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Andrea Bergin

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Fix My AC
Jan Brenneman

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PUBLISHER'S note

November comes and most of us are thinking about family and the craziness of the upcoming holidays. Where will we spend Thanksgiving? Who will we invite to share this amazing feast with? Will we invite a friend or an acquaintance who may be spending the holiday alone? Is it going to be Turkey again this year or should we make Gumbo or Crawfish Etouffee? Yum! (Ha! I am from New Orleans)

Yet for some, November brings thoughts of those who have given their all fighting for our county and the freedom we so often take for granted. It is so easy to move along day in and day out living as though we have many years to experience life. It is not that way for our active duty military who choose to put our freedom and safety above their own. Taking the time to reflect and honor the sacrifice of our veterans and what is truly important can help us keep perspective as we struggle with daily challenges. When reading the Honoring Our Own article you will get insight of how the military experience impacted a few of our Tucson agents.

Some of us will be celebrating a daughter or son's wedding this month. (My daughter's getting married this November, a joyous time for our family). Now all 3 of my daughters have someone to share life with. I guess there will be more grandchildren to love

on soon. It will be an extra busy time with family coming in from Austria, Alabama, Georgia, Texas, California and even Louisiana. But no doubt we will laugh, cry, be stressed, maybe even argue. But for us, we make sure relationship trumps differences and making amazing memories is paramount. Let the rice fly!

For some, this season will bring unthinkable pain and heartache – we never really know what it's like to walk in someone else's shoes. With that in mind let's all try to be sensitive to others and give extra doses of love and kindness to everyone.

I hope to see a ton of you at the Gingerbread Build in December to benefit Habitat for Humanity. This is a fun way for us to give back, make memories and go home with a decoration you can maybe even eat, if you dare. Look for their ad to find the available times on Sunday December 10th and wear your BEST ugly Christmas sweater.

Find the good, look for the stars, smell the bread, be the difference today!

Journeying together,

Delilah

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If you are interested in contributing or nominating Realtors® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

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Delilah Royce
Publisher



Danielle Flack
Writer



Casey James
Photographer



Apryl Lopez
Editor

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Jan Brenneman
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Rodney Hugen
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Kylea Bitoka
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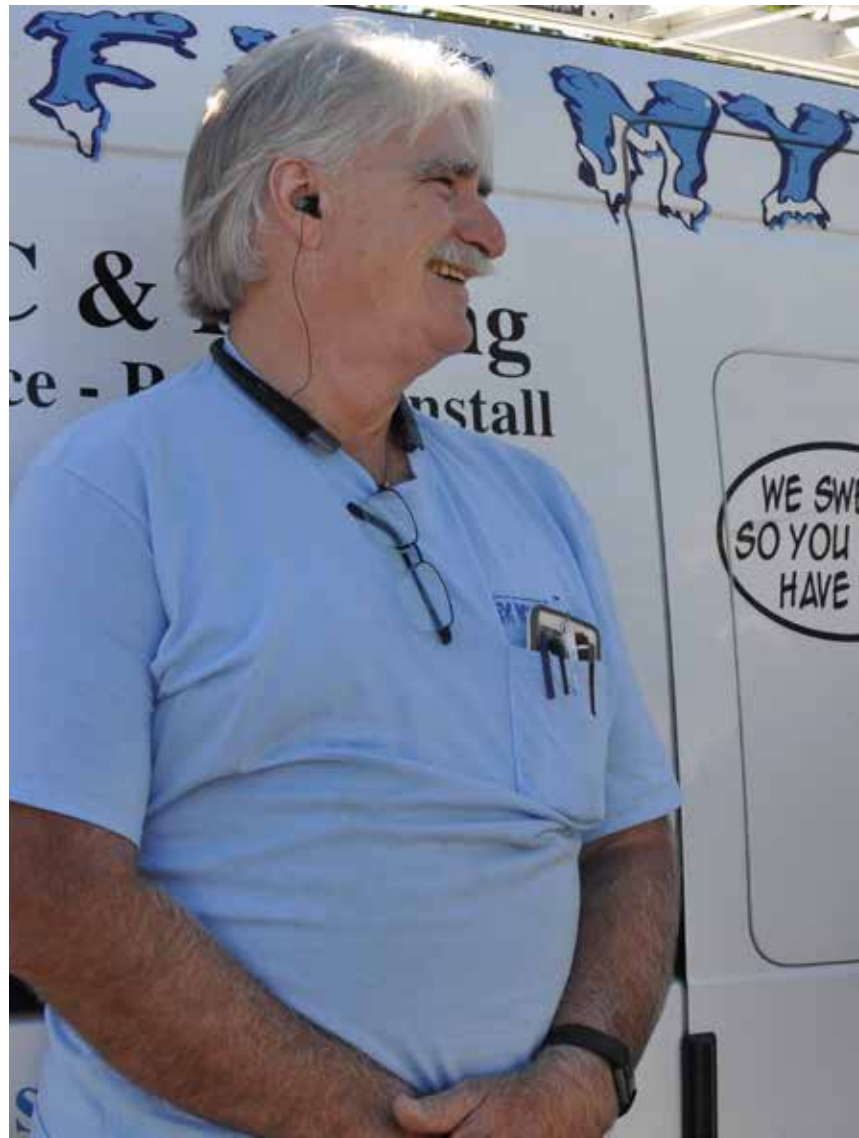
JAN BRENNEMAN

An Artist & AC Engineer

partner spotlight ◀◀

Rodney Huguen Photography by Mike Sheaffer

Jan Brenneman is an artist at heart. He is a lover of Tucson's beauty and finds the surrounding mountains absolutely magical. He is quick to talk about the aesthetic delights of the Southwest and how Mt. Lemmon called to him the very moment he arrived in Tucson. A self-described Pennsylvania Dutch "country boy," he speaks lovingly of his journey from his home in Amish country to New York and then to his new home in Tucson. "My art took me to Long Island," he says with a smile, but he quickly moves on to talk about the joy of arriving in Tucson and finding what to him is a sacred, deeply spiritual place to call home.



Delight covers his face as he chats about riding a motorcycle or driving a convertible to places all over Arizona. He enjoys exploring old ghost towns and wonderful, historical buildings that reveal all kinds of secrets to him. He admits a bit of interest in the paranormal and in finding things long hidden away in old towns. He also acknowledges that one of the things that drew him to Tucson was an early interest in cowboys and tales of the Old West. But he truly lights up when he talks about simply getting away to the mountains he loves and reconnecting with nature. "It's where I find life."

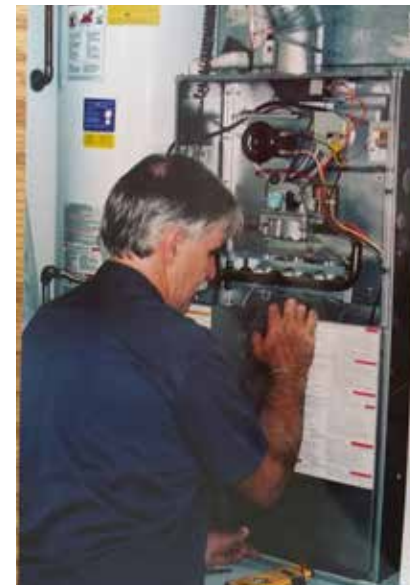
Jan may be an artist at heart, but he is also an engineer. His studies in engineering helped him earlier in life when he endeavored to attend air conditioning school. He worked as a handyman to pay the bills while studying the complexities and science of air conditioning. He laughs and says, "I'd work four or five hours as a handyman and then go spend six hours in the classroom. It was hard, but I enjoyed it. I love learning how things work." His company, Fix My AC, is a product of his education, training,

and passion. Jan is clearly a man who enjoys solving problems.

Jan knows almost everything there is to know about air conditioning, but he admits he isn't much of a technology guru and prefers to carry an older model cell phone. "I was going to upgrade to the newer version, but it was the one that would catch fire, so I just kept my old one. It does what I need it to do." But don't let his admission fool you. He's a technology genius when it comes to air conditioning, and he is a walking encyclopedia about current trends and progressions in the air conditioning industry. He can easily discuss the finer points of the soon-to-be phased out R22 refrigerant, and its replacement 410A, and slide into a discussion about heating strips and ductless mini-splits. "I'm a tech guy in denial," he laughingly admits when

confronted with the evidence of his technological abilities and expertise. He sheepishly adds, "What can I say? I'm an engineer."

Jan is the youngest of nine children and admits his technology expertise dwarfs that of his siblings'. "We're all pretty old school, but they're far more old school than me." Laughter busts out when he says, "My parents still refer to kerosene as 'coal oil.'" His family may not be cutting edge, but the self-admitted "black sheep baby of the family" credits them for instilling in him the old-fashioned values of integrity and bluntness. "I tell it like it is" is a mantra he lives by. He despises companies that upsell or insist a system be replaced when a simple repair will solve the problem. "I tell people about dishonest industry practices," he says. "The general public deserves to know how some businesses



operate." If he can repair something, he will. When looking at any job he always asks himself, "What are my options?" Presenting the customer with options is something he is proud to do. One part of his business is to offer a second opinion to customers confronted with an expensive contract. He proceeds to tell stories of how he solved what looked to be monumental problems with very simple repairs. Part of the old-fashioned values he lives by is helping people save money. He is knowledgeable about all the bells and whistles that are available on new systems, but he is quick to inform people that exotic systems may require waiting for a part to ship. However, he can still carry most replacement parts for the less complex systems on his truck. Jan values letting customers know the truth.

Integrity is a guiding principle in his life. Keeping his word is huge to Jan. "If I commit to something, I do it no

matter what," he says with conviction. He tells of once being offered a lucrative job to work on Trump Towers in New York and turning it down because he'd committed to another, and much smaller, job the evening before. He laughingly wonders aloud if having had the opportunity to work for Trump will hurt or help his business in the current political environment, but he hopes that what folks take away from his admission is his commitment to finishing what he starts.

Fix My AC is a "one-man show" according to Jan, but he surrounds himself with competent and capable subcontractors and workers as the need arises. "I work with specialists. I want knowledgeable people who know what they're doing. I've discovered that if you pay good people good money, your problems go away." He bluntly describes the difference between college-trained engineers who are ignorant of how things work and what he calls "field engineers" who actually know what needs to be done. He says firmly, "I only work with the best."

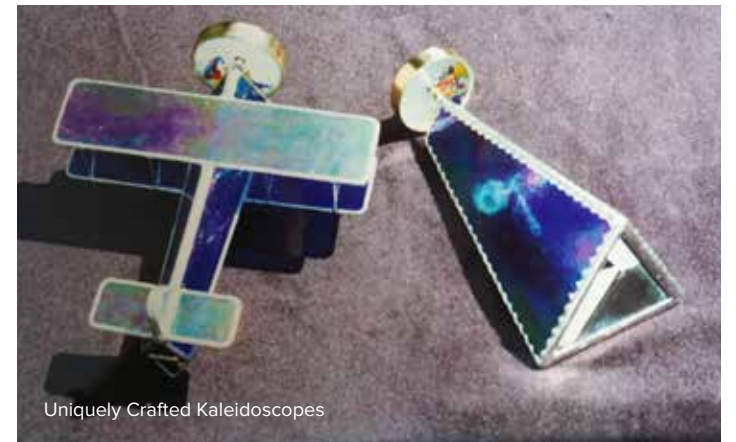
"Summers are a blur..." is his description of Fix My AC's busy season. "It's hard because in our climate we can't survive without air conditioning." He recognizes the frustration people experience as they wait for service and repairs, but the sheer volume of work makes scheduling difficult. He schedules service as quickly as possible and still tries to give people multiple options. Come winter, though, life slows down a bit and Jan can concentrate on setting

up a new truck, catching up on his accounting system, or finding new ways to advertise. "Or," he smiles, "setting up a new phone..."

Jan is an artist, engineer, and limerick lover. When hooking up complex cooling systems it's important to get the many wiring systems correctly connected. The various pieces of equipment can have mismatched wire colors, so he makes up little poems and ditties that he sings aloud to help remember that green wires connect to blue or that white attaches to red. It is a simple, fun way for him to avoid wiring mistakes between important pieces of equipment. He talks about a time when a subcontractor once told him, "At first, I thought you were completely nuts singing to yourself about wiring schemes, but actually it's quite brilliant." Jan admits to being a perfectionist, and making up a poem in his head helps him get the job done correctly.

Early in his life, Jan's artistic endeavors centered on making kaleidoscopes. He has created several and sold them to clients all over the world with most going to customers in Germany, Sweden, and England. Kaleidoscope-making is both an art form and an engineering feat that appealed to him and fit his interests and training. He modestly acknowledged that his artistic claim to fame is having one of his kaleidoscopes listed for sale in the 1993 Bloomingdale's Christmas catalog. After the blur of summer business, winter time in Tucson affords Jan opportunities to pursue hobbies and other interests, but when asked what he prefers to do, he points up. "I just head up the mountain."

In business since 2008, Fix My AC isn't going anywhere. Jan loves Tucson, fixing things, and going up Mt. Lemmon. And he loves cooling people off. As it reads on his business card, "We sweat, so you don't have to." Old-fashioned values combined with technological expertise and a friendly personality make for happy, satisfied clients. Fix My AC and its owner, Jan Brenneman, have a lot of them.



Uniquely Crafted Kaleidoscopes

Andrea Bergin

Instilled With Persistence

► a rising star! Rodney Hugen

It is hard to believe that Andrea has as much work experience as she claims. Yet her life's story tells of a 29-year-old with a vast amount of knowledge, skill, and ability in the world of real estate. When she was just fourteen years old she was already filing and filling boxes and cold calling for her parents' California real estate magazine, *Welcome Homes*. "At work, Dad didn't treat me like a daughter," she grins and recounts. "He treated me like an employee." She pauses a second and adds, "Actually, he was way tougher on me than the other employees. He wanted me to be successful and he expected a lot from me."

There is no regret in her voice, only appreciation and love. "I am thankful for what I was taught. I learned to be persistent and to never give up." She smiles and continues, "Dad taught me that in the real estate world 'no' just means 'maybe later'. When you make three hundred cold calls, all rejections, you still have to make the next call." That training in persistence paid off for Andrea and continues to aid her now. She progressed from cold calling to becoming an inside sales agent and, eventually, a lead listing specialist. She also worked for other real estate agents before finally stepping out on her own and forming her own business—AB Homes. During her first year, she sold \$5.5 million and was named "Rookie of the Year." She followed up by selling \$8.8 million worth of real estate in her second year. AB Homes will eclipse those numbers this year. She attributes her success to the training she received from her parents, her own hard work, and being highly organized.

Andrea married the love of her life, Jon, who is an Army veteran and a fire fighter. Andrea refers to him as her rock. "He supports all the crazy things I do," she giggles. They have two daughters, Jolene and Ava, ages five and four. Andrea herself is the second of four children who were all born five years apart. "We were all firstborns," she laughingly admits as if that explains her drive to succeed. She quickly acknowledges that the schedules of a firefighter and a real estate agent are



Photography by Casey James

seldom compatible and require lots of structure and planning. "You make a schedule," she opines, "and then you stick to it no matter what." She quickly adds, "Unless you have to adjust." Despite her organizational and scheduling skills, Andrea admits that balancing everything can be very difficult. "I'm a mom



Jolene, Mommy, & Ava

Daddy and his girls!

first," she says, "which means the kids always come before anything else." However, she also admits that AB Homes is her "third baby" and baby number three can be very demanding.

Bringing her "mom identity" into her work is something she loves to do. Mothering her clients, to Andrea, means listening to them and helping them fulfill their dreams. She likes to invite clients into not only purchasing a home now, but finding ways to build wealth later on through real estate. She freely admits that she falls in love with her clients' dreams. Just as she wants good things for her daughters, she also wants good things for her clients.

Her daughters are in gymnastics class, which further complicates an already complicated schedule. However, this helps her appreciate two other things she loves to do: coaching and teaching others. Running her daughters around and helping them improve their gymnastics skills are good practices for helping her clients and teaching others what she has learned.

Andrea acknowledges that her business administrator, Michelle, and part time agent, Stacie, are crucial to her success. "I fell in love with their dreams," she says. "I look for integrity and people who are interested in creating value for others." Andrea believes in expressing gratitude and she is grateful for her team.

As a Millennial herself, Andrea can be a little hard on others her age. "We seem to be a generation that says, 'give me, give me, give me.' It makes me sad. Free education, free health care, free everything. That's not how I was raised. I was raised to work hard for what I wanted. I wish my fellow Millennials were known for our kindness and generosity." Andrea's longing is to "net a million, save a million, and give a million." It's a lofty goal. She smiles and says, "I want to care for people so that they can care for others. Helping them to build wealth in real estate is a way to do that."

In her rare down time, Andrea enjoys photography. Capturing beauty out in the world of nature or making a sweet portrait of a newborn baby brings her an immense amount of pleasure. "I love being creative!" She says with an effusive smile. She admits having to cut back on some of the other creative expressions she once enjoyed. "I used to sew a lot, but it can be very time consuming and my busy family means putting some things I enjoy on the back burner." She also recognizes there are more important things than her "third child," AB Homes.

Andrea acknowledges five pillars that she builds her life around: God, family, health, business, and her church family. The order is important to her. Listening to God and understanding God's purpose matters deeply to her. Her passion intensifies as she talks about how her relationship with God helps her in all the other areas. Like a good mom, she is always looking to help others. "What makes me happy is making people happy," she offers. "I want to look at all of life and see the whole picture." It is part of her mothering instinct.

Andrea is convincing when she announces that real estate is one of the most profitable ways to build wealth. She throws out numbers, percentages, and statistics to back her claim. "My team and I want to build value for others. Real estate is a great way to do that, both through individual home ownership and through investing in real estate as a means of building wealth." Being an "influencer" matters to her, but so does "creating world-changing influencers through home ownership." Like a good mom, she recognizes that to be a true influence one must guide others to become fellow influencers.

Andrea may be a young mom, but she has a ton of experience in both real estate and life. She loves being a devoted wife to her husband and mom to both her kids and clients alike.

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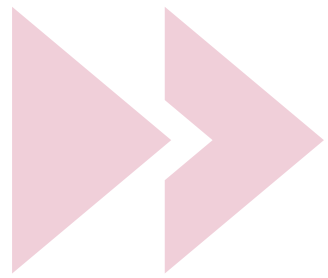


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BRENDA O'BRIEN

Empathy & Communication Making The Difference

Kylea Bitoka

Brenda O'Brien's life experiences prepared her for real estate long before she realized she wanted to be a real estate agent.

"My dad was a homebuilder. When I was young I got to go to work with my dad sometimes. I have been around home construction most of my life, from the basement being poured to the roof being put on."

It would be several years before Brenda would realize the impact of those early days on her father's home construction sites. In fact, she had an 11-year career in social services before transitioning to real estate. Brenda worked as the Administrative Director for a mental health and outpatient substance abuse treatment program in Alaska. While she was working for the social services agency, she took a career placement test. The career that Brenda was most suited for: real estate.

"I told my husband, 'I'm not going to get my real estate license; I love my job'... I started thinking about it more. One day, I decided to go take the classes to get my license. I got hooked right away."

Thinking back to those early days, Brenda ponders, "What shaped me into being a real estate agent? Everyone told me I would be good at real estate, but maybe I picked up on that when



I was a child. My dad building people a home and then turning over the keys to them. Maybe, some of that soaked into me. I had never thought about it until this moment."

When asked how she ended up moving from one end of the continent to the other, Brenda says, "Ok, I laugh about that. I tell everyone that I went on a cruise!"

Her sense of humor shines through. Of course, she didn't cruise from Alaska to Arizona. She and her husband sailed on a cruise to the Caribbean where they met a couple from Tucson. Over dinner, the conversation turned to their search for a vacation home to escape the cold, dark Alaskan winters. The couple asked, "Have you ever considered Tucson?"

That winter Brenda and her husband flew down to Arizona. They started in Scottsdale and Phoenix and, eventually, made their way down to Tucson.



Michael Lynch - Brenda's son and co-manager

"I fell in love with it the minute I drove into Tucson — with the mountains, the atmosphere, the climate, and the little town feel. It had everything I was looking for." Tucson became their permanent residence, and Brenda started her real estate career over again. She re-licensed and rebuilt her client base.

"I had a great real estate business in Alaska and it was hard to walk away from that, but I just wanted to be here in the sunshine. I joke and tell people that I moved here for the patio dining. I love patio dining!"

Within 5 years of moving to the area, she became the #1 REALTOR® in all of Tucson. As business picked up, Brenda hired an assistant which quickly turned into a full team. Her son, Michael Lynch, is also a real estate agent and co-manager of the Brenda O'Brien Team. A Platinum level member of Long Realty, Brenda and her team sell about 100 homes a year. Brenda has closed over 2,000 real estate transactions and received several awards for her innovation and dedication to her clients.

What sets Brenda apart? The dedication to her craft. She continually pushes herself to stay at the forefront of her industry and has multiple certifications, designations, and accreditations.

However, the true key to her success is empathy.

"I try to stay in touch with all my clients past, present, and future. I want to be there for them when they need me, and I want them to know that I care. If I don't stay in touch, then they don't know I care."

Her empathy, along with her persistence and resourcefulness, allows her to excel at conflict resolution. In a high stress, fast-paced industry, conflict resolution can be the difference between making or losing a sale. Brenda's manager noticed her strength in conflict resolution. He asked her, "How do you manage to avoid conflicts in many situations where conflict could have easily occurred?"

Brenda answers that question from her personal experiences over the 24 years she's worked in real estate. "Communication is the key. Buying or selling a home is very stressful. It's right up there with sickness, death, and divorce. I try to remember that when talking to a client. I may have done this 2,000 times but they haven't. I need to be the person they come to with all their concerns. I try to feel what they are going through."

Brenda adds, "We have a common goal to get the house closed. The buyer wants to buy and the seller wants to sell. I do my best to not let the emotion and the stress of the transaction make it go sideways."

Attitude is everything. Brenda O'Brien's perspective allows her to excel even in the stickiest of situations.

"I actually welcome challenges, because that's where I can show my client that there is a benefit to working with me. Generally, I can overcome challenges that are in my control with my perseverance and tenacity. There are things that are out of my control, like market conditions or inventory, but I can work through it with patience, diligence, and creativity."

Her last piece of advice may be the best.

"We try to laugh in each of our transactions. Laugh at yourself once in a while and take responsibility. I don't try to put the blame on somebody else. We are going to fix it. We're going to move on. Let's get back to having a good transaction and having fun with it."



Honoring Our Own

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Jim Callery
US Navy

JIM CALLERY,
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Residential Brokerage,
Branch Manager
Branch of Military -
US Navy
Number of years in
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How has being in the

military helped your RE Career:

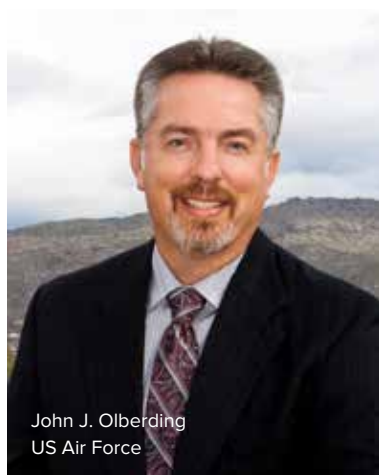
Great leadership training. Military personnel are not allowed to make excuses. We were not allowed the opportunity to have a bad day.

What is your proudest moment in your Military Career:

Working aboard the USS Kitty Hawk with Attack Squadron VA-192 off the coast of Viet Nam. A higher ranked supervisor was removed from his position which then fell on my shoulders. I received a medal for “revitalizing a failing work center.”

One thing realtors should know when working with military clients:

They have a respect for authority and have learned to trust the individual talents of team members. Work with them as a team member and they will follow your lead.



John J. Olberding
US Air Force

JOHN J. OLBERDING
Long Realty
Branch of Military: United
States Air Force
Number of years in Ser-
vice: 30 years

How has being in the military helped your RE Career:

I have found that clients, other agents, lenders and escrow companies appreciate the skills, traits

and core values that you learn from being trained in the military. Promptness, courtesy, focus on the mission, integrity, service before self and the attitude of bringing excellence to all you do. It has also been very helpful to have many brothers and sisters in arms who support you and trust you with the real estate needs of their friends and relatives.

What is your proudest moment in your Military Career:

When the young lady I was supervising was promoted under the Stripes for Exceptional Performers program by the Commander of the Air Combat Command, General John P. Jumper.

One thing realtors should know when working with military clients:

They are much like your other clients, but their families are typically not living in Tucson, so their fellow service members are much like family to them. That bond can often be stronger than family bonds. Treat them well and they will share with their “family” what a great job you did for them.



Tom Ebenhack
USAF/Ohio Air National Guard

TOM EBENHACK
Long Realty
Branch of Military: USAF/
Ohio Air National Guard
Number of years in Service: 20

How has being in the military helped your RE Career:

Discipline, focus, attitude in dealing with problems and connections. The Air Force presented me with some very unique experiences around the world and showed me how to handle difficult situa-

tions. Plus, it gave me a lot of excellent leadership perspectives. There are no problems too big to solve!

What is your proudest moment in your Military Career:

Graduating from pilot training in the F-100 (the first supersonic fighter) and combat school.

One thing realtors should know when working with military clients:

These clients are special people who have risked their lives for our country. Let them know you’re thankful for their service!



Aaron Wilson
US Air Force

AARON WILSON
Keller Williams
Branch of Military: United
States Air Force
Number of years in Ser-
vice: 20 years (Retired)

How has being in the military helped your RE Career:

The military has a way of instilling core and ethical values into its people. I have learned some very valuable aspects of leadership and management at multiple levels. In Real Estate there are no life or death situations, so the stress level is extremely low. Building Trust through Honesty, Respect and Integrity will bring Loyalty. Learning this very early in my military career and

transferring into the civilian sector had a huge impact on success in the civilian sector. Understanding the building blocks of systems and models are key to keeping an operation running at peak performance.

What is your proudest moment in your Military Career:

Being part of something that is bigger than yourself. Knowing that the person next to you has your interest at a higher level than their own. I was a part of Combat Search and Rescue unit where our motto was “These Things We Do That Others May Live”. Our primary mission was to save lives regardless of the chaos and elements of danger. Being a part of a mission where someone came home from the battlefield to re-engage with their family or even re-engage in the battle is something that can’t be explained.

One thing realtors should know when working with military clients:

The majority of military clients are system oriented and are typically never decisive. A sense of security for their family is a high priority and should always be the primary focus. Deployments can be frequent and very stressful on families. Agents should understand the stresses these families go through and be able to be there for them at a moments notice.



Glenn Michael Nowacki
US Air Force

GLENN MICHAEL NOWACKI

Cobb Realty
Branch of Military: United
States Air Force
Number of years in Service:
20 years

How has being in the military helped your RE Career:

Being in the military gave me the ability to handle stressful real estate situations with ease. I always had my

troops best interest at heart while I was in the military and this has transitioned over to how I represent my clients. My buyers/sellers interests/goals in every transaction are always my number one priority. This directly led to me 72 closings my first full year in the industry and also to my selection as the 2016 Tucson Association of Realtors Rookie of the Year!

What is your proudest moment in your Military Career:

Winning the Maintenance Professional Year Award back to back while stationed in South Carolina. Retiring with 20 years of honorable service and being able to look back and say that I always put my airman first and looked out for them.

One thing realtors should know when working with military clients:

Military clients present a unique set of needs. They are usually on a time constraint to buy or sell so they need someone willing to work for them around the clock. I have sold countless homes for personnel overseas as well as found them homes to purchase. Nothing like fielding phone calls at 3 a.m. to overseas clients! But I will do whatever it takes to get the job done!



VICKI L. WATSON

Coldwell Banker Residential Brokerage
Branch of Military: US Air Force
Number of years in Service: Four

How has being in the military helped your RE Career:

I have always been a very disciplined person, but of course, that helps one to run and operate their own business (which being a Realtor means you have to do unless

you are on a team working for someone else). Also, traveling the world and working with people from different cultures and experiences, really does help one in real estate. Most of all, having worked in a highly technical field with lots of stress, not much phases me in my daily real estate practice. I have the ability to stay calm in all situations and be that calming effect on my clients.

What is your proudest moment in your Military Career:

I had been blessed with many moments that made me extremely proud. My proudest would have to be that I had the honor to be the first woman in the USAF to work on the Air Launched Cruise Missile program.

One thing realtors should know when working with military clients:

Do not be afraid of clients who are using their VA Loan benefits to purchase a home. Many Realtors do not know enough about VA benefits and VA Loans to explain them correctly to their clients, often scaring their Seller out of a great offer.



DAN COMEAU

Tierra Antigua
Branch of Military: I joined the United States Marine Corps after graduating from high school. I served four years and then chose to pursue a career in home building. When I decided to pursue a college degree, I joined the ROTC (Reserve Officer Training Corps) at the

University of Arizona. Upon completing my degree, I earned a commission in the United States Air Force.
Number of years in Service: Between the United States Marine Corps and the United States Air Force I served 20 years.

How has being in the military helped your RE Career:

My military service gave me exposure to cultures and challenges that I would never have experienced elsewhere. I learned the importance of structure in work day and how to prioritize tasks, these skills are so important to building and maintaining a client base and business in real estate. My military service built my personal confidence, working with a variety of people and personalities to successfully reach a common goal was a daily requirement. The combined experiences translated into me successfully providing my real estate clients positive home buying or selling experiences.

What is your proudest moment in your Military Career:

In a country where less than two percent of the population serves in the military, I come from a family where most men served, including my father who retired from the United States Marine Corps. I'm very proud that I followed in their footsteps and served my country as well. This career allowed me to earn my citizenship in a very challenging and rewarding in a way.

One thing realtors should know when working with military clients:

Military service members and their families have a unique lifestyle that moves them around the country more than the average family. When relocating to a new area, they need a realtor who will take the time to really listen to their needs, provide insight to the community and then offer housing options that will give the service member and family a positive sense of community. It also helps to be knowledgeable about the lending programs that are specifically designed for service members to make your clients aware of these important benefits.



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Horsing Around **TUCSON**

IDEAL AREAS & TIPS

By Lisa & Jeff Armbruster

Lisa and Jeff of The Armbruster Team specialize in buying and selling residential horse and ranch properties in Southern Arizona. They serve the greater Tucson area, as well as Vail, Benson, St. David, Hereford, Sonoita, and Sahuarita. Having three horses on their personal acreage—and living a mile from Saguaro National Park where trails span for miles—has given them a fantastic way to experience the great riding opportunities Southern Arizona offers to horse enthusiasts.

Southern Arizona has an abundance of horse-friendly areas, which include Coyote Creek in Vail. These 3.3-acre parcels allow homeowners to board horses on their personal property and have access to an abundance of trails, washes, and even riding the Arizona Trail. The 85730 zip code offers numerous horse-friendly areas with access to riding the beautiful nearby washes or a quick trailer trip down Speedway Blvd. to ride into Saguaro National Park. There are also horse boarding facilities in the area, such as Santa Rita Arabians off Melpomene Way and Escalante Rd., that offer amazing riding arenas and trail riding. The Tanque Verde area—considered the 85749 and 85750 zip codes—also offer fabulous horse-friendly properties that connect to trails and washes with beautiful mountain views surrounding the area.

Large acreage ranch properties in Sonoita, Benson, St. David, and Hereford have amazing farm and

ranch opportunities to house horses, cattle, and other farm animals. The riding possibilities are also extensive and enjoyable. There are also spectacular properties by the Dragoon Mountains that offer scenery for

peaceful, quiet riding out on parcels of 20 plus acres.

Southern Arizona offers so much for any type of buyer who enjoys horseback riding. There is something



for everyone, whether they are a competitive roper, casual trail rider, jumper, or dressage rider.

Lisa and Jeff Armbruster are lifelong horse lovers. They admit that owning and boarding horses on their own property is a lot of work, but they wouldn't have it any other way. They can greet and kiss their horses every morning and finish the evenings with a sweet carrot treat; these are the moments that make that hard work worth it.

The Armbruster Team know that horses are a big part of life for many people in the Tucson area. When working with people who are selling or buying horse property, they understand the importance of working with trustworthy, knowledgeable real estate agents. As fellow horse owners, the Armbruster Team knows their stuff!

When looking for horse properties for equestrian clients, here are the most important features to look for:

- Is there a facility, such as a barn, on the property?
- Is there adequate shade cover for horses? How many stalls and/or run outs are available?
- Is there electricity to the barn? If not, what are the options to run electrical?
- Is there a direct water source for filling buckets, bathing, etc.?
- Are there rounds, pens, or arenas for exercising? If not, is there adequate space to add?
- Is there space for hay storage?
- Is there an option for repurposing manure or removal?

If you're dealing with a person that has horses, they will know exactly what they want and need, and they will let you know. If

you're working with someone who has never had horses, and this will be their first venture, all these details are crucial to have happy, healthy horses!



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TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Sept. 26, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 09/26/2017)	Total \$ (01/01/2017 - 09/26/2017)
1	Marsee	Wilhems	133	26402500	129	30656781	262	57059281
2	Kyle	Mokhtarian	266	48542950	48.5	7527975	314.5	56070925
3	Kaukaha	Watanabe	101	20581859	147.5	26439814	248.5	47021673
4	Michael	Rhodes	191.5	35856450	55.5	9745956	247	45602406
5	Laura	Sayers	52	15280900	72.5	24617850	124.5	39898750
6	Janell	Jellison	38.5	23366064	17	9401854	55.5	32767918
7	Kevin	Mcandrews	76	15781010	61	12850410	137	28631420
8	Danny	Roth	80	17542943	53	11025370	133	28568314
9	Peter	Deluca	61	16808283	29	8297062	90	25105345
10	Denice	Osbourne	34	13323728	25	10209500	59	23533228
11	Robin	Kaiserman	33.5	17949863	12	5396400	45.5	23346263
12	Sandra	Northcutt	54	15885900	26	7392900	80	23278800
13	Russell	Long	29	17916000	11	4888900	40	22804900
14	Laurie	Lundeen	72	13699900	44	8836250	116	22536150
15	Vicki	Holmes	36	11353198	29.5	9151845	65.5	20505043
16	Brenda	O'Brien	33	9992000	28	9198100	61	19190100
17	Don	Vallee	33.5	11432432	27	7626700	60.5	19059132
18	Rob	Lamb	28.5	10664300	20.5	8258550	49	18922850
19	Curt	Stinson	77	15617700	18.5	3302500	95.5	18920200
20	Layne	Lundeen	27.5	9837450	29	8543650	56.5	18381100
21	Nicole	Churchill	38	8904875	38	8766698	76	17671573
22	Shawn	Polston	80.5	14647525	12	2480934	92.5	17128459
23	Susanne	Grogan	18	13081028	6	3470378	24	16551406
24	Taylor	Mize	39	11742266	14.5	4689932	53.5	16432198
25	Ricardo	Aranda	22	3853950	72	12555847	94	16409797
26	Jarrett	Reidhead	9	7436500	18	8921500	27	16358000
27	Mckenna	St. Onge	19	7405400	22	8948600	41	16354000
28	Lisa	Bayless	34.5	12485635	9.5	3724285	44	16209920
29	Eddie	Watters	27	5162500	55	10768004	82	15930504
30	Barbara	Bardach	16	11022500	9.5	4700500	25.5	15723000
31	Becca	Riccardi	34.5	6613700	41	8953600	75.5	15567300
32	Jeffrey	Ell	31	8483786	23.5	7066034	54.5	15549820
33	Craig	Tucker	29	13744977	3	1638701	32	15383678
34	Louis	Parrish	40.5	10736672	14	4522308	54.5	15258980

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 09/26/2017)	Total \$ (01/01/2017 - 09/26/2017)
35	Patty	Howard	10	5039748	19	9074300	29	14114048
36	Jose	Campillo	13	2355700	77	11355495	90	13711195
37	John	Billings	32	9575599	14	4067454	46	13643053
38	Tom	Peckham	11	6023548	14	7539005	25	13562553
39	Spirit	Messingham	21	6422050	24	7001450	45	13423500
40	Ronnie	Spece	44	12223364	5	1082900	49	13306264
41	Aaron	Wilson	23.5	4750210	40.5	8381750	64	13131960
42	Tom	Ebenhack	27	6508000	25	6356591	52	12864591
43	Jill	Jones	28	8787603	11	3442980	39	12230583
44	Alan	Murdock	56	9632520	8.5	1933000	64.5	11565520
45	Joshua	Waggoner	9	6115000	5	5385000	14	11500000
46	Sue	Brooks	20.5	4536200	21	6694297	41.5	11230497
47	Oscar	Ramirez	14	8131000	7	2974950	21	1105950
48	Christina	Esala	22.5	3409190	37.5	7305892	60	10715082
49	Victoria	Mcgullam	24	3833700	43	6859352	67	10693052
50	Kristy	Johnson	17	5990200	13	4621300	30	10611500

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Loan Originator
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Melissa Rossier
Loan Originator
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Loan Originator
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TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Sept. 26, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 09/26/2017)	Total \$ (01/01/2017 - 09/26/2017)
51	Kelly	Garcia	19	5864394	14.5	4600200	33.5	10464593
52	Roni	Benge-Adamson	19	5864394	14.5	4600200	33.5	10464593
53	Bob	Norris	24.5	4567700	27	5882900	51.5	10450600
54	Glenn	Nowacki	18.5	3786400	31	6599250	49.5	10385650
55	Jerri	Szach	19.5	4904350	19	5231609	38.5	10135959
56	Wanda	Fudge	8.5	2784500	22	7296691	30.5	10081191
57	Traci	Jones	26	6497125	16	3560575	42	10057700
58	Pam	Ruggeroli	14.5	4229500	19.5	5742360	34	9971860
59	Leslie	Heros	17	3935268	17	6024015	34	9959283
60	Ann	Gavlick	20	5291855	19.5	4616175	39.5	9908030
61	Pam	Treece	12	4403200	15	5470000	27	9873200
62	Dorothy	May	13.5	4667750	14.5	5201000	28	9868750
63	Michael	Shiner	15	3241500	31.5	6601000	46.5	9842500
64	Michele	O'Brien	16	4772830	14	5051053	30	9823883
65	Maria	Anemone	15.5	7016400	4	2733000	19.5	9749400
66	Susan	Denis	21	5118300	15	4614200	36	9732500
67	Alfred	Lapeter	13.5	4825738	15	4882045	28.5	9707784
68	Angela	Kuzma	28.5	5609400	19.5	4047400	48	9656800
69	Calvin	Case	31.5	5472200	20.5	4177830	52	9650030
70	Dean	Groth	14	3832200	18	5808700	32	9640900
71	Madeline	Friedman	21	7018950	7.5	2567500	28.5	9586450
72	Denise	Newton	22	4843250	20	4595614	42	9438864
73	Lynn	Slaten	17	5990200	9	3440300	26	9430500
74	Kristin	Penrod	7	2261500	19	6970940	26	9232440
75	Camille	Rivas-Rutherford	5	1838900	21	7375880	26	9214780
76	Angela	Tennison	15	5221000	9	3922671	24	9143671
77	Heidi	Baldwin	8	3865000	10.5	5243000	18.5	9108000
78	Jake	Arnold	12.5	5483658	17.5	3620190	30	9103848
79	Nicole	Brule-Fisher	17	3504825	21.5	5538776	38.5	9043601
80	Lori	Mares	15.5	2725583	30.5	6285178	46	9010761
81	Kenneth	Herb	58.5	8145200	11	865000	69.5	9010200
82	Judy	Smedes	9	4341600	11	4631500	20	8973100
83	Steve	Nissen	16.5	5110805	9.5	3674000	26	8784805
84	Rebecca	Crane	12.5	3436000	19.5	5345450	32	8781450

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 09/26/2017)	Total \$ (01/01/2017 - 09/26/2017)
85	Tyler	Lopez	17	3466400	31.5	5309104	48.5	8775504
86	Jenni	Morrison	12.5	3315500	14.5	5425950	27	8741450
87	Lisa	Korpi	16	4042250	18	4683000	34	8725250
88	Jennifer	O'Brien	12	3887850	16	4836500	28	8724350
89	Beth	Jones	14.5	3650800	16	5072500	30.5	8723300
90	Michael	Block	21	4754900	16	3900534	37	8655434
91	Tony	Reed	14.5	7104655	3	1500400	17.5	8605055
92	Curtis	Anderson	39	5518728	20.5	3051858	59.5	8570586
93	Margaret	Nicholson	13.5	4667750	11.5	3888000	25	8555750
94	Nestor	Davila	17.5	3626150	33.5	4907670	51	8533820
95	Pete	Torrez	16	4945805	11	3566300	27	8512105
96	Suzie	Corona	17.5	5695500	10	2803935	27.5	8499435
97	Gerry	Costa	20	4735548	18	3749700	38	8485248
98	Michael	Oliver	11.5	2937774	24	5546513	35.5	8484288
99	Lamar	Watson	48	8472702	0	0	48	8472702
100	Anjela	Salyer	11.5	4314847	11	4151748	22.5	8466595

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TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Sept. 26, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 09/26/2017)	Total \$ (01/01/2017 - 09/26/2017)
101	Heather	Shallenberger	13.5	3580392	20	4885880	33.5	8466272
102	Gary	Roberts	22.5	3939800	19.5	4444835	42	8384635
103	Tim	Rehrmann	36.5	7178076	6	1183175	42.5	8361251
104	Joelle	Kahn	15.5	3941800	18	4389200	33.5	8331000
105	Peter	Oosterhuis	4	2636000	7	5665400	11	8301400
106	Steven	Inouye	15	5263250	6	2985300	21	8248550
107	Jennifer	Bury	11	2016820	26	6223535	37	8240355
108	Jason	Foster	9	3689359	14	4485866	23	8175225
109	Corissa	Miller	8	1442888	34	6727557	42	8170445
110	Elizabeth	Orr	15	4504395	11.5	3621400	26.5	8125795
111	Jameson	Gray	13.5	4879750	7	3238500	20.5	8118250
112	Anthony	Boatner	21.5	3635500	25.5	4351650	47	7987150
113	Helen	Curtis	17	4386900	14.5	3534750	31.5	7921650
114	Catherine	Donovan	9	3735900	13.5	4162894	22.5	7898794
115	Patricia	Brown	16	4678500	12	3214999	28	7893499
116	Jay	Lotoski	11	3224150	14.5	4659108	25.5	7883258
117	John	Larocca	4	1562279	8	6240000	12	7802279
118	Richard	Kenney	11	4832500	7	2921200	18	7753700
119	Lauren	Moore	11.5	4208950	11	3511000	22.5	7719950
120	Terri	Kessler	14	5113000	9	2592900	23	7705900
121	Dina	Hogg	14.5	3513231	17.5	4030775	32	7544006
122	Lisa	Soares	13	3326350	10.5	4216500	23.5	7542850
123	Rebecca	Maher	10	3731000	11	3802500	21	7533500
124	Vincent	Yackanin	21	5855820	4	1631950	25	7487770
125	Jennifer	Philips	19	3397600	22.5	4088900	41.5	7486500

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Photography by Casey James

About This MAGAZINE Hello Realtors® Of Southern Arizona

Welcome to the *Tucson Real Producers* community. We are excited to bring you our second edition of *Tucson Real Producers!* Our goal is to serve by bringing inspirational and educational content to you, your teams and brokerages in our monthly publication. We look forward to celebrating your accomplishments, encouraging your dreams and delivering recognition as you continue to take care of your clients daily.

We will strive to create platforms for connecting and developing community among the top Tucson REALTORS®. In the months and years to come, I would love to get to know each of you on a personal level, meet you at our events, provide tools to help grow your business and work on how to best serve as we move forward.

QUICK FACTS:

Distribution: The top 500 agents in the Tucson area, including Green Valley/Sahuarita and Santa Cruz County. All areas in the new MLSSAZ.

Contents: This publication, unique to the Tucson real estate market, has both a social and business aspect. We highlight top producing agents and give you an inside look at their lives as well as their business. We celebrate our rising stars and share inspiring stories of agents in our midst. Local contributors will submit articles to educate and inform. As we continue to grow, you will see fresh content – mostly from our Tucson community – with the intention of adding value and insight to help you thrive in life and business.

Cost: This monthly publication is being provided **free of charge** to you, a top producer in the Tucson area. Our advertising partners cover the cost of producing, printing and mailing each issue. Please consider them when you or your clients have a need for one of their services. If you currently utilize a business that does excellent work, please let us know, for they may want to reach out to your associates as well. Also if you own or run a business and would like information on reaching top REALTORS® each month, contact me for more information.

Events: Along with the magazine, we will host various free quarterly events to bring our REALTOR® community together. They will include social and educational events. We will communicate the various events we are hosting through the magazine, emails and social media. Our first event will be in January. Keep an eye out for the day and time.

Contribution & Advertising: If you are interested in contributing, nominating REALTORS® for certain features, or know of an affiliate partner who should be part of our community, please email me at Delilah.Royce@RealProducersmag.com. I look forward to hearing from you!

I would like to personally thank all our business sponsors who partner with us, as well as the many REALTORS® who contributed to the second issue. Just know that Tucson Real Producers would not exist without you. Welcome to the cream of the crop!

See you all at our launch party, which will be announced soon!

Delilah Royce





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