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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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Publisher



Kristin Altieri
Assistant



Casey James
Photography



Joey Ambrose
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Jacquelynn Buck
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Kamryn Stichter
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WHAT IS COMMUNITY?

▶ publisher's note

com·mu·ni·ty
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noun: community

When I first think of community, my thoughts go to my family and the bond we share, the purpose we strive for, the care we intentionally give. Yet the REALTOR® community can often be like a family working together, striving toward the same purpose — to give your clients the best experience possible. The dictionary defines it like this:

1. A group of people living in the same place or having a particular characteristic in common. "Tucson's real estate community."
2. The people of a district or country considered collectively, especially in the context of social values and responsibilities; society. "Preparing individuals for a successful life in the community."
3. A feeling of fellowship with others, as a result of sharing common attitudes, interests, and goals. "The sense of community that Tucson real estate can provide."

Tucson Real Producers has been in print for almost two years and our community is growing stronger. It has been my honor to serve you all by bringing educational and inspirational excite-

ment to you, your teams, and your brokerages in our monthly publication. We love highlighting your accomplishments, encouraging your dreams, and recognizing you for your intentional excellence as you serve your clients.

Our goal is to create platforms to connect and forums to communicate within the real estate community of Southern Arizona. In the months and years to come, I hope to get to know each and every one of you on a personal level, to see you at our events, and to learn how to best serve you moving forward. Welcome to the one place in Tucson where we have nothing to sell you. Welcome to *Tucson Real Producers*!

If you are interested in contributing, nominating agents for stories, or just want to get to know each other better, please reach out! I look forward to hearing from you.



Cheers,

Delilah
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STAYING CONNECTED: "Like" Our Facebook Page Tucson Real Producers

Barbara DeFazio

Old Republic Home Protection

“People Helping People”
— A Perfect Match!



▶ partner spotlight

By **Kylea Bitoka**
Photography by **Jacquelynn Buck**

Is it a boy? Is it a girl? No, it's a broken air conditioning unit! And just like that, the gender-reveal party comes to a halt as the temperature starts to rise. It's not the surprise that the family was expecting, but fortunately, they have an Old Republic Home Warranty in place and the help of Barbara DeFazio, Senior Account Executive, who springs into action!

For the last 45 years, Old Republic Home Protection (ORHP) has been protecting homeowners against the high costs of repairs or replacements on a home's major systems or appliances. There are many reasons to choose ORHP for your home warranty needs, including their comprehensive coverage and their A+ rating with the BBB, but the main reason they're one of the top three national warranty companies is their people. Led by company president and industry matriarch, Gwen Gallagher, they're all committed to making a difference for each client, and everyone strives to represent the company's *People Helping People* philosophy.

Barb DeFazio gives 110% to her local real estate community. She doesn't



“
I just love
making
people happy
whenever
I can.”

consider herself a salesperson, but a service person. Barbara's strong work ethic, integrity, and loyalty shine through in all she does—and that's why agents and their clients stick with her. She builds relationships that last: “I have warranty customers now that I worked with while doing other marketing and event positions when I first got to Tucson 30 years ago!”

Growing up in a small town in Connecticut, Barb was blessed with great family and friends. Her biggest role model was her grandmother, who taught her the importance of setting goals and having a strong work ethic, good moral character, and integrity. After putting herself through college, Barb worked for General Dynamics in San Diego where she was eventually transferred to Tucson. Reestablishing her identity on the West Coast was challenging at first: “I grew up in a small town where I knew everyone, so it was hard to move west all by myself!” Living in the desert was also a challenge as she considers herself “a water girl” having lived on the East and West Coasts. It didn't take long to discover Tucson was the place for her: “I

fell in love with the community and the people. Tucson may be a big city, but it still has that small-town feel that makes it home.”

Some of the first things that Barbara did when she moved to Tucson in 1988 was buy a home and get her real estate license. “I saw the real estate market go crazy while working in California. When I moved there, I could afford to buy a house, but I didn't. And when I left six years later, it was no longer affordable!” Barbara chuckles and adds, “I never used my real estate license then!” Instead, she raised her family while working as a regional marketing director for Pizza Hut for 10 years and later as an event planner for PROEM.

Bit once again by the real estate bug, Barbara obtained her real estate license in 2006 and sold homes part-time, in addition to running her event business. In one of her continuing education classes, she discovered Old Republic Home Protection. “An ORHP representative was presenting and I thought, ‘that's the perfect job for me!’,” remembers Barbara. “Not only could I use my marketing and event planning experience but I could also continue to work with REALTORS® in the real estate industry, and most importantly help people!” It wasn't long before she was a member of the team.

After five years, Barbara is one of the fastest growing top Account Executives in the company, but she doesn't measure her success by the num-

bers: “For me, success is knowing that you've done the right thing. It's serving others well, whether it's my clients, coworkers, or my family. I just love making people happy whenever I can.”

When not serving her customers, Barb cherishes spending time with family. Her younger daughter is getting married soon and her older daughter is expecting her second child at the end of the year: “I'm looking forward to enjoying these precious moments. Having lost my biological father to a heart attack in his 50s, I learned to value each day... especially now that I'm almost 60! I only hope I can inspire my grandchildren the way my grandmother inspired me—to work hard, be honest, respect others, and go after what you want in life.”

Barbara brings this perspective to work each day. It motivates her to build relationships and make a difference to those around her. Barbara is proud to embody ORHP's *People Helping People* philosophy in all that she does.

▶▶ welcome mat



WELCOME TO OUR NEWEST PARTNERS!

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AMADO MANRIQUEZ



BECOMING A MAN OF VALUE!

Amado Manriquez was up to his elbows in soapy bubbles. While thankful for the job, it was a low point. Even though he recently earned his degree from ASU, he was back in Nogales working at his dad's carwash. His future was about to change with the next car that pulled up. "My dad's best friend, Gabriel Gastelum, needed his car washed. He is a broker at Century 21 Success Realty. As I washed his vehicle, he told me that I should consider getting my real estate license." It was the direction that Amado needed. "I immediately told my dad that I was going to Tucson to start real estate school. I enrolled at Hogan that same day. A month later, I was a real estate agent!"

As Amado started his career in real estate, he had a great example to follow. "My dad's carwash, Las Penitas Carwash, is the oldest in town. I've

seen how hard he works to build relationships and offer excellent service. My parents taught me to work hard, respect everyone, and treat others as I want to be treated." Amado continues with a quote that inspires him, "Albert Einstein said, 'Try not to become a man of success, but rather try to become a man of value.'" Amado builds his business and life around that principle. Amado's mentor, Gabriel, also gave him sound advice as he embarked in real estate. Amado chuckles as he remembers. "I got my license, and he said to me, 'Alright, go out there and mess up!' Of course, he was right behind me the whole way ready to help if I needed it. His point was, don't be afraid of failure; you have to take risks to learn."

Amado didn't hesitate to jump into Tucson real estate even though it was a different market. In 2016, Southern

Arizona merged into a unified MLS serving Tucson, Green Valley, Sahuarita, and Santa Cruz County. Amado found himself in a unique position of influence. "Even though Pima County and Santa Cruz County are only 45 minutes apart, both operate differently. In Pima County, there are more agents, bigger brokerages, and advanced technology. It can be intimidating for a Santa Cruz County real estate agent. At the same time, many Pima County real estate agents were unfamiliar with Santa Cruz County and how to best advise clients wanting to buy in that area." Even before the merge, Amado successfully operated in both counties. He was able to help bridge the gap between the two markets, answering questions, and providing information to agents from either county. "Whether I'm directly involved in a transaction or not, I am happy to give a helping hand. I feel like I belong to both places because both places have opened up doors for me."

For Amado, real estate is all about community impact. Amado views each transaction as an opportunity to give back. One sale, in particular, helped him realize how much influence he has as a REALTOR®. Amado shares the story, "An older gentleman came into my office. He currently lived in Mexico and was looking to buy a house. In the middle of the deal, I received a phone call from him. He told me that he might have cancer; he needed to have more tests done. Then, he told me if it was cancer, he was going to take his own life. He did not have any family or a support system. He didn't feel like he had anything to live for." Amado was shocked, but he didn't have to think twice about what to do next. "I immediately left Tucson and drove the four and a half hours to Hermosillo, where he was having his medical tests



ALBERT EINSTEIN SAID,
TRY NOT TO BECOME A MAN OF SUCCESS, BUT RATHER TRY TO BECOME A MAN OF VALUE.

done. I stayed with him the whole day through his exams." Amado's client was in tears, so grateful for the compassion and support Amado showed him. The results came back and it was not cancer. Amado's client did buy the house, but the sale was not Amado's priority. "It's more than selling real estate, it's about lending a helping hand, being a good person. Yes, he's enjoying the house, but more importantly, he considers me a really good friend."

"I hope to be known for not only helping but exceeding the expectations of my clients regardless of their background or income. I believe every single person deserves the opportunity to be a homeowner." However, Amado began to realize that not everyone

in the industry shares his perspective. "I had a lender tell me that I needed to start sending good leads because all the leads I sent over were crap. It really upset me." When Amado found a lender, who does not see people as a good lead or bad lead but sees them as an individual who wants a house, and he is willing to work with them to achieve that goal, he noticed the difference immediately." For Amado and his lender, it's about providing education and ultimate hope. "Even if they can't buy right now, we want to give them the



Gabriel Gastelum, Amado's friend, mentor and Broker

guidance and resources so they can buy in the future." The extra work only means that closing day is even more rewarding. "I've had clients tell me they never in their life thought they would be a homeowner. We get to be the ones to help them achieve the dream of homeownership. It's a great feeling!"

As Amado plans for the future, there are exciting opportunities ahead like the possibility of starting a team and eventually his own brokerage. However, he is most excited about his engagement to Lilly. "We met while at college. She's been a huge support through my entire career. She's the one that introduced me to Tucson and helped me build a community here. We are excited to start a family together." Amado and Lilly enjoy exploring new cities. From Mexico City to Chicago or beyond, they are always ready for an adventure. Amado also enjoys deep-sea fishing and working on his classic car, a 1969 Chevy Nova. "It used to be my grandma's vehicle, she gave it to my father, who handed it down to me. One day I hope to be able to pass it on to my kids." Amado discovered his passion for fixing cars in his high school mechanics class.

"For my senior project, I decided I would completely rebuild an engine. My dad introduced me to one of his clients who was a car collector and Chevy expert." The friendship continues, but now they collaborate on real estate as well as cars. "He's an investor and I've had the privilege of helping him purchase a couple of properties." There's no doubt that in becoming a man of value, Amado has found success!

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LOUIS PARRISH
BROKER/OWNER
UNITED REAL ESTATE SOUTHERN ARIZONA

Many books have made an impact on my life and my business. Two books, one for life and one for business, are worth mentioning. I'll recommend both. My business, my life, and my faith are intertwined.

I am an intensely driven competitive person. Being a loving man does not come naturally for me. Having a relationship with the Creator has led me to love the people around me, therefore I would have to say that the Bible has made the biggest impact on my life and because of this impact, also my business model. There are lessons on leadership, service, sacrifice, discipline, ethics and so much more.

2.) Love others as ourselves. To the best of our ability, we try not to be critical or judgmental, but just love people where they are.

Outside of the Bible and once I learned to value systems and processes as a way to raise my standard of client care, the book that has had the biggest impact on my business would have to be the *Millionaire Real Estate Agent* by Gary Keller. It provides a predictable path for a profitable real estate business and a healthy work/life balance.

CHERYL GLENN BROKER/REALTOR®
GLENN REALTY, LLC.

Robert Ringer, *WINNING THROUGH INTIMIDATION* (out of print). Gives you some insight into people and their actions.



LISA LARKIN
RE/MAX SELECT

The Miracle Morning, the Not-So-Obvious Secret to Transform your Life before 8am by Hal Elrod.

Not only has this made a huge impact on my life I have shared it with many others who feel the

same way. It helps you to develop habits that help you become a better person which resonates in all areas of your life.

I used to dread mornings and now it's my favorite time of day.



RONI BENGÉ-ADAMSON
KELLER WILLIAMS

The book that has impacted my business and life is *The One Thing* by Gary Keller. Life is a balancing act, juggling work, family, health, friends and integrity. If you fail at work, it is always there and you can always get back up and do it again. You don't want to fail your family, your health, your friends or your integrity.

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►► be inspired!

By Nora McDevitt

Photography by Jacquelynn Buck

Glenda GROW

Committing to Growth & Happiness

Glenda Grow of Realty Executives is a dynamic woman who made a commitment to herself when she was very young to be successful. She set out in life, determined to accomplish her goals. Her commitment to growth has empowered her to overcome life's inevitable curve balls. She's met each obstacle in her life with great determination and resilience. Glenda's wisdom is immediately evident upon talking to her as she shares her insight into human nature. With a lot of grit, determination and a friendly disposition, it's no surprise that Glenda has landed on the top of the heap among Tucson's real estate agents. She consistently ranks in the top one percent.

Glenda grew up in the Bay area. Always a city girl at heart, she went through culture shock when she moved to Tucson from Houston in 1985 with her second husband, Lee Grow. They were living in Houston when the downturn hit in the '80s, and Lee was out of work and looking for a new position. He was offered

one in Tucson. They packed up and moved. At the time, Glenda was working in mortgage banking. It was a big change but Tucson was not totally unfamiliar either; she had lived in the desert town for a few years as a child.

Forgoing college, she had enrolled in the school of hard knocks and climbed the ranks of mortgage banking from entry level to a management position. But the industry was changing rapidly, and Glenda watched the erosion of trust and other problematic factors come into play. It was time for a career change. Leveraging her in-depth knowledge of real estate finance, in 1989 she went to work for U.S. Homes in new home sales. She loved it. Glenda relays, "You have to be able to love what you do, or you don't want to be there." She continues, "I was fortunate because it was a natural progression for me."

Settled in Tucson, her second husband died at the age of 55. She decided to move back to Virginia to

be closer to her son, Eric Zeller. When her Virginia condo burned to the ground, she lost everything. She realized she had to start over from scratch. It was yet another major turning point in her life. She says, "I knew I had to make a transition in my life." She moved back to Tucson in 2000. A friend suggested she try real estate and she did. She didn't know how she would make it the first year, but she did. She closed close to \$100,000 in net profit that year despite having nothing. It was a remarkable victory for her. She took in stride with a lot of gratitude. Glenda says, "I'm very blessed to be able to do what I do. I love what I do."

Since 2000, every year she has raised her sales goals. Each year she writes down on a piece of paper how much she plans to deposit into her account that year and keeps it next to her business banking year. Every year she

...

...

meets or exceeds that goal. But she continues, "I'm really interested in just being comfortable." Her objective is to be able to live a comfortable life with financial security and continual growth.

Glenda believes the key to success is a good self-image and knowing that you can achieve anything if you put your mind to it. She says, "I am successful enough that I can live a good life and that I can do it all myself and ask for support when I need it." She's blessed with loving friends and family. Glenda has experienced her fair share of ups and downs. But what's remarkable about Glenda is how she has used life's inevitable difficulties as a source of growth. They have made her a stronger and more determined individual.

In 2015, Glenda decided she was no longer going to be the chubby girl she had been her whole life. She set a goal and lost 140 pounds and completely transformed her identity as a result. She has managed to keep the weight off, too. She says, "I made a promise to myself that I would not gain the weight back." She's kept that promise. She continues, "You have to believe you're going to be okay. People that

knew me before say that my confidence level has just skyrocketed."

Glenda considers her top achievement in life to be her well-adjusted son, Eric, who is now 48 and lives in Georgia. "My top achievement in life is that I raised a fabulous son. He went through a lot with the loss of his father at the age of 16. He's made such a great life for himself." Glenda is proud of herself and, to a great extent, content with her life. She has proved to herself that she can do anything she wants to do. It just takes faith in yourself, perseverance, and a plan. Glenda continues, "Love what you do, and you don't have to be perfect, just be as good a person as you can. Help other people." Glenda made a promise to be happy with herself, and she is keeping that promise. Glenda continues to create a full life that includes laughter, encouragement and loving on Wally, her precious Shih-Tzu.



Glenda & Wally, her 10 year old Shih tzu.

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JOHN HARINGS



Preparing
— & Perfecting —
the Next Course

▶ colleague corner

By **Dave Danielson**
Photography by **Casey James**

The alluring aroma of fresh culinary creations filled the air.

The sound of butter sizzling and melting into a hot pan mixed with the satisfying chop-chop of crisp vegetables being cut and reduced to thin slices.

Delicious sauces bubbled to perfection. And tender morsels reached mouth-watering status.

It was another day at work in one of the planet's premier restaurant kitchens.

As a classically trained and accomplished French chef, John Harings spent years preparing succulent courses that were literally fit for royalty. At the same time, he was also preparing himself for the next course in his career.

EARNING HIS STARS

Before John Harings wore his first white chef's jacket, he grew up in Central Wisconsin. The land of agricultural plenty prepared John well. But he was ready for what was ahead.

"I couldn't wait to get out and travel," John recalls. "So, I started cooking and decided to become a professional chef. My older brother lived in Tucson, so I started here, then moved to Phoenix."

It was just the beginning of what would be a 20-year journey in the life of a professional chef.



“In the chef industry, I got immediate gratification. We had smiling, happy people who were fed and satisfied when they walked out,” he emphasizes. **“With real estate, it takes a little longer.”**

From Phoenix, John stayed on the move. There was a summer in Oregon, then time in Chicago, where a culinary mentor connected him with an opportunity in London, followed by a series of three celebrated Michelin starred restaurants in France.

John earned the number two ranking among chefs in Arizona, he placed eighth in the United States in the 1991 Bocuse D'or competition and served as a guest chef at the prestigious James Beard House in New York. Along the way, he worked in the fourth-ranked restaurant in the world, The Connaught Hotel, satisfying the appetites of patrons such as Queen Elizabeth and Princess Diana.

CHANGE OF MENU

World-class creations required unprecedented effort. John was one of six students to pass rigorous three-year training under the critical eye of his French mentor and master chef.

John had a passion for his work. Yet it was gobbling up his life 12 hours a day, six days a week.

In time, John moved back to Tucson and decided on a new course.

"It was about freedom," John remembers. "My kids were getting older. Some days I'd go to work before they woke up and I'd get home after they went to bed. I knew 80-hour weeks weren't going to cut it anymore."

So in 2005, he earned his license. Like many, John experienced the uncertainty of a transition into real estate.

"It was hard at first, getting a paycheck for 20 years, and then knowing

...

your paycheck isn't a given," he recalls. "My first year working full-time I had three transactions right out of the gate. I thought, 'I've got this.' And then, all of a sudden, there was a four-month dry spell. It was a reminder that it takes time."

Like during his days as a chef, John found mentors to learn from. As market conditions changed and tumbled, John changed techniques, focusing on the investment side. He researched foreclosed homes, arranged group tours, and found an efficient way to show multiple properties to multiple potential investors. During those lean market conditions, John recorded 67 transactions in one year.

"I was working three times as hard during that time. And the amounts were smaller. But they added together to pay the bills," John explains.

After eight years on the investment side, John wanted to move into more traditional residential real estate. That's when he met United Broker Louis Parrish at United Real Estate Southern Arizona, who John credits as another great mentor and friend.

RECIPE FOR RESULTS

Today, John is Associate Broker at United and a REALTOR®. Last year, he completed \$9 million in volume on 40 transactions — bringing his career sales volume to about \$60 million.

John is quick to give credit to his tremendous team, including Lisa Lehmann, who manages the Builder Trade-In program, Elizabeth Cherry, who serves as president of the Women's Council of REALTORS®, as well as Jennifer Cornelius and Valerie Badalian, who handle transactions and marketing.

John's approach from his early days in the industry has changed with the focus of his business.

"When I was selling investment properties, I would hunt and find a profitable opportunity and sell the home," he points out. "Now, I find the people and I go sell them a home that fits their needs and wants."

He's also keenly aware of the dynamic change from his life as a chef to his role as a REALTOR®.

"In the chef industry, I got immediate gratification. We had smiling, happy people who were fed and satisfied when they walked out," he emphasizes. "With



A Team having fun together!



Fun times with Devon & Carol.

real estate, it takes a little longer. You have to get to know the people, and I think you've got to protect them. As I tell them, 'My biggest job is to protect you through the whole transaction. And if it doesn't smell right, we're going to get out. I don't need to make a sale today.' And when you say that to someone, they look at you and say, 'Hey, maybe this guy really does have my best interests in mind.'"

SAVORING LIFE'S FLAVOR

While proud of his contributions to those he works with, John's real pride and joy is his family, including his girlfriend, Melissa, along with his son, Devon, and his daughter, Carol.

In their free time, they enjoy fine dining (yes, John is able to enjoy a meal just about anywhere without

critiquing its preparation). They also thrive on travel and exploring historic towns.

John is also involved in his church as a deacon and board member and supports the Autism Speaks organization with his office.

Life, like a great dinner, comes in courses. And John looks forward to preparing — and perfecting — what's to come.

As he says, "Success is life balance. There are Melissa and my kids, who are my biggest accomplishment. In addition to my family, I'm surrounded by great people on our team. We help each other. For me, it's about happy, healthy, positive environments and just really helping people."

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Laurie Lundeen

Solving Problems & Finding Solutions



▶ featuring

Kylea Bitoka
Photography by Jacquelynn Buck

Do you know any 13-year-olds that keep a ledger? Laurie Lundeen was no ordinary teenager, and she's still breaking the mold as a REALTOR®! As a REALTOR®, not only has she accomplished top numbers (the #1 agent in Arizona at Coldwell Banker four years in a row and within the top 10 in North America the last two years), she's developed her own software system to keep track of every task that needs to be taken care of on each transaction. Without a team or even an assistant, Laurie closes over 170 transactions each year by herself.

“You can do more than you think you can. Work smart, and you can do anything!”



“When people in the industry hear my numbers, they don’t think it’s real, but it’s true. I accomplished this one client at a time through repeat business, referrals, and client reviews online.”

Even more interesting, Laurie built this extraordinary real estate career after she retired. Before real estate, Laurie worked in accounting and

owned and operated two retail computer stores with her husband, Greg. Due to the success of their businesses, both Laurie and Greg were able to retire early, and that’s when real estate came into the picture. However, Laurie demonstrated she had the skills to be a successful entrepreneur long before she had any business experience.

“I’ve always kept track of things; details matter to me.” Laurie shares an example, “My parents struggled financially. I started working at 13 years old for 90 cents an hour at a little neighborhood grocery store. I kept track of all my earnings in a notebook.” Without any help or an example to follow, Laurie kept a ledger. She documented every cent she earned and spent. She chuckles as she reminisces. “I still remember what that little book looked like. It had hot pink pages and a blue cover with flowers on it.” Laurie continues, “If I wanted or needed something, I would buy it myself. I saved up and bought my own 10-speed Schwinn bicycle.” However, Laurie’s drive and determination never got in the way of what was truly important. “One day, I came home and my dad was sitting at the dining room table, struggling through multiple calculations as he did paperwork.” Naturally a problem solver, it didn’t take long for Laurie to find a solution. “I went down to the local hardware store and bought an electric calculator. I went home; handed it to my dad and said, ‘There, that should make things easier, now you won’t have to add and subtract so much.’” The calculator was about \$55, a lot of money for that time and definitely no small amount for a teenager but that didn’t matter to Laurie. She was more than happy to use her money to help her dad. Helping others has always been a priority, not money. Laurie continued to demonstrate this as she grew older.

“The inefficiencies of a position would jump out at me in every job I had. I never liked the redundancy.” Laurie’s suggestions made each position more efficient to the point that it reduced the number of hours needed to complete the job. “The accountant for the holding company of the bank was a 40-hour a week job. I used my skills, and I wrote the computer programs; I got it down to about 10–12 hours a week.” Laurie did the same thing while working in medical records at a hospital. “Most people work 40 hours a week because they want a paycheck. I see the efficiency part of it. So, now I’m only working 10 or 12 hours a week; that’s OK! I wasn’t after the money; I’m always after the challenge. I focus on the bigger picture.” Real estate was no exception. Frustrated by having to enter the same information into multiple systems and not having all the information in the same place, Laurie knew there had to be a better way. She wasn’t going to wait for someone else to figure it out. Encouraged by her husband and manager, Laurie invested her time and money over the next two years to create a solution. She worked with developers to build the software system she envisioned. Laurie describes the program, “It’s like a checklist on steroids, but it’s also like a cockpit. I can look at one screen and see every client at once and what I need to do. I can have 37 to 40 files in escrow at one time. I can look at one computer screen and see every step that needs to be done by using color coding and characters without switching programs.”

Laurie hopes that her accomplishments can inspire other agents. “You can do more than you think you can. Work smart, and you can do anything! You don’t need an assistant to achieve a high volume of transactions, you just need an organized system.” However, Laurie’s focus and organization wouldn’t be anything without her commitment to excellent service. “Forget about the paycheck, the most important part is doing the right thing for each client.”

When Laurie started real estate, she never dreamed of being a top producer. She imagined it would be something she did on the side and hoped to earn \$30,000 her first year. “I just focused on taking care of my clients and doing the right thing.” One referral after another led her straight to the top. Last year, her sales volume was over \$35 million. “I hope that working Green Valley real estate with an average market price of \$200,000 and earning an extraordinary income that surpasses agents working multi-million-dollar markets, shows that anything can be accomplished with faith and commitment to service.”



As far as the future, it is full steam ahead as Laurie pursues her passion. “Most people don’t understand that I already retired. I’m doing this because I love it! I just happen to get paid while doing it.” Laurie may not have plans for retirement, but that doesn’t mean she skips vacations. “We own a lakefront cottage in Minnesota. We love to spend time there in the summer.” Some of Laurie’s pastimes while at the cottage are biking and kayaking. “I bought a bike for my 50th birthday to help me get back in shape. I told my husband I wouldn’t ride it for more than a mile.” Greg knowing his wife well didn’t believe her. It didn’t take more than a couple of weeks for Laurie to ride 20 miles. “I really enjoy biking except I don’t like to bike when it’s windy.” Laurie laughs and says, “My solution for windy days was to buy a kayak. There’s a solution for everything, and either way, I still get exercise!” Laurie’s ingenuity shines through in all she does. The Tucson real estate market has only just begun to see what she can do. “It’s exciting to be in an industry where there is no limit! I want to help as many people as I can and raise the bar in the profession along the way.”

“Forget about the paycheck, the most important part is doing the right thing for each client.”

TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—June 30, 2019

Rank	Name	Sides	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	224.0	41,963,034	187,335
2	Marsee Wilhems (16298) of eXp Realty 06 (495201)	156.0	40,122,830	257,198
3	Danny A Roth (6204) of Keller Williams Southern Arizo (478306)	93.0	28,309,883	304,407
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	151.0	26,557,497	175,877
5	Kaukaha S Watanabe (22275) of eXp Realty (495203)	113.0	23,657,658	209,360
6	Laura Sayers (13644) of Long Realty Company (16717)	56.5	21,911,255	387,810
7	Sandra M Northcutt (18950) of Long Realty Company (16727)	55.0	21,284,400	386,989
8	Peter Deluca (9105) of Long Realty Company (298)	51.0	20,219,346	396,458
9	Tom Gansheimer (12814) of Lennar Sales Corp (128102) and 1 prior office	51.0	18,718,635	367,032
10	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	62.0	18,312,250	295,359
11	Don Vallee (13267) of Long Realty Company (298)	56.0	18,270,924	326,267
12	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	85.0	17,611,800	207,198
13	Lisa M Bayless (22524) of Long Realty Company (16717)	46.5	17,578,417	378,030
14	Don Hatcher (31480) of MTH Realty LLC (5383)	56.0	17,047,953	304,428
15	Brenda O'Brien (11918) of Long Realty Company (16717)	30.5	15,635,198	512,629
16	Janell E Jellison (4774) of Long Realty Company (16706)	30.0	15,324,505	510,817
17	Aaron Wilson (17450) of Keller Williams Southern Arizo (4783)	68.0	15,028,423	221,006
18	Leslie Heros (17827) of Long Realty Company (16706)	38.0	14,971,202	393,979
19	Denice Osbourne (10387) of Long Realty Company (16707)	39.0	14,813,000	379,821
20	Russell P Long (1193) of Long Realty Company (298)	23.5	13,606,000	578,979
21	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.0	13,600,433	1,511,159
22	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	16.5	12,946,400	784,630
23	Laurie Hassey (11711) of Long Realty Company (16731)	33.0	12,863,545	389,804
24	RW Christian (52833) of LGI Realty Arizona (51463)	61.0	12,787,862	209,637
25	John E Billings (17459) of Long Realty Company (16717)	41.0	12,741,403	310,766
26	Patricia Brown (14873) of Coldwell Banker Residential Br (70202)	30.0	12,330,785	411,026
27	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	54.5	12,241,752	224,619
28	Candy Bowen (37722) of Tierra Antigua Realty (286610)	57.5	12,214,741	212,430
29	Gerald L Hause (30852) of Long Realty Company (16728)	24.0	11,933,162	497,215
30	Wanda Fudge (28579) of Long Realty Company (16728)	31.0	11,442,542	369,114
31	Joshua Waggoner (14045) of Long Realty Company (16706)	11.5	11,367,500	988,478
32	Alfred R LaPeter (32582) of Long Realty Company (16717)	25.5	11,249,014	441,138
33	Patricia Sable (27022) of Long Realty Company (16706)	18.5	11,176,900	604,157

Rank	Name	Sides	Volume	Average
34	Anjela K Salyer (30415) of Mattamy Homes (5799)	25.5	11,152,801	437,365
35	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	51.0	11,090,380	217,458
36	Jameson Gray (14214) of Long Realty Company (16706)	17.0	10,951,810	644,224
37	McKenna St. Onge (31758) of Long Realty Company (16706)	17.0	10,951,810	644,224
38	Anthony Boatner (16214) of Keller Williams Southern Arizo (478306)	49.5	10,908,250	220,369
39	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	39.0	10,768,570	276,117
40	Carolyn A. Fox (1420840) of Coldwell Banker Residential Br (70204)	51.0	10,767,872	211,135
41	Vicki L Holmes (19184) of Long Realty Company (16719)	37.5	10,565,100	281,736
42	Nicole Jessica Churchill (28164) of eXp Realty (4952)	40.5	10,332,150	255,115
43	Jim Storey (27624) of Tierra Antigua Realty (286607)	19.0	10,251,000	539,526
44	Eddie D Watters (31442) of Realty Executives Tucson Elite (4983)	43.5	10,243,501	235,483
45	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	30.5	10,127,919	332,063
46	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	15.0	10,105,500	673,700
47	Brian E Nichols (22611) of Tierra Antigua Realty (2866)	15.5	9,932,519	640,808
48	Shawn M Polston (20189) of Keller Williams Southern Arizo (478306)	62.0	9,912,452	159,878
49	Sue Brooks (25916) of Long Realty Company (16706)	23.5	9,818,000	417,787
50	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	47.0	9,740,100	207,236

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—June 30, 2019

Rank	Name	Sides	Volume	Average
51	Jerri Szach (6050) of Long Realty Company (16706)	29.0	9,367,750	323,026
52	Jose Campillo (32992) of Tierra Antigua Realty (2866)	52.5	9,316,074	177,449
53	Jason C. Mitchell (36629) of My Home Group Real Estate (427501)	37.0	9,300,475	251,364
54	Kelly Garcia (18671) of Keller Williams Southern Arizo (4783)	31.5	9,221,200	292,737
55	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	37.0	9,180,250	248,115
56	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306)and 2 prior offices	36.5	9,178,250	251,459
57	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	22.5	9,094,110	404,183
58	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	21.5	8,868,110	412,470
59	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	31.5	8,800,800	279,390
60	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	49.5	8,758,800	176,945
61	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	29.0	8,603,200	296,662
62	Tom Ebenhack (26304) of Long Realty Company (16706)	31.0	8,579,269	276,751
63	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	13.0	8,570,000	659,231
64	Tim Rehrmann (25385) of eXp Realty (4952)	36.0	8,569,347	238,037
65	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	36.0	8,500,654	236,129
66	Tyler Lopez (29866) of Long Realty Company (16707)	36.5	8,448,825	231,475
67	Anthony D Schaefer (31073) of Long Realty Company (298)	31.0	8,224,930	265,320
68	Michael Shiner (26232) of CXT Realty (5755)	36.5	8,219,474	225,191
69	Jim Jacobs (7140) of Long Realty Company (16706)	21.0	8,180,400	389,543
70	Curt Stinson (4808) of Engel & Volkers Tucson (51620) and 1 prior office	32.5	8,156,150	250,958
71	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	20.5	8,128,465	396,510
72	Susan Denis (14572) of Tierra Antigua Realty (2866) and 1 prior office	23.0	8,088,580	351,677
73	Trina M Alberta Oesterle (1420383) of Coldwell Banker Residential Br-70204	28.5	7,895,500	277,035
74	Karin S. Radzewicz (20569) of Coldwell Banker Residential Br (70202)	21.0	7,809,400	371,876
75	Tom Peckham (7785) of Long Realty Company (16706)	20.0	7,767,950	388,398
76	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	31.0	7,670,850	247,447
77	Robert J Helmig (20563) of Tierra Antigua Realty (2866)	25.0	7,437,702	297,508
78	Matthew F James (20088) of Long Realty Company (16706)	20.5	7,414,125	361,665
79	Alicia Girard (31626) of Long Realty Company (16717)	27.0	7,397,865	273,995
80	Roni Benge-Adamson (8355) of Keller Williams Southern Arizo (4783)	24.5	7,361,787	300,481
81	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	31.0	7,352,776	237,186
82	Marian R Soto (28907) of Mattamy Homes (5799)	16.5	7,272,362	440,749
83	Nick K Manning (20102) of Tierra Antigua Realty (286607)	18.0	7,227,590	401,533

Rank	Name	Sides	Volume	Average
84	Paula J MacRae (11157) of OMNI Homes International (5791)	16.5	7,010,000	424,848
85	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	26.0	6,998,800	269,185
86	Jerimiah Taylor (17606) of Keller Williams Southern Arizo (478306)	32.5	6,930,525	213,247
87	Adriana Parada (17474) of Tierra Antigua Realty (2866)	8.0	6,867,765	858,471
88	Angela Tennison (15175) of Long Realty Company (16719)	18.0	6,792,000	377,333
89	Diane Aune (9903) of Tierra Antigua Realty (2866)	17.0	6,771,187	398,305
90	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	21.5	6,735,250	313,267
91	Catherine S Donovan (28185) of Berkshire Hathaway Home Services-356307	23.0	6,733,488	292,760
92	Dottie May (25551) of Long Realty Company (16728)	15.0	6,706,200	447,080
93	Karen A Baughman (20321) of Coldwell Banker Residential Br (70202)	27.0	6,691,360	247,828
94	Cathy A Whalen (17500) of RE/MAX Excalibur Realty (453501)	18.0	6,682,631	371,257
95	Rob Lamb (1572) of Long Realty Company (16725)	17.5	6,677,900	381,594
96	Tori Marshall (35657) of Coldwell Banker Residential 34 (70207)	24.5	6,614,434	269,977
97	Nancy Nhu Ho (35602) of Realty Executives Tucson Elite (498306)	28.0	6,587,600	235,271
98	Heather Shallenberger (10179) of Long Realty Company (16717)	21.5	6,581,359	306,110
99	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	16.0	6,520,256	407,516
100	Serenity Wu (39615) of Coldwell Banker Residential Br (70202)	2.0	6,461,019	3,230,510

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—June 30, 2019

Rank	Name	Sides	Volume	Average
101	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	18.0	6,460,775	358,932
102	Margaret E. Nicholson (27112) of Long Realty Company (16728)	14.0	6,430,200	459,300
103	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	15.5	6,380,465	411,643
104	Timothy R Hagyard (32545) of Long Realty Company (16707)	26.5	6,366,400	240,242
105	Daniel S Yang (28982) of Coldwell Banker Residential Br (702)	26.0	6,144,798	236,338
106	Cathrine L Donau (142000057) of Long Realty - Green Valley (16716)	26.0	6,142,408	236,246
107	Pam Treece (13186) of Long Realty Company (16717)	20.5	6,117,800	298,429
108	Tana R Newton (18103) of Long Realty Company (16707)	24.5	6,112,130	249,475
109	Danae S. Jackson (26717) of Coldwell Banker Residential Br (70202)	20.5	6,055,050	295,368
110	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	27.0	6,045,300	223,900
111	Gary B Roberts (6358) of Long Realty Company (16733) and 1 prior office	22.5	5,987,800	266,124
112	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	23.0	5,970,172	259,573
113	Maria R Anemone (5134) of Long Realty Company (16717)	9.5	5,908,000	621,895
114	Jennifer C Anderson (16896) of Long Realty Company (16724)	24.5	5,900,531	240,838
115	LizBiz Nguyen (27962) of Realty Executives Tucson Elite (498305)	27.0	5,853,500	216,796
116	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	17.0	5,807,321	341,607
117	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	15.0	5,746,604	383,107
118	Thomas J Krieger (17680) of Keller Williams Southern Arizo (478306)	21.5	5,739,025	266,931
119	Elizabeth Bizzy Orr (22768) of Realty Executives Tucson Elite (498306)	14.0	5,735,590	409,685
120	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	28.5	5,735,000	201,228
121	Madeline E Friedman (1735) of Long Realty Company (16719)	13.5	5,722,800	423,911
122	Bob Norris (14601) of Long Realty Company (16733) and 1 prior office	22.5	5,721,300	254,280
123	Ricardo J Coppel (11178) of Long Realty Company (298)	17.0	5,706,200	335,659
124	Lisa Korpi (16056) of Long Realty Company (16727)	20.0	5,704,427	285,221
125	Deborah A Evenchik (9120) of Coldwell Banker Residential Br (70202)	17.0	5,699,000	335,235
126	Camille Rivas-Rutherford (11782) of Coldwell Banker Residential Br (70202)	13.0	5,695,260	438,097
127	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	16.5	5,629,435	341,178
128	Patty Howard (5346) of Long Realty Company (16706)	13.0	5,602,082	430,929
129	Susan M. Derlein (1420144) of Long Realty - Green Valley (16716)	24.0	5,587,400	232,808
130	Tracy Wood (36252) of Russ Lyon Sotheby's Int Realty (472203)	16.0	5,571,800	348,238
131	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	18.0	5,536,200	307,567
132	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	23.5	5,533,768	235,479
133	Carrisa R Martinez (22020) of Russ Lyon Sotheby's Int Realty (472203)	15.0	5,530,490	368,699

Rank	Name	Sides	Volume	Average
134	Rolando Verduzco (29373) of RE/MAX Select (51543)	24.5	5,525,050	225,512
135	Cindie Wolfe (14784) of Long Realty Company (16717)	19.0	5,494,500	289,184
136	Melinda L Akowski (26025) of Coldwell Banker Residential Br (70202)	19.5	5,469,950	280,510
137	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	21.0	5,448,430	259,449
138	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	19.5	5,420,900	277,995
139	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	26.5	5,402,250	203,858
140	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	18.5	5,352,690	289,335
141	Greg McCown (10953) of CENTURY 21st American (105)	22.5	5,339,300	237,302
142	Christian Lemmer (52143) of Engel & Volkers Tucson (51620) and 1 prior office	16.0	5,339,100	333,694
143	Calvin Case (13173) of OMNI Homes International (5791)	24.5	5,284,344	215,688
144	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	9.0	5,275,500	586,167
145	Tim S Harris (2378) of Long Realty Company (298)	15.0	5,222,604	348,174
146	Mary Vierthaler (12199) of Long Realty Company (298)	17.0	5,168,300	304,018
147	Lynn Tofel Dent (32852) of Realty Executives Tucson Elite (4983)	11.5	5,161,150	448,796
148	James L Arnold (142000775) of Tierra Antigua Realty (286614)	11.0	5,140,359	467,305
149	Oscar J Ramirez (5010) of Long Realty Company (16727)	7.0	5,133,600	733,371
150	Alison P Hurd (8440) of Hurd Homes, Inc. (3906)	14.0	5,105,650	364,689

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