in 2008. After graduation, he began working in sales and opened his own advertising agency. While running the agency, Sam was first introduced to his current business partner, Ami Sayer. She became one of Sam's best clients and, eventually, one of his closest friends.

"I sat down at the office where I work today, and we talked about her website and the projects

we could complete together," Sam remembers. "A few years later, she approached me about joining her in real estate. I was hesitant when she approached me about it originally, but when I started thinking about it, I realized it was a great opportunity to learn from one of the best. She needed help, and she knew my work ethic and professional nature. She's a great friend and mentor and has been doing it at such a high level for almost 30 years in the valley."

In February 2022, Sam finally took the leap of faith, leaving his job to join Ami at Berkshire Hathaway HomeServices Montana Properties. Two years later, he's grateful he took a chance on himself.

Today, Sam and Ami work side by side as equal partners. With Ami's guidance and mentorship, Sam has quickly become one of the area's fast-rising REALTORS®.

So, what have been the keys to his early success?

"The work ethic that's been with me my whole life is numero uno," Sam says proudly. "This is a career to me, and I treat it that way. Number two, I've lived and operated in this community for quite a while. People know me and my family. Third has been my willingness to simply put myself out there. I'm a born and raised hustler. I

“

I'm a born and raised hustler. I love the hustle of it. It's fun to negotiate. The whole thing through and through is a joy.

DISCIPLINE AND DRIVE





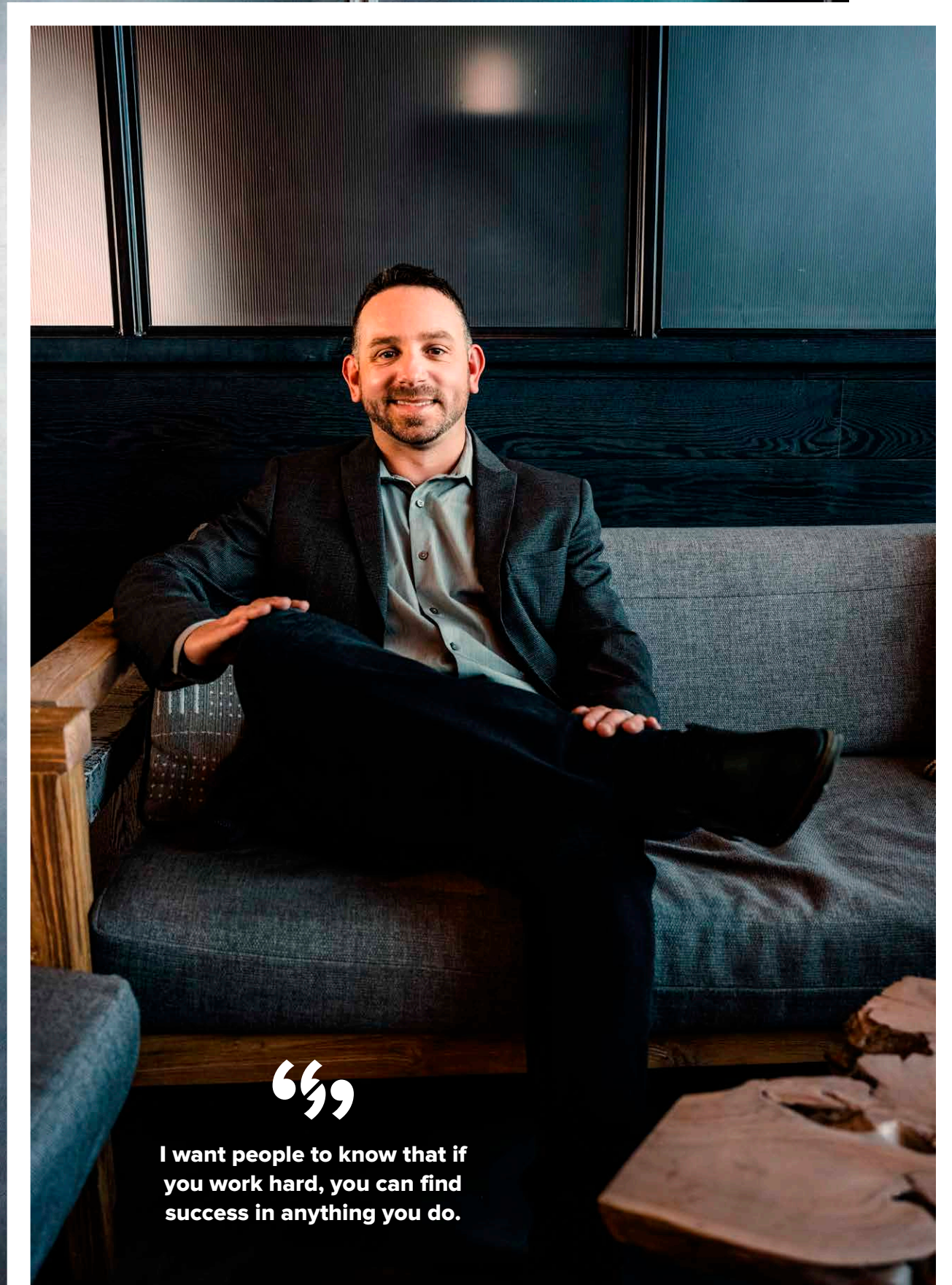
love the hustle of it. It's fun to negotiate. The whole thing through and through is a joy."

Outside work, Sam is a husband and a proud father. He and his wife, Amber, have two kids, Kinsley (9) and Calvin (5). While balancing a real estate business and family life can be a challenge, he takes every opportunity to be there for his kids. Sam also continues to enjoy the expansive nature of Montana; hunting and fishing are some of his favorite pastimes.

"I pour myself into the moments I have with my family, trying to really be present," he says.

In just two short years, Sam Spencer has become one of Montana's top REALTORS®. Yet, he's not resting on his laurels; he knows even more growth and opportunity lie ahead. The work ethic his father taught him is especially poignant now, as his dad passed away in early 2024; Sam intends to honor his dad through the legacy he leaves.

"I want people to know that if you work hard, you can find success in anything you do," Sam shares. "I want people to know I worked hard and didn't get anything handed to me."



“”

I want people to know that if you work hard, you can find success in anything you do.

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By Zachary Cohen
Photos by Mariah Allen Photography

Chelsea STEWART

ERA LANDMARK REAL ESTATE

For Chelsea Stewart, connection and authenticity are everything. Since launching her real estate career in 2019, she has quickly risen in the rankings to become one of Montana's top agents. And yet, it's not the accolades or statistics that excited Chelsea; it's the chance to be present and connected with the person right in front of her.

"I never look at production because it's not about that. The stories, the moments, and the memories — that's what is so special about this business," Chelsea explains.

BORN AN ENTREPRENEUR

Chelsea has been stoking the fire of her entrepreneurial passion for much longer than she's been a real estate agent. Her father, a chiropractor and entrepreneur in his own right, encouraged Chelsea to forge her own path in life. That led her to start her cosmetology career at just 19. She purchased her first home a year later and opened a salon at 25.

"My parents were never the ones who wanted us to go the conventional way. They encouraged us to lead the

ship, and my dad saw the entrepreneurial fire in me. He helped me get a condo, I got two roommates, and they essentially paid my mortgage. I was living for free and gaining equity. That was a big eye-opener for me," Chelsea shares. "I was fully in my career in hair by 19 while my friends were still in college. I bought a house and had a career before my friends ever graduated college. That inspired me to keep going."

As a salon owner, Chelsea fell in love with the opportunity to connect with her clients. She had the opportunity to chat with them about the everyday musings of their lives and walk them through some of their biggest moments. It was the personal connection that she fell most deeply in love with.

Meanwhile, Chelsea thrived as an entrepreneur.

"I reached every milestone I could in that career. I tapped out every goal, so even though I loved my work, I wanted to know what was next. I was ready for a change of scenery," Chelsea shares.

Leading with
Authenticity





“
I never look at
production because it’s
not about that. The stories,
the moments, and the
memories — that’s what is
so special about
this business.
”

FAMILY SPOTLIGHT

Chelsea and her husband, Wes, have two daughters under two years old, Noa and Wrigley. “They are my everything. I love being a mom. I want to just keep working hard with a good balance because they are the most important thing in my life,” Chelsea says.



Chelsea sold her salon in 2018 and transitioned into real estate the following year. It was a natural progression for someone who had the entrepreneurial spirit, had experienced the benefits of homeownership, and desired a bigger challenge.

“I loved working with people in an intimate setting. Real estate was a natural fit,” Chelsea explains. “In hair, you get to grow with people, watch them evolve, and see life milestones. Real estate is the same. We talk to people in big moments, good and bad, in emotional, vulnerable moments. That spoke to me. I wanted to be a part of that.”

RISING TO THE TOP

As Chelsea focuses on presence and connection, her sales have continued to rise. In 2023, she closed 63 transactions, making her the top agent in the Big Sky Country MLS for transaction count. She works alongside her assistant, Skylar Bonnette, whom she describes as a friend and equal.

As Chelsea looks ahead, she envisions more growth while staying connected to her clients. She doesn’t envision a large team surrounding her but, rather, a lean operation that puts her in front of her clients daily.

“Right now, I just love the connections with people,” she says. “I don’t want a team running my showings. I love being boots on the ground, working with people on a day-to-day basis. So, right now, I want to keep crushing it and staying engaged with people.”

“I want every single person who interacts with me to know that I am authentic — that I showed up and truly cared about them. I want every person I interact with to feel like they are the only person in the room. Being a great REALTOR® — there’s something to be said for that, but I want people to know more than anything, I’m a genuine person.”



“
Being a great REALTOR® – there’s something to be said for that, but I want people to know more than anything, I’m a genuine person.
”



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