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If you are interested in contributing or nominating Realtors for certain stories, please email us at kathy.pettit@realproducersmag.com, or call 806.368.1526

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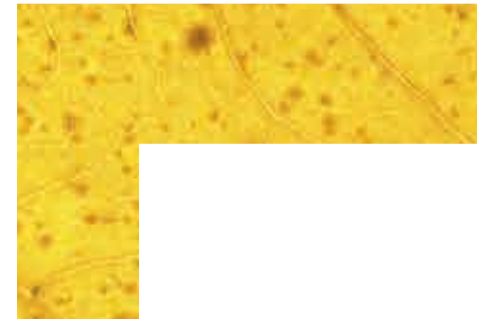
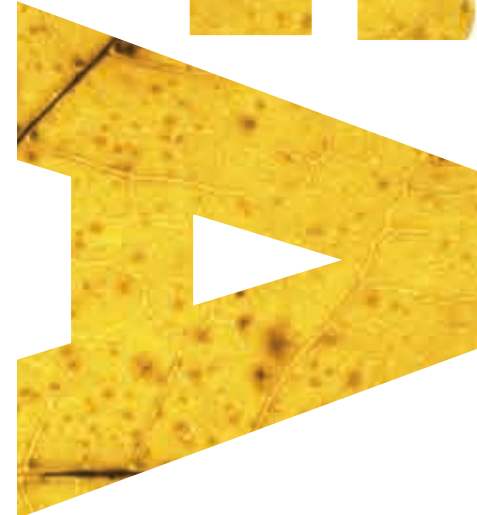
Our purpose is to inform and inspire real estate agents and to celebrate their lives and careers. We are eager to help build a closer-knit community of REALTORS and real estate professionals. We do this by featuring top producing agents, rising stars, brokers, real estate affiliates and more who are nominated by you. The headliners who are chosen are featured not only based on their success but also because of their contribution to the community and to the industry. You are offered an exclusive, inside look at their lives and careers. Periodically, you will see content contributed by your REALTOR associates who are pillars of the local community and who make a positive difference in the lives of others.

This magazine is provided free of charge to you. The cost of production, printing and mailing is covered by our preferred advertising partners. We do our best to ensure our selected advertising partners are ones you recommend who will provide the quality and type of services that benefit you. We welcome your contribution of ideas, nominations of REALTORS for feature stories and suggestions for potential advertising partners.

Along with the monthly publication, we will host various social events to bring the REALTOR community closer together. Events are relaxed and fun with food, drinks and music at top restaurants, local breweries, wineries, sporting venues, historic sites and more. The events are designed to increase organic relationships between top REALTORS and top affiliates so that the best of the best can grow their businesses together. We are excited to create a culture of community and relationship-building.

By now, many of you have either met me or we have become indirectly acquainted through word of mouth or this publication. I am eager to meet each and every one of you. Please reach out to me with ideas, nominations or simply a conversation.

Thank you again to our business partners who allow this magazine to be free to all top producers. Thank you also to the many REALTORS who contribute to and collaborate with Lubbock Real Producers. We



y'all

admire your respect and love for the community and your industry. Lubbock Real Producers would not exist without you!



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Kelly Cummings is in the second year of professional home inspecting. He has a background in real estate investment and has customer service experience.

Jordan Parker has been involved in the home inspection business for the past three years.

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▶▶ we ask the questions, you submit your answers

Hilariously Awkward Moments

Realtors Have Had During

House Showings?



Well ... This guy started out pretty quiet, but after I got to know him a little better, he wasn't quite as stiff. It took me a minute to realize that this new friend was actually a mannequin, bellied up to the bar.

TRACI ODOM, REALTOR
STACY ROGERS GROUP, KELLER WILLIAMS REALTY



During an open house, the tenants came home halfway through to take a nap. They had entered through the garage door and I didn't see them but heard noises. When I went to check it out I saw them in bed about to fall asleep.

TREASA ARNOLD, REALTOR
TECH TOWN REALTY



Let me set the stage... I was in my first year of real estate, I had a beautiful luxury listing and I was throwing my first big broker open house! I was so excited! I had pulled out all the stops! Fabulous custom cookies...delightful finger sandwiches... lovely music playing in the background! Realtors were walking around this gorgeous home oohing and awing! Everything was going just as planned. I was in my favorite pencil skirt,



Itching yet?

I was showing a young, first-time home buyer and had looked at 6 or 7 homes on a hot, Saturday afternoon. The last home was vacant, and

5 inch high heels and my glitter name tag (of course). While carrying a platter of the custom cookies, I had a slight bobble as I was walking toward the front of the house. It was the fall of all falls! Down the front steps! I mean ALL THE WAY DOWN!

Cookies...shoes...jewelry...and me! Oh, and did I mention the LOUD bang as the metal tray hit the ground! Oh yes! It was quite the scene! Thankfully there were no broken bones! Only a skinned knee, dented tray and a super embarrassing moment! #thehighertheheelsthefurtherthefall

AMY COX, REALTOR
CLHMS, ASPRE, COLDWELL BANKER GLOBAL LUXURY PROPERTY SPECIALIST
RICK CANUP COLDWELL BANKER REALTORS



did not have air conditioning on, so when we first walked in, it was stuffy and smelled of a pet odor. We walked room to room for about 5 minutes and decided that this was not the house for her. As we got back in my car, I noticed something black was all over her white pants. In thinking she rubbed up against something, I pointed it out to her. Upon looking closer... the black was moving! It was thousands of fleas. I was in black dress pants and looked down and was covered in thousands of fleas.

After we both jumped out of the car danced for a bit, I took her straight home vs back to her car, I drove straight home, took my clothes off in the garage and put them in a can... and ran to the shower. Even though neither of us were bit by the fleas, we itched for days every time we thought about it. It took three details to get the fleas out of my car. Even as I write this... my head started to itch.

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TIM GARRETT, BROKER
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NEXT HOME REALTY



So I contacted the owner and asked if I could take my clients by to view their home. The wife replied with yes anytime is good before 5:00. I opened the door and began showing the home. It was a large home. By the time we got to the master, I heard a shower door close. I look around the corner and the husband is bent over drying off because he just got out of the shower. I immediately turned around and yelled I am so sorry I am a Realtor with Keller Williams. Your wife said we could come see the home. She forgot to text him we were coming by! He wrapped the towel around him and helped me finish showing the home and telling my clients all about it. It didn't faze him one bit.

ANDI DUNLAP, REALTOR
KELLER WILLIAMS REALTY

Please submit YOUR MOST MEMORABLE TRANSACTION, AND WHY for next month's Question of the Month. Please send to kathy.pettit@realproducersmag.com. Please include your photo!

77%

of buyers' said a staged home makes it easier to visualize property as a future home.

Photo Courtesy of Kristen Bednarz

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Enjoys helping REALTORS help their clients early in the home buying process to better prepare them for what to expect with expenses regarding their homeowners insurance.



Amy with her husband, Tyler Riggan

Amy Riggan was born and raised here in Lubbock, TX. She is married to Tyler Riggan, Co-owner of Gunz Up Fitness, and has two fur babies, Chubbs and Oakley. Amy graduated from Monterey High School, went on to get her Bachelor of Science degree from University of Central Arkansas, where she also played volleyball for UCA. After college, Amy returned home to Lubbock and attended Covenant School of Nursing, graduating Salutatorian of her class. She spent two years working in the PICU at Covenant and then was Dr. Cheryl Landry's Nurse for three years at West Texas Pediatrics.

It was in her Nursing career she found her love for taking care of families, and her passion for educating. She had a career change that took her to Texas Farm Bureau where she now helps families not only protect all of their valuables, but really tries to educate them on how to protect everything from their

Home, their cars, their personal articles, their lives, and prepares them for moments in life that are unfortunately unpredictable. She knows we work hard in life to provide beautiful homes to house our loved ones, and wants to make sure every single person is given the knowledge to adequately protect their valuables. She enjoys helping REALTORS help their clients early in the home buying process to better prepare them for what to expect with expenses regarding their homeowners insurance.

When asked to describe her in a few words, her friends and family say passionate, caring, genuine, and hardworking. In her free time she enjoys playing with her puppies, spending time with friends and family, working out, and watching movies. She is also very active with the Lubbock Chamber of Commerce and enjoys participating in community events.

...

•••

You will find Amy goes the extra mile to sit down with you and your family every year and that she truly cares to get to know you and what is important to you. She is going to help you understand how insurance works so that life's biggest challenges don't financially cripple you.

Although she loved being a Nurse, she believes educating is her true gift. So she has found a way to combine the two. She believes knowledge is power, and wants help you any way she can.



Amy and Tyler Riggan attending the convention honoring the Texas Farm Bureau Winners in NYC.



Amy relaxing with her babies, Chubbs and Oakley



Some of the awards and accolades Amy has won are:

- Outstanding Accomplishment Southern Farm Bureau
- Orlando, FL All-Star 2017
- New York Round Table 2017
 - \$11,000,000 Club 2107
 - Texas Farm Bureau Insurance Outstanding Sales Achievement
- Division II Agent of the Month Runner-Up November 2015
- Division II Agent of the Month October 2016
 - Division II Agent of the Month Runner-Up November 2016
- Division II Agent of the Month January 2017
- Division II Agent of the Month April 2017
- Division II Agent of the Month September Runner-Up 2017
- Division II Agent of the Month January 2018



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AMY

*has always been a
great performer!*

COX

What did you do before you became a realtor?

I was a full-time wife and mother and an active volunteer in our community and school. I also enjoyed doing choreography for Texas Tech, Moonlight Musicals, commercials, churches and community performances.

What has been the most rewarding part of your business?

The people! I really do believe the Lord places each client in my life for a reason and a season! I have the best clients EVER! I love listening to people share with me their plans and goals! Each transaction is different. I find it so rewarding to walk my clients through every step of the buying or selling process and come out at the end feeling great about their experience with me...AND finding the home of their dreams! I see it as a calling and I take it very seriously.

Another rewarding part of what I do is working with the most amazing agents! Coldwell Banker, Rick Canup Realtors are a powerhouse team of agents! They are experts at what they do! The agents and the leadership at Coldwell Banker are second to none! They are family! We all work together with a great passion to serve our clients with excellence. That is taught from the top and flows down throughout our whole company! Our pillars at Coldwell Banker, Rick Canup Realtors are "Do the right thing. Value others. Be the best. Choose life."

What was your biggest challenge as a realtor?

My biggest challenge as a realtor...hmmm....I see any set back as a set up for something great! A roadblock means there is another road! I am a glass half full kind of gal.

How does real estate fit into your dreams and goals?

Helping people is my passion and real estate fulfills that dream and goal perfectly! Fulfilling, is such an understatement! When I was engaged to be married (22 years ago) we did personality testing to help us better understand one another. After the counselor looked at my personality profile, he said to me "if you EVER consider becoming a realtor please call me. I want to write you a letter of recommendation. Your profile fits perfectly!" The words of that man were always tucked away in my mind and heart all these years. As my children got older and after talking to my real estate mentor, Cheryl Issacs I decided the time was right!



What's your favorite part of being a realtor?

Helping my clients buy and sell homes! Dealing with all the great folks that make the transaction happen... brokers, agents, lenders, builders, inspectors, appraisers, interior designers, plumbers, electricians, painters, cleaning services, roofers and the list goes on and on! I work with so many great people in the Lubbock community.

Define success.

Success can be summed up for me really easily. In my kitchen, I have a framed picture that is a daily reminder to me of what life is all about. It says, "Love God. Love People. The End." Simply and true.

It is also in knowing that I strive to treat others the way I want to be treated, that produces fulfilling success. I approach my real estate work with a positive attitude...looking for the good in people and projects. I also believe that if I dream big, work



What are your hobbies and interests outside of the business?

My interests and hobbies include great coffee, fabulous conversation, family and friends.

How are you different?

My kids like to say I'm "extra" in everything I do! Over the top...above and beyond! I think that my enthusiasm and passion for what I do makes me different. My leadership, board memberships, event planning, fundraising and volunteer involvements have enhanced my abilities to coordinate and assist others in the big "productions" of real estate buying and selling.

Given your status and expertise, what is some advice you would give the up and coming REAL Producer?

Know your WHY! Why do you do what you do? Let that be your driving force and motivation.

hard, and surround myself with others who do the same, that success is more likely. I certainly have this at Coldwell Banker.

Tell us about your family.

I am blessed to have a family deeply rooted in Lubbock! We are all Texas Tech graduates and successfully doing business in our great city! My parents are Lubbockites! They owned and operated Tom Mandry Electric here for over 40 years. And I love that they live two doors down from me! My brother, Thomas Mandry is the owner and CEO of Mandry Technology. Having my parents, brother, his wife, and all my nieces and nephews in the same town is more than wonderful!

I have been married for 22 years to my best friend, Jim Cox. He owns a medical device distribution company. Our daughter Matti is a 4th generation Red Raider who is about to begin her sophomore year at Texas Tech. Our son Mandry is a 17-year-old junior year at FRENSHIP High School.

What awards have you achieved as a realtor?

Rookie of the year, Sterling Society, I am also a proud member of the International Home Staging Professionals and have my Accredited Staging Professional for Real Estate Distinction (ASPRE)! I was thrilled to qualify and receive my Coldwell Banker Global Luxury Property Specialist Certification. I most recently accomplished my Certified Luxury Home Marketing Specialist™ (CLHMS) designation in Washington DC!

Professionally, I am a member of The Lubbock Association of Realtors, the Texas Association of Realtors, and the National Association of Realtors.

Are there any charities or organizations you support?

My daughter and I were involved in National Charity League for many years. It exposed us to so many volunteer opportunities in our community! Serving alongside other moms and daughters at the various philanthropies was an incredible experience. I believe Lubbock's chapter of the National Charity League is the absolute best!

In closing, is there anything else you would like to communicate using this Lubbock REAL Producer Platform?

—choosing a realtor is such an important decision. There are some amazing agents that I do business with every single day! I would feel honored to be your choice! I would love to get to know you, and help you with any and all of your real estate needs.

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OATMAN



The Mark Oatman Team
Pictured left to right: Kimber Moore, Mandi McDonald, Mark Oatman, Meradyth Vestal, Alli Pace, Laci Demster



Mark Oatman
Photo by Amanda Nauert

Mark is most fulfilled when he is serving other people and adding value to their lives

By Rita Kennedy

“I genuinely believe that if we focus on providing people with the highest level of customer service, everything else takes care of itself,” are Mark Oatman’s words regarding the core value of The Mark Oatman Team at RE/MAX Lubbock. Mark has built his team and reputation on the foundation of customer service and building relationships throughout the past 9 years. Although he has faced challenges, he has never lost sight of his goals and has become a creative problem solver in the process of building a career as a successful realtor.

Mark Oatman started his career as a realtor on July 6, 2009 after finding that financial consulting and accounting were not where his heart was. In the early years of real estate, Mark was intimidated by putting himself out there, but over time he learned to embrace the fear. He thinks of himself as a creative problem solver and finds that this allows him to help people in a real estate market where the business and market are changing constantly and every transaction is unique. Helping people and finding solutions that create winning scenarios for all involved, are two of the goals he works to attain. Mark is most fulfilled when he is serving other people and adding value to their lives.

...

As you know, there are many challenges facing realtors in today's market. Facing these challenges head-on, Mark has created a career volume of over

words, "My family, friends, team and clients are a reflection of that unique gift. I consider myself the most fortunate man in Lubbock to be surrounded by

"My family, friends, team and clients are a reflection of that unique gift. I consider myself the most fortunate man in Lubbock to be surrounded by my community of people."

1,000 transactions totaling over \$100 million. In the last year, he garnered 140 transactions totaling \$32,561,050 and gaining many awards during his career as a realtor including:

- 2016 Lubbock Top Producing Individual
- 2016 RE/MAX Hall of Fame
- 2016 100 Most Influential Real Estate Agents in Texas
- 2016 RE/MAX Platinum Club
- 2016 RE/MAX Executive Club
- 2013-2016 RE/MAX Regional Top Producer
- 2015 RE/MAX Platinum Club
- 2015 RE/MAX Executive Club Multi-Million Dollar Sales Agent under RE/MAX Lubbock
- 2009-2014 RE/MAX Executive Club Member of Lubbock Association of Realtors
- Member of National Association of Realtors

For upcoming REAL Producers, Mark offers the advice of staying patient and persistent. According to him, "this is not an easy business to make it in and overnight success does not exist." Another piece of advice Mark has for upcoming REAL Producers is to root for the success of other agents and realizing that at the end of the day we are all on the same team with a common goal.

Mark Oatman considers himself to be an average guy who has been given the unique talent of being able to surround himself with great people. In his

my community of people." He has been married to his wife, Jessica Dykes Oatman, for 9 years. Together, they are passionate about arts, travel, sports, the Lubbock community, Young Life, and Texas Tech University where he graduated from in 2007 with a degree in Finance and Accounting. Mark's hometown is Wichita Falls and he holds it dear to his heart, but is proud to call Lubbock his home. He wants to be remembered for the way he treated people, the way he made them feel and the positive impact that he's made on other people's lives. Since high school, Mark has been passionate about Young Life and has been served as a volunteer leader with Lubbock Young Life since 2010. His other interests include traveling, sports - particularly golf and football, other outdoor activities, and being a self-proclaimed foodie.

The message Mark would like to communicate to others is that "our team loves doing business with other agents in Lubbock. We not only try to provide our clients with the ultimate level of service, but we also want to provide other agents with the best experience

"I genuinely believe that if we focus on providing people with the highest level of customer service, everything else takes care of itself,"

possible. We are extremely grateful for the community we live in and are excited for the growth Lubbock is experiencing. We look forward to continuing our relationships with current agents and building new relationships with up and coming Realtors!"



Mark Oatman and his family. His wife, Jessica, children Swede and Lucy.

OCTOBER

calendar of events

October 4

LAR MLS Committee Meeting, 9 am
LAR Pricing Unique Properties, 1 pm

October 5

LAR Seller Beware: 32 Buyer Outs in a Real Estate Contract, 8:30 am

October 6

Komen Race for the Cure, 9 am

October 8

Columbus Day

October 11

LAR Programs & Luncheons Committee Meeting, 10 am
TCU vs Texas Tech at TCU, 6:30 pm

October 13

Lubbock Heart Walk

October 15

LAR Finance Committee Meeting, 1:30 pm

October 16

LAR Discovering Commercial Real Estate, 1 pm

October 17

LAR MLS Orientation, 8:30 am

October 18

LAR Board of Directors Meeting, 8:30 am
LAR Commercial Sales Contract, 9 am
LAR Luncheon, Vendor Fair, 11:30 am

Business After Hours
sponsored by Stella's

October 20

Texas Tech vs Kansas at TTU

October 27

Iowa State vs Texas Tech at Iowa State

October 30

LAR Get Noticed by Writing Listing Descriptions, 8:30 am
LAR Current Building Materials & Architecture for Agents, 1 pm

October 31

Halloween



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