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AMY TAPP

Photography by Joe Baker

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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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AMY TAPP



The Amy Tapp Team

AMY CELEBRATES VICTORIES OF BOTH CLIENTS AND AGENTS.

Eighteen years ago, Amy Tapp arrived in Lubbock and faced a fork in the road: should she pursue a career in nursing or real estate? Well, it turned out that blood made her queasy, so real estate it was, and that decision turned out to be one of the best of her life.

God had other plans for her, she said, as she had actually already enrolled in nursing school before her plans drastically changed.

“I decided against it before I started the classes,” she recalled. “God had a better and more realistic plan for me!”

She obtained her real estate license on September 13, 2001. Eleven years later Amy obtained her broker license and took her passion for the business even further by opening up her own real estate company, Amy Tapp Realty, in 2012. In 2018, Amy Tapp Realty’s sold volume was approximately \$78,000,000.

The most rewarding part of her business, Amy said, is the dear friends she has made over the years.

“The relational side of this business is my favorite part. So many clients and Realtors have become like family to me. This business has brought people into my life that I would never have met if it weren’t for my career,” she said.

The problem-solving aspect of the business is one of the things Amy most enjoys. Always up for a good challenge, she believes there is usually a solution to every problem if you just think outside the box.

“I get a little thrill out of figuring out how to hold a transaction together that seems doomed, or

brainstorming with another Realtor to figure out a ‘Plan B!’” she added. Her tactics have proven to be successful, as in her best year since becoming a Realtor, Amy sold around \$20,000,000 in volume.

Though she is still very much passionate about helping her clients buy and sell homes, currently Amy’s passion is more focused on helping the agents within her company to grow their own business and celebrating their victories instead of her own.

Putting her own production on the back burner to grow her company as a whole has not been without its own unique set of challenges, though, Amy said.

“This has been a soul-searching opportunity for me,” she added. “My mission has changed from doing more personal volume to making our agents feel valued and loved and helping them grow their businesses. But, I see God’s hands at work and I’m trying to be the passenger and follow His lead!”

Her advice for agents just joining the game? “Fail forward. Remember that every time you fail, you can choose to dwell on the mistake or be intentional about finding the lesson in it and fail forward,” she said. “Find a mentor and don’t be afraid to ask lots of questions! I have learned so much from my mentors; to this day I still seek advice from them.

•••



Hayden, Tim, Amy and Hailey Tapp

THOUGH SHE IS STILL VERY MUCH PASSIONATE ABOUT HELPING HER CLIENTS BUY AND SELL HOMES, CURRENTLY AMY'S PASSION IS MORE FOCUSED ON HELPING THE AGENTS WITHIN HER COMPANY TO GROW THEIR OWN BUSINESS AND CELEBRATING THEIR VICTORIES INSTEAD OF HER OWN.

Amy has been married for 21 years to her husband, Tim Tapp, whom she counts as her biggest supporter and backbone. As an appraiser, Tim has been one of the biggest assets at her company, always willing to help her agents with the “numbers” side of the business.

“In my opinion, a supportive spouse is a ‘must’ in this business, and Tim fills that role perfectly! He allows me to have crazy dreams and goals and just goes along for the ride,” Amy said.

The couple’s daughter, Hailey, is a freshman in college and works part-time at Amy Tapp Realty. Having grown up with real estate in her blood, Hailey plans to obtain her Realtor license and jump into the business when she is ready. Their son, Hayden, 12, is the entertainer of the family and has been helping his mother show homes from the time he was born.

“It’s fun to help repeat clients that have known my kids since they were babies,” Amy said. “I think success is loving what you do and helping others along your journey. The ‘success’ part just happens when you focus on helping others.”

Amy Tapp, Broker
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www.AmyTapp.com

Photography by Joe Baker

••• Lubbock is full of great Realtors that love helping others succeed!

above and beyond to correct the mistake and you will have an advocate for life.”

“Do the right thing; it always comes full circle. Own your mistakes. People will respect and appreciate you for being honest and taking responsibility. This is your time to show what you’re really made of! Go

Amy describes herself as simple, ordinary and quirky. As a Realtor, she doesn’t see herself as a salesperson, but rather “more of a momma that holds my clients’ hands through the transaction and tries to avoid

skinned knees,” focusing more on building a relationship than closing a deal.

“I have talked a lot of people out of buying or selling a home when I felt that it wasn’t the right thing to do,” she said. “Most of the Realtors I have worked with here in Lubbock have the same attitude and heart for helping their clients.”

Contact kathy.pettit@realproducersmag.com to nominate a Top Producer.

CONTRACT
CRE8IVE

CONTRACT CRE8IVE

Marketing agency helps businesses, individuals thrive in ever-changing digital world

Jerrod Shelton
Photography by Joe Baker

Jerrod Shelton
Photo by Dylan Cole
Photography

FOR NINE YEARS NOW, JERROD SHELTON AND HIS GROUP OF CREATIVE MINDS HAVE BEEN SERVING THE MARKETING NEEDS OF THE LUBBOCK AREA THROUGH JERROD'S COMPANY, CONTRACT CRE8IVE, AN AGENCY THAT BRINGS BUSINESSES TO LIFE THROUGH HIGH-END VIDEO PRODUCTION, GRAPHIC DESIGN AND WEBSITE IMPLEMENTATION.

Jerrod became familiar with the world of marketing and design at an early age. His father, Jerry, a successful marketing guru himself, was the director of marketing at various companies and agencies in multiple cities and taught Jerrod and his sister, Carly, the ins and outs of the advertising industry.

"From the time I can remember, my family would talk advertising around the table," Jerrod recalled. "He taught my sister, Carly, and I how to design brochures, billboards, large format printing, etc., in early elementary. As we grew older he let us tag along on big commercial shoots with United Super-

markets and that really gave us a window into our future. I loved the cameras, lights, studio sets and 100 percent felt like I was in the big leagues."

Samantha Jarpe, a student writer at TTU, previously wrote about Jerrod for a class project. This is an excerpt from her article regarding Jerrod's leap into starting his own business:

One day stands out to Jerrod Shelton as the catalyst for a bright future. It was his last semester of college, he said, and he was living at home. But when he arrived, no one was in the house.

He said he finally found his father in the shop, referring to a workshop in their backyard. "And he's ripping out the ceiling of this one area," he said. "And I'm like: 'Dad, what are you doing?' And he's like, 'I'm building you an office! You're going to have an office!'"

He said he had never explicitly asked his father to build him an office, he just started doing it.

"The biggest take-home," he said, relaxed despite being in the middle of a crowded room, "is that my parents always believed in me, and they never gave it a second thought."

Jerrod carried his passion for this type of work with him to college, where he realized the full scope of his potential thanks to his university advisor and web development teacher.

"At that point in my life, I thought video and 2D design were the only things I needed in my future. It was then that my advisor, Dr. Crockett, and web development teacher, Karen Randolph, thought otherwise and I cannot thank them enough!" Jerrod said.

His senior project for Randolph's class at LCU was a website, the same website that turned out to be that of Contract Cre8ive's for the next four years.

"Randolph gave me the tools to grow, build and pursue new opportunities that I never knew I had within me," he added.

Though he credits Crockett and Randolph with broadening his horizons, Jerrod's parents planted the seed in him to be able to go the distance simply by believing in their son.





Jake Walton and Jerrod
Photography by Joe Baker



Photography by Joe Baker

BELOW: Candice Bell during an interview



Jerrod said of his sister. “She can handle any project, deadline or client, so she has her hands full most of the time.”

The brother and sister duo love filming weddings and big parties together on the weekends too.

When he isn’t working, Jerrod enjoys snow skiing, water sports and being on the lake, a longtime family tradition of the Shelton family.

“There’s nothing better than being on a boat on a Texas lake,” he said.

••• Now, in today’s ever-changing digital age, through Contract Cre8ive Jerrod and his team are helping individuals and businesses to thrive by executing campaigns and offering them marketing solutions to fit their needs, all while maintaining a fun, upbeat working relationship with their clients.

“We focus on the client and the relationship. Through and through, if Cre8ive and the client are both having a blast throughout the partnership, we did it right,” Jerrod said. “We’re a high-energy group of hyper-talented individuals that love pursuing new techniques and adventures while bringing others along on the journey.”

Jerrod grew up just inside the loop in the quiet central Lubbock neighborhood of Slidell Annex, where his parents still live today. His dad is still involved in the industry through freelance work and even helps Contract Cre8ive with their clients who are in need of exceptional branding and 2D design.

“He’s still the best out there and we like to throw some extra projects on his plate when we can and keep him overworked,” Jerrod said, laughing.



Pictured from the left: Bob and Pearlle Wyrick, Jerrod, Carly, Carla, and Jerry Shelton

Jerrod’s mother, Carla, works at CoNetrix in Lubbock as a software dispatcher. “It sounds technical and no one knows exactly what she does but everyone loves her and her fun personality,” Jerrod said of his mother. “She’s the best mom anyone could ask for.”

Jerrod and his sister, Carly, have always had a close sibling relationship (as long as you don’t count the elementary years, Jerrod said) and are currently working together at his company.

“She started working with me right after graduation and there just hasn’t been a dull moment yet,”

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LEE MCC LURE



LEFT: Rising Star
Lee McClure
Photography by Olive and Pearl
Location Cody Craig
Custom Home

BELOW: Lee
McClure
Photography by Olive and Pearl
Home by Cody Craig, Builder

PASTOR-TURNED-REALTOR FOLLOWS CALLING INTO THE WORLD OF REAL ESTATE



What did you do before you became a Realtor?

Prior to becoming a Realtor, I was a pastor for almost 18 years. I first began vocational ministry at First Baptist Church in Shallowater, TX, at the age of 20. After serving seven years on staff at FBC Shallowater, I then went to a large church in League City, Texas. I was at Clear Creek Community Church for five-and-a-half years prior to returning West Texas.

My wife and I felt a calling to be closer to family and to join the staff at Experience Life Church five years into its inception. I attended ELife's Downtown Campus where I served for over five years as the campus pastor. I absolutely loved my job! In fact, it was my dream job. I felt like the role of a campus pastor perfectly suited my passions and gifts as a leader. I NEVER imagined leaving vocational ministry. I couldn't possibly see myself doing ANYTHING else.

And then, everything rapidly changed. I, along with the leadership team of ELife, began to read a book about how the American church was slowly dying.

When God called me to leave my job as a pastor, I began to panic. Again, I had never consid-



We read how the American church was in decline and if we didn't make some changes, the American church would diminish within a reasonably short period of time. On the other hand, we also began reading books about house churches all over the world that were thriving and seeing millions come to faith. After a few months of studying these movements, God radically changed my heart and called me to join Him where he was working. This meant leaving everything I had known and starting a house church and a new career.

When did you start your career in real estate? When God called me to leave my job as a pastor, I began to panic. Again, I had never consid-



Lee McClure
Photography by Olive and Pearl
Home by Cody Craig Builder

LOVING AND SERVING HIS CLIENTS, THOSE WITHIN HIS OFFICE, AND THOSE HE INTERACTS WITH-IN THE INDUSTRY IS LEE'S MOST REWARDING PART OF HIS BUSINESS.

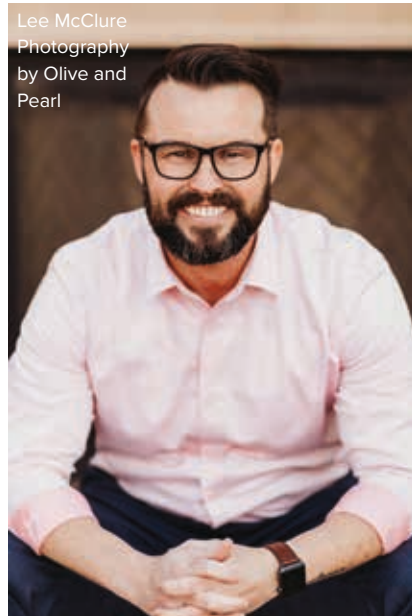
ered doing anything else. In the fall of 2017, I spent an entire week praying intently for direction. At the end of that week of prayer, I still felt very confused on what path to choose. I shared some of this with my friend, Tannon, as I drove us to a Texas Tech football game one Saturday evening. Before getting out of the car, I asked him to join me in praying for clarity on what career path to pursue.

As we were walking up to the stadium we noticed some friends of ours at a tailgate in the Jones AT&T parking lot. We walked over there and I saw Jennifer Colley, who I perceived to have a very successful real estate career. Jen and I were acquaintances at the time, but I opened up to her that I was going to make a career change, and I asked her what she thought about me becoming a Realtor. As she spoke, I felt like God was validating in my heart that I needed to become a Realtor. Tannon and I walked away from that conversation, and I looked over at Tannon and said, "Tannon, God gave me my answer. He's leading me to be a Realtor." I immediately signed up for a REcourse and got my real estate license in January of 2018.



Lee's family, Preslee (11), wife Robin, Lincoln (5) and Boston (8)

What are you passionate about right now in your business? I'm passionate about the same things I've always been passionate about. I'm passionate about helping people deepen their relationship with the Lord, which can look lots of different ways. Whether it's teaching agents how to read and apply the Bible, or praying for my clients who are enduring challenging circum-



Lee McClure
Photography
by Olive and
Pearl



stances, I recognized early on that I shouldn't hide the light God put inside of me. He is calling me to shine brightly for those around me to be drawn to Him.

What has been the most rewarding part of your business? Loving and serving my clients, those within my office, and those I interact with in the industry.

What was your biggest challenge as a Realtor? The biggest challenge I faced as a new Realtor was recognizing there is so much in our line of work that is outside of our control. As Realtors, we are so dependant on many other individuals communicating well and fulfilling their responsibilities to successfully close a deal. I've learned that all I can control is the type of communication and service I provide to those I collaborate with. Knowing that individuals other than my clients are also relying on me to do my job well pushes me to be the best that I can be.

What's your favorite part of being a Realtor? The relationships I've made and deepened with my clients, other agents, and those I collaborate with in the business. I also love making the entire experience of buying or selling a home as stress free, smooth, and as enjoyable as possible.

Define success. Tell us about your family. My wife, Robin, is by far my closest friend. We have been married for over 16 years, and we look forward to loving and serving each other for the rest of our lives. We have three children together. Their names are Preslee (11), Boston (8) and Lincoln (5). Robin is a Dyslexia Interventionist at Lubbock Cooper Central Elementary, where our kids attend, and I occasionally volunteer as a Watch D.O.G. and serve on the board. While we have loved having our entire family at one school, this will sadly be the last year that all three of our children are educated in the same place because our daughter will be moving up to the middle school. I personally define success as striving to be a man my wife can be proud of, my kids adore, people respect, and God can say, "Well done, good and faithful servant."

What was your total volume last year? My first 12 months of real estate I closed 20 deals and had over \$3 million in production.

What awards have you achieved as a Realtor? In my first year of real estate, I was recognized for capping in six months. I also was humbled to receive two awards at the annual KW award ceremony. Firstly, I was the recipient of the KW Rockstar Award meaning I was the number one producer of first year KW agents. Secondly, and more importantly, I was awarded the KW Culture Award. KW agents nominate individuals for this award and then KW agents vote for the nominee they believe most exhibits the values of God, family and then business that Keller Williams holds in high regard. Being a "rookie," it was a tremendous honor to be recognized among all of my peers at KW.

Are there any charities or organizations you support? We love to support missionaries, support raised individuals from various churches and ministries, Compassion International, Agents in Action, and our

church. We also try to be intentional at recognizing and meeting the needs of those around us.

What are your hobbies and interests outside of the business? I enjoy working out, playing Risk or Settlers of Catan, going on dates with my smokin' hot wife, and hanging out with my kids. My wife and I also enjoy meeting International students and going on mission trips.

How are you different? I believe every follower of Jesus is supposed to look different from the world. I've been pleasantly surprised to see firsthand how many mission-minded followers of Jesus are in this profession. I, like them, are simply trying to live my life and conduct my business in such a way that others are drawn to "the One" that sets me apart.

What do you want to be remembered for? To quote Kari Jobe's song "The Cause of Christ," *The only thing I want in life is to be known for loving Christ. To build his church, To love his bride and make His name known far and wide.*

Given your status and expertise, what is some advice you would give the up and coming REAL Producer? Pursue God and follow His leading. Do everything with excellence. Treat people the way you want to be treated. Surround yourself with people who sharpen you. Don't hesitate to ask others for help. Find someone who will hold you accountable. Make the calls you don't want to make.

In closing, is there anything else you would like to communicate using this Lubbock REAL Producer Platform? This life is described as fleeting. It's described as a mist, a vapor, and a breath. To get the most out of this life, we need to intimately know the one who gave it to us. My encouragement to you is to seek the Lord. I'm sure you know other followers of Jesus you could approach about how to deepen your relationship with God, but if not, I would absolutely love having that conversation with you. We can spend a lifetime trying to make more money, gain more possessions, or make a name for ourselves, but a genuinely full life isn't when we make our name known, but when we promote His.

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▶▶ making a difference

Impacting the lives of clients and animals alike

Mary Benton and rescue dog "Little Orphan Annie"
Photography by Joe Baker



Maya Angelou was a poet, singer, memoirist, and civil rights activist who said, "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." Feeling important and empowered allows individuals to move forward with their lives and add to the life experience of others.

People who "make a difference" impact and improve other people's lives by their attitudes, actions, and words.

Mary M. Benton of TechTown Realty began impacting and improving other REALTOR's lives when her career began 12 years ago, in 2007, upon receiving her real estate license. Her first full year was 2008 and even though Lubbock's market was not flourishing in her first couple of years, she was fortunate to hit the ground running. Upon the opening of their brokerage, TechTown Realty, Real estate has allowed her to determine her own destiny and now is allowing Mary and her husband, Jack, to pursue their goals and dreams together.

Making a Difference while pursuing goals and dreams happened in spite of a challenge that Mary encountered on her journey to become a REALTOR. She says, "While researching real es-

tate classes I came upon an online career assessment offered by a local franchise brokerage. I took the quiz and the following day I received a note from the broker saying that real estate was not a good fit for me. That was disheartening and could have caused me to change my plans but it was just a momentary blip on my radar and served to further motivate me."

People who persist in spite of adversity make a difference.

Passionate about giving back to the Lubbock community, Mary created the Haven Home program which is a partnership between TechTown and the Haven Animal Care Shelter that provides support through community awareness and donations. When Tech Town sells a participating Haven Home listing, a portion of the commission goes directly to The Haven.

Mary says, "When TechTown began, I knew that I wanted to give back to the community and started looking at a variety of good causes. Day after day we became aware of the staggering number of lost and abandoned pets in Lubbock. We drove out to The Haven on a Saturday morning and toured the

facility, met with Dr. Wilbanks and some of her dedicated volunteers. The cats, puppies, and dogs in residence at The Haven really touched us. They all deserve a home and a family, so in 2017 we established the Haven Home program. We believe that everyone deserves a safe and comfortable place to live and we are here to help PEOPLE and PETS find homes."

The Haven is located at 4501 FM 1729 and at last count they had about 100 dogs and puppies in residence, looking for their forever homes.

Mary's other passions are helping her TechTown agents achieve success and supporting other locally-owned businesses. Regarding the success of other agents, she says, "Our agent's success is our success!" In an effort to support other locally owned businesses, TechTown hosted their 2nd Annual Sip and Shop event at their offices last fall. The event included over a dozen small businesses and scores of shoppers and in Mary's words, "It was fabulous!" People who are passionate about achieving goals and pursuing dreams while providing opportunities for others to succeed make a difference.

Success, for Mary, means seeing a couple excited about their first home, helping a senior citizen in transition sell their home, and having clients return time after time to TechTown Realty. She also defines success as working with Jack in their brokerage, while enjoying successes small and large as a couple. Mary states, "being a REALTOR has allowed me to tailor my career to fit with other important aspects or times in my life and that has been a blessing."

People who define their success by helping others, building relationships and focusing on the importance of "once in a lifetime's" make a difference.

Building a home and giving back to the Lubbock community was important



...

to Mary even before she became a REALTOR. Her family is based in Lubbock and has been contributing to the success of the community for many years. Mary has been married to her husband, Jack, for 45 years and they have two children and six grandchil-



Mary's grand daughters, Addison, Alyssa in center, and Payton, with their new adopted puppy, Annie



dren. Their daughter, Cindy, is a Family Nurse Practitioner at Lubbock Dermatology and Laser Dynamics, and their son, Jon, is the owner/manager of SuperGeeks computer repair in Lubbock. Before pursuing a real estate career, Mary worked at Texas Tech University for many years, starting in the College of Agricultural Sciences and Natural Resources and then moving to the College of Engineering. She worked as a Technical Editor in the Civil Engineering Department before leaving TTU in 2005 to pursue her career goal of becoming a REALTOR.

People who invest their resources, time, and energy into others and their community make a difference.

Advice from Mary to the Up and Coming REAL Producer: "I would tell REALTORS to hone their skills and know their craft including an understanding of contracts. It isn't the most glamorous part of real estate but a contract error can be costly to the REALTOR and their client."

People who share their knowledge and expertise with those who are Up and Coming make a difference.

Mary M. Benton of TechTown Realty makes a difference in the lives of every person she encounters. Her attitude of professionalism and service, along with working to educate her clients and building relationships with them makes a difference in the Lubbock Real Estate community. Her actions to help the Lubbock community through The Haven Home program as well as helping other locally owned

businesses be the best they can make a difference in the Lubbock community at-large. Words of encouragement to Up and Coming REALTORS make a difference in helping them achieve and define their success in the ever-changing world of real estate. Mary M. Benton makes a difference in her little part of the world each and every day.

TESTIMONIALS

"We appreciate all the wonderful things Mary and Jack do for us at The Haven ACS. Their Haven Home Program has been a wonderful blessing for us many times and it is a great way to get involved helping the community even during a hectic time like selling a house. It's a win-win for all, including precious pets looking for their forever homes!" – Dr. Nicole Taylor, Pharm.D.

"Mary is a great mentor and has helped me grow my business this past year. I've learned so much from her and I love the way she gives back to the Lubbock community. Mary and Jack have created an atmosphere at TechTown Realty that fosters teamwork, creativity, and continued learning." –Tresa Arnold, REALTOR

To donate to or learn more about volunteering at the Haven they can contact Mary.

Mary M. Benton, Broker • Tech Town Realty "Your Lubbock Home Team!"
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Texas REALTORS®

The history behind the association name



Vanessa Dirks, Lubbock Association of REALTORS 2019

For most of us, since becoming REALTORS® we've referred to our state association as the Texas Association of REALTORS® or simply, T-A-R. Hopefully, you've never called it Tar, which is sticky black liquid, not a trade association. If you've been calling it Tar, I'm putting you in time out. Now, while you're there, let's have a history lesson.

TAR changed its name from the Texas Real Estate Association to the Texas Association of REALTORS® in 1969. In 1996, the logo was updated to one representing the four doors of real estate. The four teal colored doors were arranged in a star-like pattern with the lettering in black and it hasn't been changed since.

In 2018, it was decided it was time for a change. An advisory group of 12 REALTORS® from across the state were tasked with researching and developing a new brand for the Texas Association of REALTORS®. The research included more than 6,600 responses to member surveys and lengthy one-on-one interviews with members and staff. What they learned is that both members and the public, including those working at the state capitol, have been referring to the Texas Association of REALTORS® as simply Texas REALTORS® for years. It made sense to adopt this shortened name because that's what we all are!

This was the perfect opportunity to create a logo to match the rebranding. One that would be modern, visionary and recognizable. One that we all could be proud of as our state association celebrates its 100th anniversary in 2020. After months of hard work and deliberation, the new logo was formed with the letters T and R, with a star between them, in colors of old glory blue and red, a beautiful logo that will stand the test of time.

Though the T. R. is prominent in the logo, remember to say "Texas REALTORS®" and not T-R. Go ahead and practice that a few times...you'll notice that by taking "association" out, it shortens it by five syllables! Yes, it will take some practice but it really is easier to say! If you've logged onto texasrealestate.com this year, you've probably noticed the changes and now you know more of the story. This is your story, too, so be proud to call yourself a Texas REALTOR®!

Search "logo" at texasrealestate.com to see past logos and download the graphic for your own use.



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LUBBOCK REAL PRODUCERS LAUNCH PARTY

TEXAS TECH CLUB By Lindsey Wells

Real Producers wrapped up a successful launch party on January 22 with approximately 100 in attendance. Hosted at the Texas Tech Club, the party served as a platform for top Realtors to get to know one another and collaborate, all in the name of fellowship.

Founded in 2010 as part of the east side expansion of Jones AT&T Stadium, the Texas Tech Club boasts floor-to-ceiling windows which allow members and their guests to enjoy panoramic views of the stadium to the west and downtown Lubbock to the east.

“We are unique because we are one of the few private clubs in the nation that is located on a university campus,” said Megan Sunderman, the club’s membership director. “The Texas Tech Club is proud to be a part



Charity Leeson, Kathy Pettit, and Cole Whisenhunt

of the Lubbock community and part of the rich heritage and tradition of Texas Tech University.”

Jacky Howard and his talented band provided entertainment for the party and over 10 door prizes were donated to be given away to attendees.

Lubbock legend Pat Ham was honored during the event, along with Top Producing Realtors including Kim Flinnekin, Mark Oatman, Dianna Romans, Dan Williams, Brandon Tyler and Mark Nanny, and Rising Stars Charity Leeson, Christy Jolly, Dix Densely, Amy Cox, Bayley Falkenbury and Charlie Garner.

Through the publication and events like this one, Realtors and vendors alike are able to connect with other top agents and meet some of the best

BELOW: J. Hilner, Lindsey Moore, Carly Sherman, Megan Sunderman, and Amy Riggan (back)



Cynthia Arriaga, Christy Jolly and Amy Cox



affiliates that support the publication, giving them a good chance to build relationships and collaborate with other like-minded agents and other top businesses in the industry.

Thanks to the welcoming nature of businesses in the community like the Texas Tech Club, we have local top-notch venues in which to host these events and bring our friends, neighbors, and partners together.

The club hosts everything from monthly wine dinners, cooking classes and networking events to family-friendly gatherings and craft nights.

“We have a little bit of everything for families to our business community,” Sunderman added. “The club is a great place to host customers and clients or a night out with the family.”



Kudos to the band! Curry Blackwell, Tim Tivis and Jacky Howard



The Texas Tech Club room



Top Producers Mark Oatman, Kim Flinnekin and Dan Williams



Kathy Pettit, “Lubbock Legend” Honoree Pat Ham and Sharmal Ham



Kelton Flowers, Bayley Falkenbury, Kerri Schoonvelt, Greg Brown



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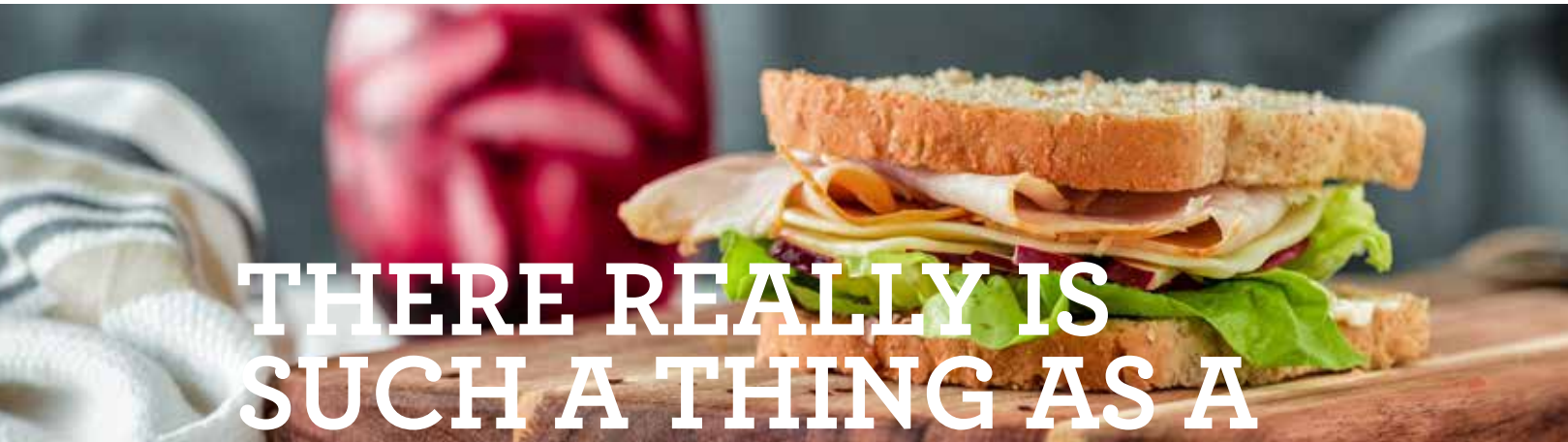


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THERE REALLY IS SUCH A THING AS A *FREE LUNCH!*

Donna Sue Clements, on behalf of the LAR Education Task Force

Have you heard? There really is such a thing as a FREE lunch! Every couple of months, the Education Task Force has Lunch N Learn programs scheduled throughout 2019.

Lunch N Learn Programs are about a relevant topic and feature a knowledgeable speaker or speaker panel. The presentation usually lasts an hour and is intended to increase our knowledge on a specific real estate matter or concept we deal with in our life as Realtors. In the past we have had Lunch N Learn programs covering Flood Zones, Bed Bugs, Showing Time, Appraisals...and....currently, we are preparing programs on Real Estate Investing and Mortgage Loan Types. We have a Lunch N Learn sponsor who brings in lunch for the attendees in

addition to providing information on what they can add to our business as a resource. It's a win for all involved and all the COOL Realtors are attending! Seriously, come join us!!

Make plans to join us for the next Lunch N Learn to network, learn and share good food! If you have topics you would like to suggest for a Lunch N Learn forum or if you would like to sponsor a Lunch N Learn, don't hesitate to reach out to me!

I look forward to seeing you at the next Lunch N Learn program, and remember:

I challenge each Realtor in our Association to schedule at least one CE/SAE class locally in 2019!

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