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Photography by Casey James

THANK GOD IT'S MONDAY

I would like to offer you a twist on the old TGIF standard. Those four letters capture how the average person feels in the American workplace: "Thank God it's Friday." But here at Real Producers, we disagree with living that way. We choose to cherish more than just two out of the seven days a week we are blessed with. A recently released study by Forbes stated, "70% of American employees hate their jobs." Don't believe it? Simply ask ten of your friends how they feel about their current job.

Even the most intentional REALTORS® and the most carefully managed teams will experience tough days. But through persistence, determination, and true grit, you see each day as an opportunity. This is what sets you apart as a Real Producer.

Fact: Two out of three REALTORS® that launch out of training this year will quit within 12 months. The real tragedy is that those who quit will miss opportunities and be going back for a "secure" mundane job and can look forward to the TGIF blues. Those of you who are reading this are the elite survivors of a profession that takes no prisoners. You hold the power of opportunity in your hands and have earned the right to live a life far different than the average.

Paul Dan, lead guitarist of Loverboy, explains the origin of the song 'Everyone Is Working For The Weekend' - a piece of media that so very well describes our topic here. Paul says, "That one was originally, 'Everybody's Waiting for the Weekend.' I was walking down close to where I was living. It was a Wednesday afternoon - beautiful afternoon - and I'm walking in this heavily populated area, and it was deserted. Everybody was at work. And me being the musician, I'm out working and my work is, okay, what am I going to do for inspiration and where can I find it? So I'm out on the beach and wondering, 'Where is everybody? Well, I guess they're all waiting for the weekend.'"

The fact that they changed it to "working" for the weekend is interesting. This song suggests that the best times of our lives are experienced on the weekend or outside the workplace. Don't get me wrong, I love a little R&R and spending time with family and friends, but when Monday comes back around, I try to be no less grateful for the day. There is so much opportunity for growth and so much opportunity to experience life on a Monday - or a Tuesday - or a Wednesday for that matter.

My intention in sharing this with you is to hopefully create a shift towards gratitude. It is so easy to get caught up in the negativity of the world around us (how about those months of super low inventory?? Oh, and that summer!?), completely missing out on all of the good that is around us. How can we develop fresh eyes to see more clearly what is in front of us? Perhaps throwing away the TGIF mentality is the first step to doing this. As REALTORS®, I know many of you really don't have a typical weekend off. But I believe this sentiment can be applied to whatever days of the week are your "weekend".

I choose to face Mondays with excitement and anticipation. It's not always easy, but lets face it, it's all about our mindset, seeing the good, wanting to grow. Everyday is a chance to write a new page. So here's to all of the days that end in "Y", and all of the opportunity they offer - both professionally and personally.

Cheers,



Delilah Royce,
Publisher of *Tucson*
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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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LEEANNE SAVAGE

REAL ESTATE ROCK STAR!

Kylea Bitoka

Let me introduce you to LeeAnne Savage; she is a rock star in every sense of the word. LeeAnne fearlessly pursues her dreams. Her willingness to take risks has propelled her to succeed in music as well as real estate. "Luckily, when I lacked the courage, confidence, and talent I still said, 'Ah what the hell, I am going to do it anyway!'"

LeeAnne's determination paid off. She has received several Tucson Area Music Awards including Best Entertainer, Songwriter of the Year, and Female Vocalist of the Year. On September 24, 2017 she was inducted into the Tucson Musicians Museum's Hall of Fame. She has toured in the United States as well as Canada and the Caribbean. LeeAnne and her band have had the chance to open for some amazing musicians including The B-52's, Eddie Money, Clint Black, Lonestar, Belinda Carlisle, Clay Walker, Kool and the Gang, Jefferson Starship, and Three Dog Night. LeeAnne has released 3 studio albums and is currently working on her next CD, collaborating with artists and songwriters in Arizona and Nashville, Tennessee.

So how does an award-winning, world-traveling musician become a Tucson REALTOR® and Vice President of a real estate brokerage with a presence in two cities and almost 100 agents?

It all started with a phone call and an invitation. At the age of 20, LeeAnne was living in Illinois and



Photography Casey James

studying journalism at a community college. She saw journalism as a way to strengthen her writing ability and ultimately improve her performing and songwriting skills. A degree in journalism was a practical stepping stone on her journey to become a songwriter and singer.

Then one day her Aunt & Uncle called to invite her to visit them in Arizona and check out the local area. LeeAnne accepted their invitation and flew out for a visit. Her "visit" ended a year later when she flew back to Illinois, packed up her stuff, and

officially moved to Tucson. At the time she thought that Tucson would be a temporary stop on her journey to stardom. But no matter where she traveled, Tucson's magnetic charm always drew her back in. "You go where you feel you are being the best you. I think Tucson brings out the best in a lot of people, including me."

When LeeAnne reached a point where she decided not to tour regularly. A friend suggested she get into real estate. "I thought about it for a couple years before deciding to take the classes to get my license. I never



So, what are LeeAnne's long-term plans?

"In a perfect world, in 15 years we would retire in a beach community. Launching a satellite location in San Diego creates a pathway to getting there. However, the plans may change, we will have to see if it will end up being a good fit for the business and our future." It's soon obvious that LeeAnne uses the term 'retirement' loosely. While she and her fiancé like San Diego for the slower beach lifestyle it offers, San Diego's proximity to Arizona is also a big draw. It would allow them to keep strong ties to the business and Tucson. So even if LeeAnne retires on the beach in 15 years, real estate and music will still be an active part of her life.

Find current events for LeeAnne Savage & The Love Torn Rebels at: LeeAnneSavageMusic.com or follow her on Facebook: [LeeAnneSavageMusic](https://www.facebook.com/LeeAnneSavageMusic)

wanted to be a salesperson. But when I realized I am not a salesperson; I am conduit for helping people find their home, I was like "Why didn't I do this sooner?"

For LeeAnne every real estate transaction is the chance to build a stronger community. Her passion for cultivating community shines through, whether it's helping someone find the perfect home, performing with her band to raise money and awareness for charities such as Beads of Courage, or rescuing dogs. LeeAnne is committed to using her talents and skills to give back.

Two years ago, her fiancé, Calvin Case, started OMNI Homes International. It has grown to 3 offices in Tucson, agents in Phoenix, and they are currently looking into launching in the San Diego area. LeeAnne freely admits finding balance is tough. It can be difficult to be a good REALTOR®, a good Vice President, and a good musician while actively being involved in the community. "There is rarely a dinner without a phone call and there is never a true vacation. It's a lot of constant communication with clients and agents, but it is the most rewarding experience. If you love what you're doing, it doesn't feel like work." That is the advice she would pass on to those who are considering getting into real estate. According to LeeAnne, real estate is a great career choice for those who are passionate about creating community and facilitating someone else's dreams. LeeAnne cautions not to do real estate for the money "Work for the referral, not the check. Be thankful and show gratitude regardless of the situation. Don't let emotion and ego get in the way."

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With conventional loan limits increased to \$453,100 for 2018, Fannie Mae and Freddie Mac continue to be the leading sources of financing for mortgage lenders. Plus, they offer the most consumer-friendly lending processes. Advantages of Fannie Mae and Freddie Mac’s simplified lending requirements include:

- Reducing the documentation process through automated underwriting systems, which produces standardized feedback. This makes the lending process easier as employed borrowers typically need only provide a W2 and current paystub to verify their income.
- Increasing qualifying debt-to-income ratios to 50%, which allows borrowers to qualify for a larger mortgage. It also provides Realtors with greater flexibility in the number and type of properties they can show their buyers, particularly in markets that are so varied across the country.
- Reintroducing property inspection waivers (PIW). Provided the loan-to-value of the transaction is less than 80%, and a prior appraisal for the subject property is found in Fannie Mae’s Collateral Underwriter system, borrowers might have the option of waiving an appraisal. This can shave several days off of the timeline of the closing process.
- Competing with FHA as credit standards continue to loosen, by providing lending programs that require as little as 3% down and offer removable mortgage insurance.

Given these recent improvements in conventional financing, look for an easier process in 2018.

Jason Rose has been a loan officer with Nova Home Loans for the last 13 years and a veteran of the mortgage industry since 2001.

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Year of the Butterfly



BROOKE PFAFF

a rising star! ◀◀

Sue Cepin

Brooke Pfaff's career path has been marked by inspirational people, fortuitous events, and a whole lot of hard work. Several years ago, while on the job as a logistics and operations manager in a local retail store, a customer came in and told Brooke that she should come work for her brokerage in Louisiana, because she would make an awesome REALTOR®. Within the same week, another customer asked if she had ever thought about going into real estate. These conversations started the ball rolling. She began taking classes during her days off and saving money so she could quit her job to start this new career full time. Since that transition in August of 2015, Brooke has shot into the upper ranks of Tucson REALTORS®. "I give it my all," she says.



Photography
Joey Ambrose



Brooke's move into real estate was informed by the broker, Jackie, who first pointed the way. As a business owner, Jackie explained the organizational side of things, including the importance of contracts and the details of transactions. Betty Brady, a family friend and long-time agent, was another professional mentor. A fun, compelling person, she taught Brooke to always stay positive and keep focused on the bigger picture when faced with challenges.

Challenges happen to be something that Brooke particularly enjoys about this work, as they provide opportunities to practice creativity and discover innovative solutions. Her previous years in management provided a firm foundation in problem-solving and independent thinking which she continues to utilize. Brooke is motivated by the end result of successful transactions and keeps this goal in mind for her clients. The time she spends listening to customers and learning about their desires, concerns, and past experiences helps point the way to good answers to the questions that arise along the way. It also enables her to keep their best interests at heart.

Client care is, in fact, a central priority for Brooke Pfaff. She tears up as she speaks about her desire to serve people well. The value she places on being part of the major life change to buy or sell a home is clear. "It's a privilege for me to do this work," she affirms. Brooke strives to be available for her

clients at all times and deeply appreciates the enduring relationships that often develop during the transaction, with people she might otherwise never have met.

Brooke acknowledges the influence that her parents have had on this aspect of her work. Her dad, who took over his father's business while raising Brooke and her five siblings, taught her never to leave a job until it was finished. "He was absolutely committed to customer service," she recalls. She attributes her heart for people to her mom, who has offered careful listening, wise guidance, and constant support over the years, saying, "She has always had my back. She's been my biggest fan, for sure."

Brooke knew she would love Tucson even before she arrived here six years ago from Kansas City. She has always enjoyed the outdoors, spending her childhood days in the acreage around her home chasing animals and exploring creeks, she states, "If I could have dreamt of somewhere to live when I was young, this is exactly what I would have envisioned." She now spends much of her free time outdoors, prioritizing weekly hikes with friends. Brooke is intentional about running each morning and finds that this exercise helps keep her mindful and focused throughout the day. When asked about the hot summer months, she replies, smiling, "I just get up earlier. There's always a way."

Brooke met her boyfriend, Micah, two days after moving to Tucson. A self-made business owner, he has inspired her with his own persistence and dedication while encouraging her pursuits. Brooke and Micah enjoy relaxing with beloved dogs Harley and, recently adopted, Madison. A strong advocate of the Sanctuary Project, a no-kill, all-breed dog rescue, Brooke is working out a plan to support this non-profit agency through marketing and the proceeds from her real estate transactions.

When asked about the key to her success, "passion" is the answer, particularly a passion for helping people. "I follow my heart," Brooke declares. "I knew this was the career I would have for the rest of my life." The various facets of real estate are now part of her daily ebb and flow, and she describes waking up each morning to endless possibilities. "It's more than I ever expected. The more you put in, the more that you're honestly going to get out of it."

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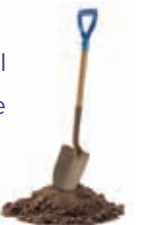


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Integrative Touch Healing

for the Whole Family

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Christy Kochmann

Integrative Touch for Kids (ITK) was created when the founder, Shay Beider's life was forever changed by one little girl in the hospital, who was frightened and alone as she was about to undergo surgery. As a pre-med student, Shay witnessed this little girl go under anesthesia in a state of intense fear and in that moment something inside of her said, "No. It doesn't have to be this way." Shay understood the profound importance of caring for the whole child in body, mind, heart and spirit. Integrative Touch for Kids was founded in 2005 to honor that little girl, to protect children from unnecessary suffering, and to address all aspects of the healing process.

ITK's purpose is to enhance well-being, minimize suffering and facilitate healing for families with children with developmental disabilities, genetic conditions, cancers, and other chronic, acute and life-limiting illnesses.

The positive impact Shay's vision had on this local family:

"Today we took a break from our therapy-filled life to truly relax and reflect on this past year that challenged me, and continues to do so, beyond my capabilities. Thanks to Integrative Touch for Kids, Joseph and I were part of something that exceeded any

expectation I could have had. We spent the day alongside other families with extra special kids receiving massages, acupuncture, sound therapy, healing treatments and group therapy while our kids enjoyed being KIDS...Seeing the joy on their faces as they played with the other children, therapy dogs, sensory-friendly games and activities was enough to warm my heart for a lifetime. Tears were shed, hugs were given, and bonds were formed. The parents of children with special needs are some of the strongest I have ever met and I am proud to be one of them. Instead of crumbling, we conquer; instead of fleeing, we fight. Having two children on the autism spectrum has affected our entire family...so to be a part of something that appreciates the need of treatment for the entire family is something I will hold near and dear to my heart...To all the parents fighting this fight, we are in this together; take care of yourself before attempting to take care of others. Find joy, don't lose hope, and most importantly...breathe." Ann

From a 13-year-old program attendee with liver and kidney disease:

"...I liked being in a place where I could be myself. I really liked meeting people who didn't judge me when I said I couldn't do something because of my disease or that I was just too tired. I never had to worry about what other people thought. That's because the other families we were with had gone through a lot of the same scary stuff me and my family have gone through"....Logan

Tucson medical professionals agree:

"It is not just the child. It is everyone in the family and every rela-

tionship in the family. And that is being addressed by Integrative Touch for Kids in an amazing way."

Katie Landherr, MD

"I'm grateful to Shay and her volunteers that help our kids have a better life through integrative touch."

Fayez Ghishan, MD, Pediatric Chief of Staff, Diamond Children's at Banner Children's Medical Center

ITK has developed a pioneering form of integrative therapy that utilizes over 100 modalities (massage, reiki, healing touch, play

and sound therapy, etc.). Their programs work and the results are far-reaching. Program studies and family feedback show that the programs: 1) Relieve children's pain and fear, 2) Strengthen the entire family's coping ability and well-being, 3) Enhance comfort care at the end of life, 4) Decrease social isolation, 5) Help kids respond better to medical treatments.

When a child suffers, the family suffers. With their Whole Child, Whole Family, Whole Community wellness model, ITK is the *only pediatric integrative therapy* program to treat the entire family. The result is that family members suffer less trauma, anxiety, and depression, and are able to provide better support to the child with special medical needs.

ITK's vision is to break down social barriers and engage communities in support of families struggling with special medical needs, improving the quality of life for all.

Want to get involved or learn more? Visit www.integrativetouch.org

ITK's 10th Annual Butterfly Gala fundraiser will be held March 17, 2018, at Loews Ventana Canyon Resort. Tickets are available from the website or by calling 520-308-4665.

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“Hello, this is Matt.”

“Hi Matt, my name is John Doe. I work with Frank at American Express. I’m thinking about buying a house, and he said I should call you to get the best help possible.”

“Okay. Sounds great. Frank is awesome. We’ve ridden bikes together for about 10 years. Anyways, what are you looking for? I’d be happy to help.”

These are the kinds of calls I get every week. Sometimes daily. In this current 2018 market, they are becoming more and more frequent, and I love it. It all started 11 years ago when I first got into real estate, almost by accident. The first thing I did was call all of my loyal customers from my previous job to let them know I was taking my same love of high-quality customer service and using it to help people buy homes. I sold 9 homes in my first 6 months, all to people I already knew. I was watching other agents in my office spend a lot of time and money on other methods of getting business, and they weren’t seeing the same results. I was spending very little money, and my time was invested in relationships, so that wasn’t work at all, it was fun. That is when I realized that working by referral lined up with my lifelong commitment to doing things smarter not harder. Step 1 toward a “Smarter Not Harder” real estate business - Work by referral.

Fast forward 5 years, and I’m spending my time going to lunch with past clients, organizing client parties, helping my friends buy homes - and their friends and their friend’s friends. At one point I had 5 open transactions, 2 active listings and 3 active buyers at the same time. I was struggling to keep it all organized, and my family time was lessening as my workload was growing. I mentioned this to my broker, so he suggested I get a transaction manager, and gave me the number for his favorite one. I was reluctant to give up that control, but I called him anyway. The next day he took over all the paperwork, all the signatures, and all the dates. All the stuff that bogged me down and clogged up my day. The stuff that was keeping me from showing homes to new clients and spending quality time with my family. Suddenly my schedule was free, my days were open, and my time with my family wasn’t as encroached on. I was ecstatic. Best of all, my clients were getting a better experience as well! This allowed me to spend more time talking to past clients, seeing them face to face, meeting their friends and co-workers, and getting their referrals! I realized how much smarter this was with an assistant or transaction manager. Step 2 to applying my favorite “smarter not harder” motto to real estate had fallen into my lap. Use a transaction manager to farm out the stuff you don’t like doing and that is bogging down your schedule. As a side note, at my peak, I had 14 open escrows at once. Just my transaction manager and I. I would have drowned and done all my clients a disservice if I was going down that road alone.

In business school (okay, okay it was two classes at MCC), I learned about the Japanese concept of Kaizen which goes something like this, “The belief that there is always a better way to

do something, and the person doing it is who knows the better way.” I loved that idea. Knowing that the Japanese utilized it to rebuild their economy after WWII, becoming the world’s leading manufacturer of electronics, made me want to use it in my business as well. Did you know that LG never turns on their TV’s during assembly to see if they work? They know they work because every assembly line kink has been worked out by the use of the concept of Kaizen. How can I apply that to real estate? Well, I noticed that just about every buyer had the same concerns about the process, so I made a road map that takes them through the process, from just looking to owning, and every step in between. Now instead of an hour conversation with every buyer, it’s a quick email. My transaction manager was encouraged to always look for a better way to do things. Together we built systems that helped keep our clients informed, and comfortable about the process. Step 3 of “Smarter Not Harder” - Implement KAIZEN.

Then in 2012, I met my first real business coach. He was wonderful. He taught me the value of written goals in a 90-day format. Enough time to accomplish something that makes a difference, but short enough to be visible on the horizon. After a specific process of narrowing down the original 15 goals I had set for my first 90-day session, I was off to the races - with just 5 goals to accomplish in 90 days. Too easy. It was in fact, and my first round of 90-day goals were accomplished in 47. So we set new goals. This changed my whole world. That was 5 years ago, and I use 90-day goals to this day to keep myself and my business on track. I’ve used them to think of ways to be more efficient, get more business, spend more time with family, and establish and take vacations. Every aspect of my life is managed by a simple 90-day goal process. Step 4 of “Smarter Not Harder” - Have written goals that matter to you, and that can be accomplished in 90 days.

This is just the tip of the iceberg when it comes to efficiency in real estate and life. That said, implementing these practices will make your life easier and more enjoyable, and your business more profitable. 1- Work by referral. 2- Get help with the stuff you don’t like doing, and that’s bogging you down. 3- Implement Kaizen. 4- Set personal, written goals on a 90-day cycle.



AARON WILSON



•••

TAKING NOTHING FOR GRANTED!

Rodney Hugen

There are riders and there are racers. Aaron Wilson is a rider. Riders see and enjoy everything around them. They stop and smell the flowers. They notice others and see needs that can be met. Riders enjoy the world as they pedal by it. Racers are intent on getting to the finish line first and they can easily miss what is going on all around them. Not Aaron. Aaron is always looking around, always searching, always aware of others and their needs. As a member of the Air Force's Combat Search and Rescue community, Aaron looked to help people who were having the worst day of their lives. It was his job. It was also his passion. He has spent time in 23 countries and served by being part of a team that moved quickly to rescue people who were in horrible situations. The team had to operate perfectly for people to be rescued. "There is often a small window we have in which we can rescue folks. There is a 'golden hour' and if they don't receive help in that time, they die."

"I was the helicopter mechanic," he states, "If the helicopter can't fly nobody gets rescued. Every team member is crucial to the mission. Everyone must do their part. If someone doesn't do their job, people die." There is always a deep concern that the team must work together in order to complete the task. The joy of completing a successful mission was all-encompassing. Ac-

ording to Aaron there is nothing quite as thrilling as rescuing someone having the worst day of their life.

It is those team building skills that have made Aaron a successful real estate entrepreneur. As a part of Keller Williams, he has built and leads Team Integrity around the values of trust, hon-

esty, respect, integrity, loyalty, and laughter. The twenty years he spent serving in the Air Force prepared him well to develop a team that really helps people buy or sell a home. He knew he needed a diverse and specialized group of individuals to best meet the customers' needs. He also knows the power of developing good models and smart systems that include the necessary accountability structures. He understands the value added by taking care of the people on his team. "Take care of people and they will take care of you." is not just a slogan. "I want to keep my people employed," he says, "so it's important I know their goals and that I help them meet them." He goes on to add, "I love that most times I can pull more out of someone than they think they have to offer." Doing what he does flows out of that search and rescue training.

In exiting the military, Aaron knew he needed to find a new career. Being a trained helicopter mechanic was certainly a skill set, but he asked himself, "Do I want to be doing this when I'm fifty?" He decided the answer was no. He also wasn't excited about finding a corporate job. While deciding he stumbled into real estate. He ruefully admits he didn't really know what he wanted to be when he grew up so he decided he would 'buy and sell a few houses and then move on.' He walked his first clients through the house they'd just purchased, and their little daughter suddenly grabbed his hand and marched him down the hall. "Mr. Wilson, Mr. Wilson," she cried, "come look at my room!" He saw and felt her joy and he was hooked. The addiction to helping people in the stressful time in their lives buying or selling a house was not unlike rescuing someone having their worst day. "I knew then what I wanted to do. I wanted to see more of what I saw in that little girl's eyes." From then on it was just a matter of finding another family to help. And another. And then another. Since the Integrity Team was established in 2014, they've helped over 600 families, starting with 63 in 2014 and increasing each year to eventually helping 231 in 2017. His Integrity Team has grown quickly and has expanded to Kansas City, Las Vegas, and Indianapolis. He is also launching Integrity Coaching in January which will focus on taking agents to the next level in their business.

Finding what he loved to do was important to him. "My Dad was my role model," he admits, "He was an army nurse, but he had always wanted to own a butcher shop so when he left the army he became a butcher. I never saw him happier. I wanted that happiness for myself." When asked what he would do, if he didn't do what he does, Aaron wants mostly to spend time with his family. His wife, Karen, is a radiographer several days a week and spends the remainder of her week babysitting their three-month-old twin grandchildren, Cypress and River, whose mom, Tayler, is part of the Integrity Team. Daughter Kailey is a senior in high school and a son, Nathan, works as a very well known tattoo artist in Detroit.

Aaron doesn't just sit around. He has a great passion to help veterans. "We do a great job training soldiers for war," he says, "and a horrible job training them to come back." Ever the search and

“ It is those team building skills that have made Aaron a successful real estate entrepreneur. As a part of Keller Williams, he has built and leads Team Integrity around the values of trust, honesty, respect, integrity, loyalty, and laughter.”

rescue soldier, Aaron says, "I just want to bring some normalcy back to their lives." From arranging and raising \$72,000 in funds to help send those who have more yesterdays than tomorrows on an Honor Flight to Washington D.C., to helping various disabled veterans groups raise money for needed care, to making sure his Team Integrity stands ready to help veterans negotiate the various benefits they can receive through the military, Aaron is passionate about helping those who have served their country, particularly those who were badly wounded in doing so. He arranged for a group of veterans to ride with him in the annual bicycle ride across Iowa known as Ragbrai. Aaron tears up when he tells of one veteran who said to him, "I haven't had this much fun since before I lost my legs." Those moments drive him on.

Ragbrai is important to Aaron. His mother was born in Iowa and when she passed on, he decided to ride in Ragbrai in order to honor her memory and scatter her ashes across the state she loved. In doing so, he also fell in love with just riding a bicycle across Iowa. "It's a simpler life," he reminisces. "It's a ride, not a race. I can slow down and appreciate the world around me. It's a beautiful part of the world." But even riding a bike, he is always searching and rescuing. "I ride for a reason," he declares. He uses the ride to raise money to help rescue people who need saving. From helping a relative raise \$12,000 for a necessary cancer surgery to raising money for Honor Flight veterans, to numerous other causes he rides for a purpose. He's made many friends along the way including Carter, a distant second cousin struggling with cerebral palsy who would greet him and his fellow riders when they crossed the finish line. Aaron learned about Carter and they've become good friends. Aaron arranged to raise some money to make it possible for Carter to ride with them. It's where he finds joy.

"I don't take tomorrow for granted," he says. More than selling real estate, Aaron Wilson takes pleasure in going slow, searching for those who need a hand, and helping to rescue them in their time of trouble.



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TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Dec 31, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 12-31-17)	Total \$ (01/01/2017 - 12-31-17)
1	Marsee	Wilhems	169	34487500	195.5	46841953	364.5	81329453
2	Kyle	Mokhtarian	367	66543870	64.5	10109075	431.5	76652945
3	Kaukaha	Watanabe	142.5	28435809	196	33947914	338.5	62383723
4	Michael	Rhodes	252.5	46804610	82.5	14672106	335	61476716
5	Laura	Sayers	63	18504250	90.5	31276850	153.5	49781100
6	Danny	Roth	106	24117612	95.5	22081504	201.5	46199116
7	Janell	Jellison	45.5	27842067	21	11180354	66.5	39022421
8	Kevin	Mcandrews	104	21648010	82	17322010	186	38970020
9	Peter	Deluca	84	24711776	41.5	11488555	125.5	36200331
10	Russell	Long	40	26645008	13	5628500	53	32273508
11	Sandra	Northcutt	76	22536600	33	9724400	109	32261000
12	Robin	Kaiserman	44	24920553	15	6962400	59	31882953
13	Denice	Osbourne	45.5	18163978	30	13059750	75.5	31223728
14	Curt	Stinson	100	20793150	33.5	6353500	133.5	27146650
15	Brenda	O'Brien	46	14588500	37	12503000	83	27091500
16	Don	Vallee	46	15220064	40	11794745	86	27014810
17	Layne	Lundeen	36	13120875	44.5	12645900	80.5	25766775
18	Jill	Jones	54	17071893	24	7526795	78	24598688
19	Rob	Lamb	36.5	14620300	24.5	9924550	61	24544850
20	Craig	Tucker	42	19648415	7	3584996	49	23233411
21	Taylor	Mize	52	15777377	21.5	7045436	73.5	22822813
22	Vicki	Holmes	42	12529098	32.5	9721632	74.5	22250730
23	Nicole	Churchill	50	11540375	43.5	10400948	93.5	21941323
24	Mckenna	St. Onge	25	10527650	26.5	11097450	51.5	21625100
25	Lisa	Bayless	41.5	15574635	12.5	5936785	54	21511420
26	Eddie	Watters	37.5	7906250	67.5	13584378	105	21490628
27	Jarrett	Reidhead	12	9399000	26	12032500	38	21431500
28	Shawn	Polston	102	17693525	19	3375934	121	21069459
29	Susanne	Grogan	24	16431028	8	4155378	32	20586406
30	Jeffrey	Ell	42	11968686	28	8373434	70	20342120
31	Ricardo	Aranda	28	4748350	86	15019430	114	19767780
32	Tom	Ebenhack	33.5	7898750	37	11636391	70.5	19535141
33	Louis	Parrish	55.5	14610547	16	4899058	71.5	19509605
34	Jose	Campillo	20	3518200	102	15123895	122	18642095


Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 12-31-17)	Total \$ (01/01/2017 - 12-31-17)
35	Aaron	Wilson	32	6567310	57	11793112	89	18360423
36	Becca	Riccardi	38.5	7265700	50	10904600	88.5	18170300
37	Barbara	Bardach	20	12588150	10.5	5069500	30.5	17657650
38	Tom	Peckham	14	6948548	20	10226905	34	17175453
39	Ronnie	Spece	56	15723064	6	1247900	62	16970964
40	John	Billings	42	12049999	16	4746454	58	16796453
41	Traci	Jones	42.5	8889775	43.5	7844725	86	16734500
42	Sue	Brooks	27.5	6955200	27	9281897	54.5	16237097
43	Spirit	Messingham	27	7734050	28	8231245	55	15965295
44	Patty	Howard	11	5909748	22.5	9999800	33.5	15909548
45	Joshua	Waggoner	14	9701000	6	6024500	20	15725500
46	Tony	Reed	20	13916155	3.5	1725400	23.5	15641555
47	Ann	Gavlick	24	6277355	35	8596898	59	14874253
48	Alan	Murdock	71	12616995	8.5	1933000	79.5	14549995
49	Denise	Newton	33	8591750	25.5	5887264	58.5	14479014
50	Kristin	Penrod	10	3000500	31	11328440	41	14328940

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Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 12-31-17)	Total \$ (01/01/2017 - 12-31-17)
51	Anjela	Salyer	20	7460238	17	6446966	37	13907204
52	Jerri	Szach	27	7112075	24.5	6791334	51.5	13903409
53	Christina	Esala	29.5	4458240	50	9439342	79.5	13897582
54	Dorothy	May	19.5	7308750	17.5	6436000	37	13744750
55	Pam	Ruggeroli	23	6729500	25.5	6824860	48.5	13554360
56	Maria	Anemone	18	9176350	8	4343000	26	13519350
57	Glenn	Nowacki	25.5	5245050	38	8256250	63.5	13501300
58	Wanda	Fudge	10.5	3548500	29.5	9850691	40	13399191
59	Kristy	Johnson	20	6979040	18	6242750	38	13221790
60	Bob	Norris	29	5550750	34	7627100	63	13177850
61	Angela	Kuzma	35	7298619	27.5	5611488	62.5	12910107
62	Jameson	Gray	19.5	8002000	9.5	4848500	29	12850500
63	Jennifer	Philips	29	5359800	40.5	7483100	69.5	12842900
64	Pam	Treece	18	5919200	20	6881297	38	12800497
65	Vincent	Yackanin	28	8763320	9.5	3983450	37.5	12746770
66	Camille	Rivas-Rutherford	6	2588900	26	10129068	32	12717968
67	Michael	Shiner	20.5	4294500	38.5	8361900	59	12656400
68	Anthony	Boatner	32.5	5839530	38.5	6734300	71	12573830
69	Roni	Benge-Adamson	23	7030474	18.5	5437088	41.5	12467561
70	Alfred	Lapeter	16	5717488	20	6668945	36	12386434
71	Tyler	Lopez	22.5	4510400	44	7846403	66.5	12356803
72	Victoria	Mcgullam	28	4533700	49	7799880	77	12333580
73	Curtis	Anderson	47.5	7914378	26	4397034	73.5	12311412
74	Margaret	Nicholson	19.5	7308750	13.5	4953000	33	12261750
75	Lynn	Slaten	20	6979040	14.5	5280450	34.5	12259490
76	Beth	Jones	19.5	4990800	24	7248500	43.5	12239300
77	Kelly	Garcia	24	7151974	16.5	5071998	40.5	12223971
78	Lamar	Watson	63.5	12200372	0	0	63.5	12200372
79	Leslie	Heros	20	4446168	22	7715015	42	12161183
80	Oscar	Ramirez	17	9141000	7	2974950	24	12115950
81	Heather	Shallenberger	23.5	5859592	25	6238880	48.5	12098472
82	Calvin	Case	39	7186650	23.5	4844330	62.5	12030980
83	Nestor	Davila	22.5	4609650	46	7403458	68.5	12013108
84	Joelle	Kahn	23.5	5840800	25	6107530	48.5	11948330

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 12-31-17)	Total \$ (01/01/2017 - 12-31-17)
85	Michele	O'Brien	18	5066085	18	6755053	36	11821138
86	Peter	Oosterhuis	5	4293019	8	7322419	13	11615438
87	Glenda	Grow	18	5618450	16	5971400	34	11589850
88	Susan	Denis	23	5566300	19	5885200	42	11451500
89	Gerry	Costa	28	6757248	22	4677600	50	11434848
90	Lori	Mares	20	3528329	36.5	7806678	56.5	11335007
91	Gary	Roberts	27	4922850	27.5	6316535	54.5	11239385
92	Jason	Foster	12	4265359	20	6955366	32	11220725
93	Madeline	Friedman	25.5	8331950	8	2809500	33.5	11141450
94	Steven	Inouye	20	6998750	9	4003300	29	11002050
95	Judy	Smedes	11	5107600	13.5	5891450	24.5	10999050
96	Corissa	Miller	11	2040288	44	8786961	55	10827249
97	Tim	Rehrmann	46.5	9311076	7	1388175	53.5	10699251
98	Mary	Vierthaler	22	5513400	15	5169500	37	10682900
99	Helen	Curtis	26.5	6104900	20.5	4569750	47	10674650
100	Michael	Block	25	5714800	20	4935034	45	10649834

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101	Nicole	Brule-Fisher	20	4030325	24.5	6552776	44.5	10583101
102	Patricia	Brown	21	6141575	18	4377574	39	10519149
103	Rebecca	Crane	16	4154000	23.5	6342900	39.5	10496900
104	Gerald	Hause	18	7767000	7	2712000	25	10479000
105	Elizabeth	Orr	19	5983795	14.5	4480650	33.5	10464445
106	Heidi	Baldwin	10	4535000	13.5	5920000	23.5	10455000
107	Charlene	Anderson	25	5620050	22	4792844	47	10412894
108	Michael	Oliver	14	3479764	29.5	6866663	43.5	10346428
109	Daniel	Biel	16	5112000	17.5	5233784	33.5	10345784
110	Judi	Baker	26.5	5332939	19	4977400	45.5	10310339
111	Jill	Rich	19	3898296	25	6411382	44	10309678
112	Dean	Groth	16	4168200	19	6133700	35	10301900
113	Lisa	Soares	15.5	4021350	14	6180000	29.5	10201350
114	Lisa	Korpi	17	4487250	21	5669000	38	10156250
115	Helen	Vinson	23.5	5099000	22	5031200	45.5	10130200
116	Angela	Tennison	16	5810900	10	4292671	26	10103571
117	Jennifer	O'Brien	15	4441750	18.5	5576000	33.5	10017750
118	Jake	Arnold	17	6257482	18	3733065	35	9990548
119	Linda	Worsley	10	4776400	8	5163780	18	9940180
120	Jennifer	Bury	14	2810070	29	6901035	43	9711105
121	Jennifer	Anderson	27	5817200	14.5	3856050	41.5	9673250
122	Jay	Lotoski	13	3842650	17.5	5784108	30.5	9626758
123	Jenni	Morrison	14	3868000	15.5	5690950	29.5	9558950
124	Karen	Green	12	4003070	13	5535404	25	9538474
125	Dorothy	Moore	15	5459200	12.5	4056500	27.5	9515700
125	Lauren	Moore	15	5459200	12.5	4056500	27.5	9515700

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data.



I can't believe it's been over six months since we started this journey to create a platform connecting the top REALTORS® in our community and building a stronger network among the best agents and vendors.

Six months ago we had no product, no partner sponsors, no events planned, no social media presence but we had a mission! We had a burning desire to not only create this platform but also to build it into something significant in the lives of our agents, sponsors and brokers.

Flash forward six months and we have over 16 sponsors, just shy of 100 RSVPs to attendees at our 1st Growth Event and four issues already printed. What a journey it's been ... and folks, we're just getting started!

For the last six months, my team and I have been on the grind: vetting several vendors weekly, meeting with brokers, interviewing agents, coordinating photo shoots, collecting content, planning events and designing this publication. And you know the best part? YOU! Your stories! Your willingness to contribute to our community!

We're so excited and honored that you're along for the ride and can't wait to see where the next six months take us.

When you look at the next six months of your life and business, here are three questions to ask yourself:

1. Where would you be six months from now if you knew you could not fail?
2. What would your goals be?
3. What level of activity would you take?

Often, we overestimate what we can do in a year but significantly underestimate what can be accomplished in six months.

Remember this: Work expands to the time we allocate to it.

Let's grow together as we work to provide the best service to our clients. If I can do anything to help please let me know. Just email me at Delilah.Royce@realproducersmag.com



Delilah Royce
Publisher of *Tucson Real Producers*

Quick Facts distribution: The publication is sent to the top 500 producing agents of Southern Arizona. This includes Sierra Vista, Benson, Wilcox, Patagonia, St David, Tucac, Green Valley, Oro Valley, Marana, Sahauarita, Vail and Tucson.

Contents: Tucson Real Producers, you'll notice, has both a social and business side. It will highlight local top producing agents and their unique stories. As we continue to grow, you will also see fresh content – all from local REALTORS® & contributors – with the intention of adding value and insights to help you thrive in life and business.

Cost: This monthly publication is being provided free of charge to you, a top producer of Tucson and the surrounding area. Our advertising partners cover the cost of producing, printing and mailing each issue.

Events: Along with the magazine, we will host various free events to bring this REALTORS® community together. They would include social events -- free food and drinks out at top restaurants, model homes, local bars and more. We will also host various educational events and bring in respected speakers and trainers. We will communicate to you about the events we are hosting through email, text and social media.

Contribution & advertising: If you are interested in contributing, nominating realtors for certain features, know of an affiliate partner who should be part of our community or just want to get to know each other better, please email me. I look forward to hearing from you!



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