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JULY 2019

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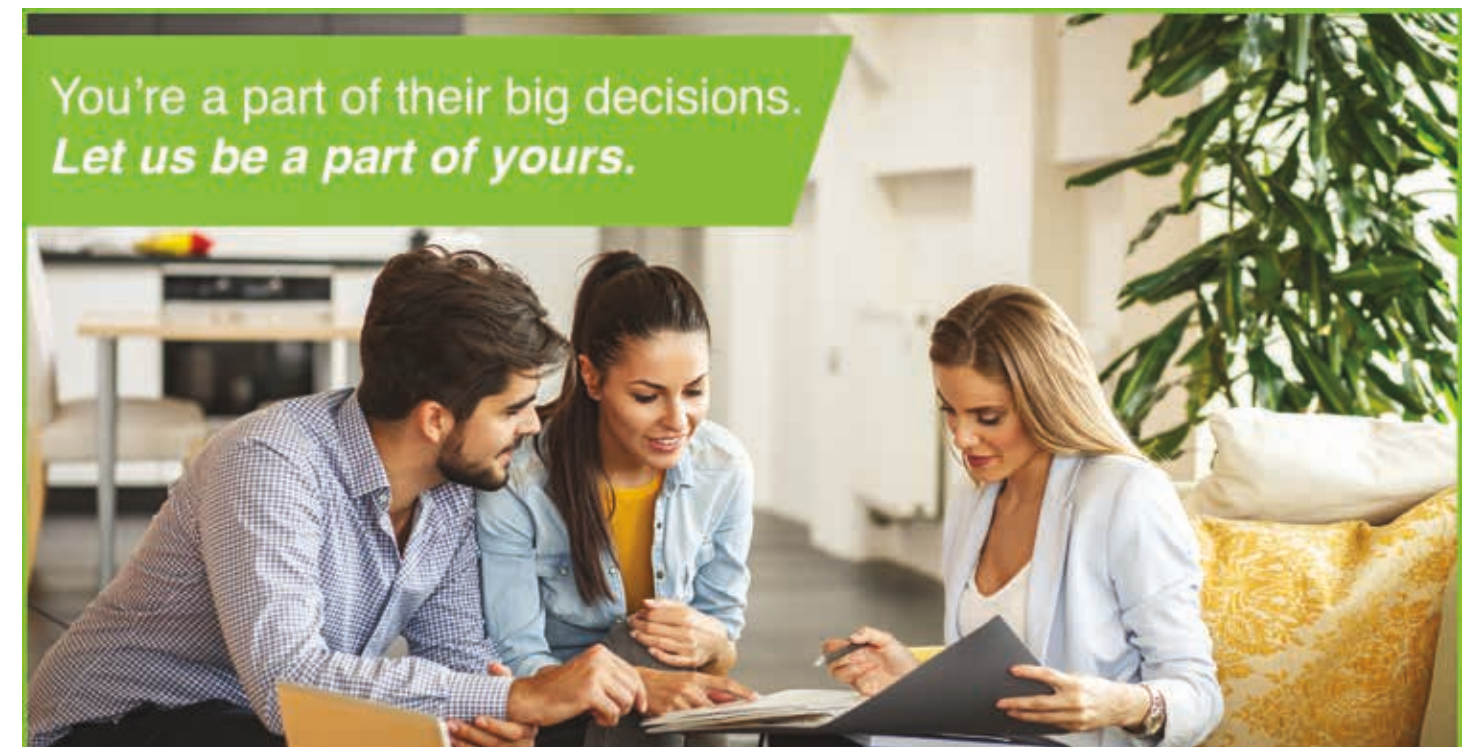
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# JOREY RAMER

FOUNDER/CEO, SUPER



*Reinventing the Home Warranty Industry*

**“Super is reinventing the home warranty industry. We use technology to deliver a better experience for homeowners -- from the ease of scheduling services through our mobile app to the convenience of cashless transactions with our digital payment system. And we also know caring for a home means more than just fixing breakdowns. That’s why we also coordinate many home maintenance services, from pest-control service to carpet cleaning.”**

#### SAY HELLO TO SUPER

As the Founder and CEO of Super, Jorey Ramer’s background is deeply rooted in technology. He began his career by helping to start two business units of Trilogy Software, one of the world’s largest privately-held software companies, and moved on to become the Founder and Senior Vice President of Emerging Business at Jumtap. In that time, he became the first named inventor on over 100 patents in mobile advertising.



The Super team  
photo by Daniel Telles

The idea for Super was born from a personal experience. When Jorey and his wife moved from Boston to the Bay Area, they purchased their first home. As long-time renters, they were used to paying the same amount month to month and having someone else maintain their home.

Like any renter, “I knew what to expect in costs, and I had one person to call when I needed help -- the building super.”

Faced with the new challenges of homeownership however, Jorey and his wife quickly discovered there was a stark difference between renting and owning.

“Homeownership is completely different” Jorey explains. “It takes too much time and money, it’s too unpredictable, and it’s difficult to budget for inevitable breakdowns. I started searching for a solution. For decades, companies were looking to make homeownership easier, but none of them gave me the experience I was looking for.”

As a new homeowner, Jorey also had a home warranty -- but as he says, the service was terrible.

“That’s when I saw an opportunity to create a company that could shake up a constantly complained-about industry that hasn’t seen innovation in decades: home warranty. A home warranty covers the cost of breakdowns, which are serviced by a network of technicians, offering a component of a renter-like experience. There was a huge opportunity to improve a homeowner’s experience when it comes to caring for their home and offering a service that goes beyond just fixing things when they break.”

With Super, Jorey aims to help people enjoy the dream of home ownership without the drawbacks. Super makes maintenance expenses more predictable, prevents problems before they occur, and gives homeowners a one-stop shop for all of their home services.

“Top producing real estate agents take great care to make sure their clients get the best experiences at every stage of the home buying process. You need to make sure your home buyers also get a great experience with the home warranty you recommend, and they live with for years after purchasing their home.

“Super’s mission is to make caring for a home 100% carefree.”

••• TECHNOLOGY SOLUTIONS

Super is a technology company at its core. The company utilizes technology in everything it does to make life easier for homeowners. Super provides a mobile app for ease of service requests and scheduling, servicer tracking to follow the arrival of your service provider in real time, a digital record of the work you've had done to your home, and a cashless transaction system that offers a seamless payment process and detects fraud.

"Like any technology-focused business, we are a catalyst for change. As a result, we will inspire the entire industry to evolve. We have already seen other companies in the sector working to bring about change in their organizations seeing the threat of technology disruption."

"The long-term vision," Jorey says, "is eventually to cover 100 percent of your repair and maintenance in your home. You will never have to pay for anything because everything will be included in the subscription."

Jorey and his team work day in and day out to ensure that this their technology saves homeowners time, money, and the stress associated with the repair of their homes.

"Super's team of talented, passionate, diligent, and honest people are the biggest difference-maker in the success of the businesses. Everyone has an incentive to do the right thing for the client, service providers, real estate agents, and employees," Jorey says.

"They do so not only because that is reflective of the type of people they are, but also because it pays dividends for the business. When there is ambiguity, we lean in the direction of what's good for the customer."

Super's fast-growing team includes more than 50 people across all de-



Photo by Daniel Telles



Photo by Daniel Telles



Photo by Daniel Telles



Photo by Daniel Telles

partments: sales, marketing, engineering, and operations.

And according to Jorey, "The best part of my job is the people I spend my time with every day, and that we're working together to help homeowners manage their most valuable asset. Homes generally are not only the largest percentage of people's net worth, but they are also the most loved item in their lives."

Outside the office, Jorey enjoys spending time with his wife and daughter. "We have a ten-month-old baby, so at this point, my wife and I pretty much spend our days chasing after her since she's discovered how to crawl. Once she's older, we certainly hope to return to enjoying travel and the outdoors in the Bay Area."

Looking forward, Jorey and his team remain focused on growth and building a business that can provide services to help make life a little easier for more homeowners.

For more information, visit [www.hellosuper.com](http://www.hellosuper.com).

# REAL PRODUCERS SUMMER SOCIAL







# Inspector's CORNER

## THE BASICS *Everyone* CAN FORGET



After years of being in the industry and meeting and getting to know top agents, I've learned that whether they're individual agents, members of teams, or team leaders, so many things that they do are the same.

First, they still use mentors and coaches. Some just have a couple agents they use to review ideas and goals, while others are in formal or informal mastermind groups. Few, if any, successful agents (or other business owners) truly do it alone.

Next, you must really understand that you only have so many hours in the day. Learning how to succeed in real estate goes hand-in-hand with learning to make the most of every minute. Increase your efficiency, profitability, and overall real estate success with these simple but super important tips:

Prioritize, prioritize, prioritize. Each day, create a to-do list of tasks based on how important they are and the deadline. Then, outline your professional and personal schedule based on those priorities.

Maintain your schedule and to-do list. Neither will serve any purpose if you don't keep them updated. Before your workday begins, revisit and update both. Keep them with you so that you can make changes, note cancellations, and add obligations as they come up.

Spend most of your time prospecting for new clients and contacting current ones. These two activities should consume about 80 percent of your time. Specifically, place the tasks that are needed to finalize a real estate deal at the top of your list. Such duties include: clearing

contingencies, property inspections, title checks, and ensuring that buyer financing is approved. These things directly impact your bottom line and the needs of your clients, so they should always come first.

Don't neglect your other duties. Remember that you are technically a small business owner. Make sure you leave enough time to manage your marketing efforts, maintain your client database, and complete administrative functions. While lower on your priority list, you should still allot about 20 percent of your time to these tasks to keep your business running well.

Put your clients first. Ultimately, you have to meet the needs of your clients. If they don't want to text or IM, or they insist on doing all paperwork in-person, don't ask them to do something that makes them uncomfortable.

Remember: What separates the top earners from the rest of the real estate crowd is how they spend their time. That doesn't mean that you have to become a workaholic. You can learn how to succeed in real estate and still have time for family, friends, and personal pursuits. A good place to start is by adopting these organization and time management strategies to maximize the hours you do spend on the job.

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# DIERKS BENTLEY'S Whiskey Row By Robyn Moore

Dierks Bentley's Whiskey Row is an American gastropub unlike any other. In a crowded space, the local restaurant and bar stands out with award-winning food and drinks, exhilarating nightlife, and a rock and roll attitude inspired by the country superstar himself.

Located in Gilbert's Heritage District on the southeast corner of Gilbert Road and Vaughn Avenue, just south of the U.S. 60, Whiskey Row is one of many award-winning concepts by Riot Hospitality Group (RHG). The first Dierks Bentley's Whiskey Row opened in Scottsdale in 2013, followed by the Tempe location in 2015. Whiskey Row Gilbert, the third establishment in Arizona, opened its doors in March 2017 and has been the go-to spot in the East Valley for live music and modern American gastropub cuisine ever since.

The 8,700-square-foot restaurant features a 4,600 square-foot patio with cornhole and ping-pong, among other fun backyard games, a large dance floor and stage inside, and huge windows facing out to downtown Gilbert. Guests enjoy TVs throughout the venue, live music on the weekends along with daily food and drink specials, dance lessons and fun for the whole family.

Open daily for lunch, happy hour and dinner, Whiskey Row's menu boasts modern American fare made from scratch using premium and local ingredients. From southern-inspired appetizers and salads, to delicious burgers, sandwiches and entrees, the restaurant offers something for everyone while being a trendsetter in the local food scene. Popular dishes include the Southern Fries, Beer Can Rotisserie Chicken, the Whiskey Burger, BBQ Pulled Chicken Sandwich and Harris Ranch Prime Flat Iron Steak. The family-friendly venue also serves a great kid's menu and table activities for the young country fans. On Mondays, kids eat free all day with the purchase of any adult entrée.

Weekends are always packed at Whiskey Row for their Backyard Brunch. Offered Saturdays and

Sundays starting at 9 AM, guests pack the restaurant to enjoy live music, patio games and one-of-a-kind brunch dishes and drinks. Popular items include the breakfast sliders, Blueberry Moonshine Pancakes, Corn Cake Benedict, and Chicken and Waffles which are served until 3 PM.

In addition to the food, Whiskey Row Gilbert features two bars, led by their signature cocktails and more than 50 beers on tap. They are known for their handcrafted Redneck cocktails made with premium spirits and beer, along with other unique concoctions.

Whiskey Row Gilbert was designed to reflect the Town of Gilbert's agricultural roots while instilling contemporary finishes to provide the restaurant with the ambiance of an agriculturally inspired warehouse.



"This Class-A restaurant was developed using best-in-class construction featuring reclaimed woods and steel, with an emphasis on high ceilings and natural light, giving the restaurant the feeling of an old barn or trading post," says Ryan Hibbert, CEO of Riot Hospitality Group. "The restaurant's entrance and exterior windows face Gilbert Road, which really fosters connectivity to the lively, pedestrian-friendly downtown atmosphere, while also providing significant frontage for everyone that passes by."

The restaurant boasts ideal space for any type of private event. Whether it's a family party, client get-together, charity event, or even a rehearsal dinner, Whiskey Row Gilbert can host the perfect celebration for any occasion. The full patio can be sectioned off to hold up to 150 people. Other spaces



in the restaurant can be semiprivate and hold anywhere from 30 to 60 people. Or if you are looking for something bigger, a full buyout of the venue can hold up to 600 people.

There are four Whiskey Row locations, three in Arizona, one in Nashville, and two more in development. Creating unique environments like Dierks Bentley's Whiskey Row for all their five concepts - El Hefe, Hand Cut Chophouse, Farm & Craft and their newest concept Riot House - have made Riot Hospitality Group some of the most successful hospitality concepts in the country, with multiple locations throughout Arizona, Illinois, Tennessee and Colorado.

Dierks Bentley's Whiskey Row Gilbert is located at 323 N. Gilbert Road in the booming downtown district and is open daily - Monday and Tuesday from 11 AM to 12 AM, Wednesday through Friday from 11 AM to 2 AM, Saturday from 9 AM to 2 AM and Sunday from 9 AM to 12 AM. For more information, to make a reservation or book your next event, visit [www.dierkswhiskeyrow.com](http://www.dierkswhiskeyrow.com).

featured agent <<  
By Jacob Cabezudo

# STEVE CHADER

**Forty-two years into his highly decorated career in real estate, Steve Chader has had an unwavering passion for the industry. Always having another chase in this ever-changing business, Steve's aim is to mesh traditional real estate with the latest technology to continue his success, and ultimately, leave a lasting legacy.**

Over four decades ago, Steve moved from upstate New York to Arizona to attend ASU. However, the only class he would attend was the one to get his real estate license. The day after he obtained it, he sold a house, and the rest is history.

When he began, Steve dedicated himself to knowing as much as possible about the business to set himself apart. He studied contracts, fair housing, lending, the market stats, construction, and much more to prove to those who thought he was too young that he was more than capable to hold his own in this industry. It was then that he learned the most important lesson: "People don't care how much you know until first they know how much you care."

...



...

In the late 80s and early 90s, Steve’s production grew, and he began building a strong team—a rarity back then. However, with the business closing more than 20 transactions per month altogether, the team left him. The only way Steve could bounce back from that was to focus on rebuilding while not focusing on merely the outcome; instead he emphasized the process.

Realizing that his income would be the average of his closest peers and friends, Steve was intentional about finding the right coaches to support his desire to rebound. With the knowledge to identify talent, profile personality types, lead, and manage, Steve practically picked up where he left off. Throughout his career, he has been consistently excellent, being recognized as a Top 1% REALTOR® in the United States. He has won a Lifetime Achievement Award as well as the Southeast Valley Regional Association of REALTORS® “REALTOR® of the Year.”

One of Steve’s greatest influences and sources of inspiration is Gary Keller. Steve met Gary in 1997, and Gary was very impressed with Steve’s work—so much so, that Gary included Steve in his bestselling book *Millionaire Real Estate Agent*. Steve was one of 52 agents that Gary highlighted for his outstanding business practices. One of the most important things Steve learned from Gary was that there is a system and model that can fix anything. You have to find it or create it and then execute it consistently.

What Steve has discovered in his many years in the industry is that his teaching of other agents goes hand-in-hand with his continuous acquisition of knowledge of the business. He realized that you have to know the business inside-out in order to teach it, but as he taught, he learned

...



Photo credit Cyndi Hardy



Steve Chader's family



Steve and Jill Chader  
Photo credit Cyndi Hardy

even more. So, Steve has dedicated more time to teaching in order to advance. His constant hunger for information and improvement drove him closer to his passion for investment real estate.

Steve co-authored a national bestseller of his own entitled *HOLD*. He now travels the country teaching people how to build wealth with real estate. The impact of his book has been felt not only in his family and circle of friends but also across the country.

“People do business with you when they know how much you care.” It’s a sentiment Steve has genuinely believed in, especially since the first stage of his career. Whether it’s teaching agents, educating clients, or serving the community, Steve goes out of his way to show people he cares.

Steve’s community involvement includes serving church, town council, chamber, local communities, and the Board for KW Cares which has raised and distributed \$37 million to people in need such as those affected by Hurricanes Sandy and Katrina, the fires in California, and the floods in Houston.

Currently, mindset is everything for Steve. Putting others before himself, focusing on abundance over scarcity, and living purposefully are all paramount in his life. Improving his leadership skills has also been a focus of his. As Steve says, “Leadership is everywhere. You must lead yourself, your family, your finances, your business, your co-workers, your clients. Everything encompasses leadership in some form or fashion.” A certified Maxwell Coach and trainer for *Fierce Conversations*, his thirst for knowledge is still there as well as his passion for helping the next generation of agents.

Steve is passionate about the great outdoors and traveling. From camping to hitting the dunes racing his sand car, Steve is about getting out and enjoying life. His latest travels have been to Switzerland and Tahiti, with many more global trips on the bucket list.

For aspiring agents, Steve suggests that as a REALTOR® you should be the first buyer on every listing. As a real estate professional, he questions why you would not look at every listing as an opportunity to add to your portfolio. You can’t buy them all, but you should look at everything as an opportunity.

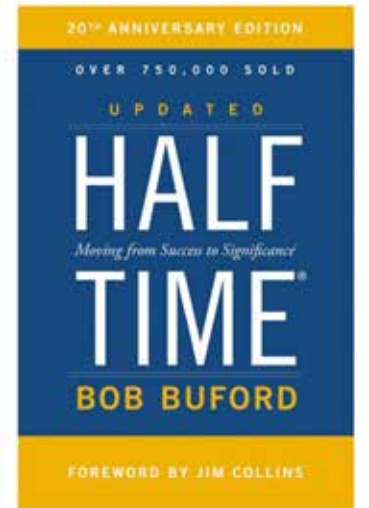
Steve’s favorite part of being a REALTOR® has changed over the years. First, it was about personal accomplishments. Ultimately, it morphed into becoming a servant to others. He received the satisfaction of helping others build wealth—now it’s the privilege of giving others the opportunity to be a part of his vision and future legacy.



» book review  
By Scott Warga

# HALFTIME:

*Moving from Success to Significance – Bob Buford*



**Every now and then I’m compelled to go back and read a book from years past. The first time I ran across the book *Halftime* by Bob Buford was about 1996.**

In 2015 the book was republished as a 20th anniversary edition and some significant edits were made, so I bought a new copy.

It’s rare that someone can improve a masterpiece, but I believe that’s exactly what Bob Buford did in this book.

*Halftime* looks at your life kind of like you would look at a football game. After the first two quarters are over there is a break where your performance is re-evaluated, and a plan is put together for the second half of the game. That’s a great analogy, however, in life we do not actually know when our game will end. You might think you have another 20 or 30 years left, but you could also be in the final two-minute drill.

We only get one life, and the urgency of getting on with what we are meant to do increases every day the clock is ticking. This book brings that to a very specific light.

I’m not alone in the opinion that this is a great book. It’s reviewed by people like Ken Blanchard, co-au-

thor of the *One Minute Manager*, Dennis Blake, co-founder of Imagine Schools, David Bradley, chairman of Atlantic Media company, Peter Coors, vice-chairman of the board for Molson Coors brewing company, Stephen Covey, best-selling author, and Rick Warren, pastor of Saddleback Church, just to name a few.

For years, many people had jobs, and that job was just simply a way to earn money, but in the last generation or two, people have searched for jobs that they enjoyed, that they could turn into a career, or that fulfilled them in some way. This book is about making sure not only that your job is fulfilling, but your life is, as well. It creates new challenges and unprecedented challenges—it also demonstrates how to masterfully address those challenges.

The book (and your life) is broken into three parts. Part one of the book is the first half and learning to listen to that gentle whisper. Part two is finding your one thing and moving from success to significance. Part three is living the second half; regaining control and playing for all you’re worth.

The author is a Christian and that’s plainly obvious by reading the pages, however, this book is not strictly a spiritual one. In fact, I would say that this book is also a political one. Many of us realize that modern government is not capable of taking care of the community and social problems, and

neither is the free market. There’s a growing awareness of the need for a new sector whether you want to call it an independent sector or nonprofit or social sector does not matter. Citizenship as a working volunteer once again becomes a reality in this book.

As I said at the beginning of this review, this book was republished as a 20th anniversary edition and I recommend getting the new edition. When the first edition was published, cell phones were not common, and many people did not have access to the internet. The book has been updated with new stories, a new chapter that helps you address how to fulfill that significance without quitting your job, and a revised set of questions for discussion at the end of the book should you decide to read this with a group of others. It also has some additional coaching in the book from people that read the previous version and found success.

I will offer one warning about this book—it can change your view on certain things. Do not read this book if you want your life to be easy and comfortable. Do not read this book if you want to coast to the finish line. Do not read this book if you want to be a taker rather than a giver. However, if you have a deep desire to be of use to others, to learn and grow right up until the day you die, you will find this book a refreshing challenge.

This is a book that should and will be read on many different levels. It’s a book that will speak differently to different people. It is also a book that will have a meaning in a message for all of those who read and comprehend its pages.

Finally, this book can and should be read as a story of growth from knowledge into wisdom. If this is something that you desire, this book is a good place to start.

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Q & A  
WITH

# Max Dewitt

EAST VALLEY EXPERT WITH REALTY ONE GROUP

## Can you tell us a little about yourself and how you got into real estate?

I was born and raised here in the East Valley. I am a fourth generation Arizona native, and my son (and daughter on the way) makes it five generations! I graduated from ASU and then failed out of medical school, got divorced, had a quarter life crisis and wound up in real estate in 2014. I met my wonderful wife in 2015, have been married for three years



Max and Elle Dewitt

and we have a little girl on the way. We love to get outside and honestly, love to work. We get to be together and help people we care about and even find ways to get our son Waylon involved. He probably knows more about this business than most agents. My wife (who is also an agent) and I together average about one house a week, and approximately 50 homes a year. We have eight agents that make up The Steadfast Group. In 2018 we did 108 homes sales and about \$32 million in production.



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## In hindsight, is there anything you wish you had done differently as a new agent?

Be more assertive. I had a lack of confidence when I first started out, and in my opinion, I lost out on opportunities as a result of that. I also built a custom home that I couldn't sell. These mistakes cost me time and money and were a huge learning lesson.

## What does a typical day look like for you and what are your hours?

Normally I'm up at about 5:30am. I leave the house between 7am and 8am, take Waylon to school, get to the gym, then to the office for a few hours. I wish I was better at keeping a set schedule, but I find some of my most productive days are when I can make time for an unexpected showing or meet a new client. My days tend to be pretty long. I'm usually working through transactions with my wife or sending emails after our son goes to bed, but I make it a priority to find time to dedicate to my wife and son throughout the day. This business is stressful, and if you care about your clients, it's hard not to work. So often, your own life gets neglected. Being able to really maximize the family time we have together takes discipline but it's worth it!

## How do you survive the summers/slow times?

Every year is different. During slow times I focus on my marketing. For example, I like to send CMA's to those that may be ready to sell. We usually come up with a good list of new clients and prospects.

## How do you stay engaged with past clients?

We like to keep it basic. We focus on interpersonal relationships and try our very best to follow the "golden rule." I send holiday cards, thank you cards, and postcards with seasonal messaging, and I take it one step further and have extras printed to hand out as necessary. I always take time to personally and sincerely engage on social media. I like to host client events like Easter egg hunts, movies, shoot out competitions, etc. I always post these on social media as that's great for referral business. My repeat clients and referrals amount to about 90% of my business. I don't do any farming and I stay as far away from Zillow as I can!

## What is your recipe for a successful open house?

My agents do the open houses. We always advertise on social media and go door to door and invite the neighbors. We utilize the open houses to network the neighborhood and always use 20 signs.

## What Valley area do you anticipate being the next hot spot?

I like watching the freeways grow and tend to focus on those specific areas. I also use that as an opportunity to educate potential clients, which helps them make informed decisions on the neighborhood they want to buy in.

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Home Warranty

# KIMBERLY TOCCO

►► real story  
By Jacob Cabezudo

## Tenacious (Noun):

persistent in maintaining,  
adhering to, or seeking  
something valued or desired

...

There is a deep, meaningful purpose behind the alias “Tenacious T.” Kimberly Tocco gave herself this name because for everything good or bad she has been through, she has truly been tenacious. Failing to be crushed by the adverse situations, tragic events, and daunting challenges thrown her way, Kimberly kept getting up like the superhero she has become.

A lot of things could have kept Kimberly down. She suffered through an abusive relationship with her first husband. He was a drug addict and alcoholic, and he physically abused Kimberly. In fear and in a true act of courage, she fled with her then-infant sons, two-year-old Brian and one-year-old Jason. Kimberly was a single mom, and money was hard to come by for a while. Even then, there was no quit in her. Within two years, Kimberly bought her first home as a single mom and never looked back.

After remarrying, her young family was hit hard by the market crash in the mid-2000s along with the discovery that one of her new twins had autism and the oldest was diagnosed bipolar. They lost everything and ended up renting. Unfortunately, the worst was yet to come.

In 2011, her son committed suicide when he was only thirteen years old. It was a crushing blow to Kimberly and her family who had been trying to persist through tough times. It took her a while, but Kimberly wasn’t going to stay down forever.

“In January 2013 I felt a big kick in my a\*\* that said, ‘Stop feeling sorry for yourself’... I had to do something. I couldn’t live this way anymore. So, we took our tax return money, and I went through real estate school.” She wasn’t expecting to be in the business long. The only reason she got her

license was because there were no REALTORS® willing to help her family buy a home of their own. Kimberly fought that, too, and closed on their first home since the crash within two months of receiving her license.

Once licensed, however, Kimberly came to a chilling realization: Who was *she* to try to start real estate right then? “How am I going to do this?” she asked herself. “I don’t have two cents to rub together for marketing ... But I knew the one thing I always had was tenacity. I’ve experienced wonderful things, horrible things, but through it all, no one could really change me. I’ve always been really tenacious about what I want.” Thus, spawned Kimberly’s now famous persona—Tenacious T.

The game plan from the get-go was to let everyone know that she was Tenacious T. “When I’d be in the office and



Kimberly’s oldest son, Brian Legere



Kimberly’s twin sons, Peter and Joey



“

**Failing to be crushed by the adverse situations, tragic events, and daunting challenges thrown her way, Kimberly kept getting up like the superhero she has become.**

”

introduce myself, I would literally say ‘Kimberly Tocco, Tenacious T.’ And they would look at me and think there’s a crazy lady in the office. But I’m also a total geek—I love superheroes. And I knew I had to put myself in that frame of mind to feel confident enough to be in this tough, tough business.”

When Kimberly and her family closed on their first house, along with their new home came a renewed joy in their lives. “There was something so significant,” she said, filled with emotion, “about having your feet on a foundation again. It was really life changing. When we walked into the house, I’ll never forget that day and the look on my husband’s face. It was the first time I saw something sparkle in his eyes,” since the loss of their son two years prior.

Moving into a new home marked a new era for growth in Kimberly’s life. She is now a successful agent with EXP Realty, famous for her Tenacious T persona. As for the future of her business, Kimberly is looking to more aggressively market herself and her listings.

“I love marketing,” she said. “I’ve been able to build my business 100 percent through social media and marketing and diverse ads.” Her ads have actually attracted the attention of HGTV, scoring her a role

...



• • • in the inaugural episode of *Pool Hunters*. Even more, Kimberly is getting a real estate-themed podcast up and running called *That Bitchin' Real Estate Show* as well as continuing on her “Tenacious Eats” and “Tenacious Listings” shows.

Kimberly is also a huge advocate for suicide awareness and prevention. “I’m diving deeper into what I call the ‘Stigma 13,’” she described. “The fact is, speaking about suicide is such a stigma.” Kimberly suggests that people who have suicidal thoughts should be met with the same type of sympathy and help as someone who is diagnosed with cancer, for example. Rather than taking them straight to a psychological evaluation, Kimberly is envisioning an auditorium-like event with guest speakers providing a safe space for those at risk.

And for those who have experienced the loss of a loved one to suicide, Kimberly says that everyone grieves differently. “There is no right or wrong way. If someone’s whispering in your ear that you’re not grieving correctly, they don’t have a clue. Everyone’s different. Listen to yourself very carefully, and then reach out and ask the right questions to the right people.”

From the awful to the amazing, Kimberly has endured and come back stronger each time. Looking back on her son’s death, Kimberly believes that the terrible experience opened her eyes, in a way. “The devastation of that put me in a place where I can emphasize and connect with people that I was never able to before.”

Tenacious T may be her alter ego, but gratefulness is the second most significant trait Kimberly Tocco displays in her life. “I’ve been dealt a lot of blows,” she explained. “But I’ve had a lot of wonderful things happen to me in my life. Too many to even cover.”

“No matter how bad things get, something good is out there, over the horizon.”—Green Lantern



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# TELENE MONTEVERDE

► on the rise

By Jacob Cabezudo

*“Good is the biggest enemy of great.”*

*It is a phrase that says a lot about the mindset of Telene Monteverde. Sure, you can be content with being good at real estate. Or you can strive to be the best REALTOR® you can be to serve your clients, benefit your community, and provide for your family. Telene, so early in her business’s growth, already has the drive and the skill to do all three.*

Telene, a small-town girl from California, built the foundation for a hardworking career with an emphasis on integrity because of her gritty job for the U.S Forest Service and her Christian upbringing. She also worked as a legal secretary and for a property management company, both having an impact on how she would run her business today.

Having only been at it for 18 months, Telene’s production reflects what a majority of real estate businesses look like after multiple years. Last year (her first year), she totaled \$4 million in volume, and this year she is already outpacing that number as part of Blake Clark’s team.



Eric and Telene Monteverde

“When working with clients, Telene makes sure they don’t feel as though they are just a number or a paycheck, and that mindset has helped her forge meaningful, lasting relationships with them. Perhaps the biggest way she makes these bonds is as important as it sounds—elementary. She listens.”

...

• • •

Why real estate? It all comes back to helping clients. Everything she does when working her business revolves around making her clients happy.

When working with clients, Telene makes sure they don't feel as though they are just a number or a paycheck, and that mindset has helped her forge meaningful, lasting relationships with them. Perhaps the biggest way she makes these bonds is as important as it sounds—elementary. She listens.

"I know that sounds really simplistic, but I do listen. I try to get to know them beyond the level of business—what's important to them, what their family is like, why they're moving. More often than not, I listen to them because I want to buy them a closing gift that's meaningful to them." Usually, this leads to a genuine friendship between Telene and her clients.

Telene always answers the phone and checks her emails. How extensively available she is for her clients is what sets her apart from other agents. Part of being available is being on time. She makes sure she is always on time not only to show professionalism, but also to show she values her clients' time. Even the future of her business is focused on helping as many people as possible.

Acquiring rental properties to provide additional income for her family is something Telene wishes to focus on more down the line. However, starting is the most difficult when it comes to rentals.

"I went to the Real Producers event ... and it just dawned on me that I am like everyone else out there that has an idea about buying a rental property but doesn't know where to start." Guided by those that know about rentals and inspired by the book *Rich Dad Poor Dad* by Robert Kiyosaki, Telene has readied herself to take the steps toward having another stream of income that many more REALTORS® should consider creating for themselves.

"I've made a goal that by the end of this year, I will have a rental property. Something that makes money without having to actively hustle for it every day. It's something that I feel can really propel my family forward by producing income in a different way." And already, in collaboration with Blake Clark, she is acquiring two homes to start her rental portfolio.



Telene just celebrated her 16th wedding anniversary with her husband, Eric. They have two daughters, and as a family, they enjoy going to Tempe Town Lake or Roosevelt Lake. In her free time, she likes to listen to stand-up comedy, attend seminars, and read self-growth books.

For potential rising stars out there, Telene says you have to stay humble as you grow. She also advises not to "overshare your success" so you can remember why you started in real estate in the first place.

Telene believes her biggest obstacle in her business today is herself. "Sometimes it's not having the confidence in myself or talking myself out of doing something because I feel like I'm going to feel dumb. Or, I don't want to fail ... The only way I get over it, is I do what I tell my kids: 'It's okay to be nervous and scared.' Then, you do it anyway. I think you just get to the point where you *have* to. You're making the choice of: I'm going to be terrified all the time, or I'm going to accept that I'm terrified of these things and I'm going to do it anyway."



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# Who are your favorite industry instructors, and what classes have you found most valuable in growing your business?



**TIFFANY JONES, DPR REALTY**

My all-time favorite real estate class is the GRI Contract class. I learned more about the contract in that two-day class than I had learned in the 5 years of doing real estate, and all of my previous 5 years of CE classes. I recommend this class to every new agent I mentor.



**ZACK BENNETT, PROSMART REALTY**

Some of the best classes that I have taken are MLS classes, zip forms, and title and escrow. These types of classes teach you stuff that is used every day in the real estate business. Plus, after 18 years one can only take so many agency classes.



**KINDAR ASHFORD, EXP REALTY**

I love Dax Watson legal issues classes! I always learn something new and enjoy the real-life case law stories he tells as they pertain to Arizona real estate. A “Dax” class teaches you how to never have the need to retain his services.



**AUKESHA CHERRY, MOMENTUM BROKERS**

Brandon Tracy’s 8 Powerful Steps to Generating Referrals & Building a Profitable Database is the best class I’ve taken. I loved that it presented an honest, scalable approach to growing a profitable real estate business. The class also provided strategies that are helping me to build better relationships and offer solutions to more people that need and actually want my professional services.



**ANGELA MELANCON, MY HOME GROUP**

Justin McLellan with Elevated Ed. Justin’s classes are amazing! He is extremely easy to understand and follow along with and he keeps you entertained the entire class! You could be a brand new agent or an agent in the business for years, and you will leave learning something new to apply to your business. His classes are never the same, as he makes sure to evolve and update his trainings weekly to keep the information current and relevant. He has so much energy, knowledge and passion about what he does and he truly cares about agents and wants to see them grow their business. He believes it’s not just about surviving this crazy, wonderful job, but providing for your family and becoming the most successful agent you want to be. I highly recommend looking up his training program with Elevated Ed and attending any of his classes!



**DAVID PULLON, THE AGENCY**

Steve Chader is the co-author of the best selling book HOLD. An incredible guide to building wealth through real estate. As an instructor Steve takes it multiple steps further. I can say without question he is one of the most brilliant minds not only in real estate, but in all aspects of business... and Oh, he’s a great guy too! Steve is the instructor that epitomizes the saying “Give a man a fish and feed him for a day, teach a man to fish and feed him for a lifetime”. He wholly and fully gives of himself, his time and his knowledge. Whether he is teaching HOLD or Leadership classes, Steve is a must see and someone you want to know. Should you have an opportunity to meet Steve Chader, you will be better for it.



**JENNY REBECCA RABATIN, REVELATION REAL ESTATE**

Solar Panel Training taught by Dana Booth, assisted by Ulises Mejia. I will never again be afraid to list or buy a home with solar panels. I can’t believe how much I didn’t know, and how valuable the knowledge of this training was! I felt like a pro when I walked out, and am in a much better position to answer my clients’ questions.

The Trust and LLC Title Training? I forget the name, taught by Grand Canyon Title. Oh



**KATE MATTESON, KELLER WILLIAMS ARIZONA REALTY**

The best RE Class I’ve taken is hands down - Mastering The Residential Resale Transaction rCRMS – 2-day class taught by Jesi Wolnik and Marge Lindsay. In my opinion, this should be a required class by ADRE!



**REBECCA BENNETT, SHADOW HAWK REALTY**

Attending continuing education courses is a requirement for all REALTORS®, but does that mean they’re all the same? Definitely not! Classes don’t have to be boring and dull to qualify for CE credits. There are several instructors in Arizona who make it their mission for it to be a fun, engaging, and interactive experience. So next time you’re scrolling through the SEVRAR class list, try one of Holly Mabery’s classes. She loves the real estate industry and has a great sense of humor. You’ll be glad you did!



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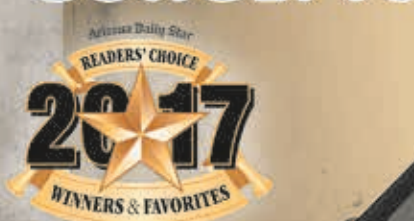
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Summertime is quickly spreading throughout the Valley, which brings hotter temperatures and more opportunities for us at the Southeast Valley Regional Association of REALTORS® (SEVRAR) to provide additional resources and benefits to our members. Ensuring our members are receiving phenomenal services through our multiple engagement avenues is paramount to us, and continuing to build upon that success is something that we all strive for every day.

The merger between SEVRAR and the West Maricopa Association of REALTORS® (WEMAR) is moving along nicely, and a significant project that we have tasked both of our respected memberships is coming up with a name for their new association. A special task force will review all the names that members provide, and the top five names will be up for a vote. It is important for both associations to involve our members throughout this process because this new REALTOR® Oasis in the Valley could not be possible without them. Members of both associations have had two weeks to submit names they feel best represent

- the new association for future years to come with key factors that include the following:
- Highlighting that we are a REALTOR® association that services 30 municipalities, cities, and towns throughout Maricopa, Pinal and Cochise Counties.
  - Being inclusive to all the areas that we service and our more than 23,000 members.
  - Demonstrating that the new association brings value, service, commitment, and a sense of community to its members.
  - Being approved by the other surrounding REALTOR® associations.

The vision of naming the new association will incorporate what we intend to build upon, which is ensuring that our members view their REALTOR® association as one of the flagships in the state and across the nation.

Providing our members with a plethora of benefits at their fingertips is something that we continue to focus on because we want to offer a unique value to being a SEVRAR member. That is why our membership department has been hard at work forging new relationships that foster additional benefit providers. We are pleased that our Sports Benefit Program is now available to our members, through which they can



►► pamela's monthly update  
 By Pam Frestedt CEO of Sevrar

# SEVRAR

## Member Engagement a Focal Point for Summer

purchase discounted tickets to a multiple of Arizona's professional sports team franchises such as the Arizona Diamondbacks, Arizona Cardinals, Phoenix Suns, Phoenix Mercury, and the Arizona Rattlers. In addition, our members can also take advantage of renting suites at these major sporting events at their own leisure.

Professional development and community outreach are still essential to SEVRAR, and we remain diligent on delivering excellence in these two avenues. In May, our wonderful leadership group attended the National Association of REALTORS® (NAR) Mid-Year Conference in Washington, D.C.; sitting down with members of Congress to discuss vital topics that center around the real estate industry in Arizona. These leaders made it their top priority to be a beacon for all REALTORS® in Arizona and to make sure their interests are not being forgotten.

SEVRAR's highly acclaimed Speaker Series will continue on August 14, where Terry Watson will be the main headliner—make sure you reserve your seat now. Our education department continues to brainstorm ways to provide cutting-edge, professional development material that will be for the betterment of our members and their businesses.

# JULY

SUNDAY	MONDAY	TUESDAY
30	01	02
07	08 New Member Orientation 11:00 am - 12:30 pm	09 Best of Instantet 9:00 am - 12:00 pm Representing the Buyer 10:30 am - 1:30 pm Agency Law from Gen Z to G1 1:00 pm - 4:00 pm
14	15 Trends in Property Management 9:00 am - 11:00 am	16 GRI: Agency 9:00 am - 4:00 pm HomeSmart Class 11:00 am - 2:00 pm
21	22 Contract Law 9:00 am - 12:00 pm Real Estate Advertising Law 1:00 pm - 4:00 pm	23 New Member Orientation 1:00 pm - 2:30 pm
28	29 New Member Orientation 4:00 pm - 5:30 pm	30 Asbestos & Lead Based Paint 9:00 am - 12:00 pm Appraisal 101 1:00 pm - 4:00 pm

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
03	04	05	06
10 Fair Housing Equal Treatment 9:00 am - 12:00 pm The Code of Ethics 1:00 pm - 4:00 pm	11 AAR Commerical Contract 9:00 am - 12:00 pm Make, Receive & Negotiate Offer 9:00 am - 11:00 am Disclosure & Commercial Trx 1:00 pm - 4:00 pm	12 Affiliate Certification 8:00 am - 9:00 am VA Loans 9:00 am - 12:00 pm A Team Contract Writing 1:00 pm - 4:00 pm	13
17 The Code of Ethics 9:00 am - 12:00 pm What, That Is a Violation? 1:00 pm - 4:00 pm	18 FlexMLS Part 2 Class – Summer Series 1:00 pm -4:00 pm BMC for Property Managers #1 8:00 am - 10:45 am New Member Orientation 9:00 am - 10:30 am	19	20
24 HOAs and All That Jazz 9:00 am - 12:00 pm	25 Business Planning 9:00 am - 11:00 am	26	27
31	01	02	03

# JULY

## schedule details

### New Member Orientation

Event Date: July 8  
Event Time: 11:00 am - 12:30 pm  
Event Description: Non-Accredited  
Instructor: Tiffany Jones  
Location: SEVRAR

### Best of Instant

Event Date: July 9  
Event Time: 9:00 am - 12:00 pm  
Event Description: Contract Law, 3.00 Credits  
Location: SEVRAR

### Representing the Buyer

Event Date: July 9  
Event Time: 10:30 am - 1:30 pm  
Event Description: Disclosure, 3.00 Credits  
Instructor: Brian White  
Location: SEVRAR

### Agency Law from Gen Z to G1

Event Date: July 9  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Agency Law, 3.00 Credits  
Instructor: Marlene Olsen  
Location: SEVRAR

### Fair Housing Equal Treatment

Event Date: July 10  
Event Time: 9:00 am - 12:00 pm  
Event Description: Fair Housing, 3.00 Credits  
Instructor: Jim Zirbes  
Location: SEVRAR

### The Code of Ethics

Event Date: July 10  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Commissioner's Standards, 3.00 Credits  
Location: SEVRAR

### AAR Commerical Contract

Event Date: July 11  
Event Time: 9:00 am - 12:00 pm  
Event Description: Contract Law, 3.00 Credits  
Instructor: Patrick Sheahan  
Location: SEVRAR

### Make, Receive & Negotiate Offer

Event Date: July 11  
Event Time: 9:00 am - 11:00 am  
Event Description: Non-Accredited  
Instructor: Mark Poisson  
Location: SEVRAR

### Disclosure & Commercial Trx

Event Date: July 11  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Disclosure, 3.00 Credits  
Instructor: Patrick Sheahan  
Location: SEVRAR

### Affiliate Certification

Event Date: July 12  
Event Time: 8:00 am - 9:00 am  
Event Description: Non-Accredited  
Location: SEVRAR

### VA Loans

Event Date: July 12  
Event Time: 9:00 am - 12:00 pm  
Event Description: General Education, 3.00 Credits  
Instructor: Jimmy Vercellino  
Location: SEVRAR

### A Team Contract Writing

Event Date: July 12  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Contract Law, 3.00 Credits  
Instructor: Marlene Olsen  
Location: SEVRAR

### Trends in Property Management

Event Date: July 15  
Event Time: 9:00 am - 11:00 am  
Event Description: Non-Accredited  
Instructor: Panel  
Location: SEVRAR

### GRI: Agency

Event Date: July 16  
Event Time: 9:00 am - 4:00 pm  
Event Description: Agency Law, 6.00 Credits  
Instructor: Holly Mabery  
Location: SEVRAR

### HomeSmart Class

Event Date: July 16  
Event Time: 11:00 am - 2:00 pm  
Event Description: Accredited, 3.00 Credits  
Instructor: Bill Gray  
Location: SEVRAR

### The Code of Ethics

Event Date: July 17  
Event Time: 9:00 am - 12:00 pm  
Event Description: Commissioner's Standards, 3.00 Credits  
Instructor: Dana Booth  
Location: SEVRAR

### What, That Is a Violation?

Event Date: July 17  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Fair Housing, 3.00 Credits  
Instructor: Keri Means  
Location: SEVRAR

### FlexMLS Part 2 Class – Summer Series

Event Date: July 18  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Contract Law, 3.00 Credits  
RSVP to ClassRSVP@atsaaz.com  
Instructor: Jimmy Garcia  
Location: Fairway Mortgage, 5416 E. Baseline Rd., #220, Mesa, AZ 85206

### BMC for Property Managers #1

Event Date: July 18  
Event Time: 8:00 am - 10:45 am  
Event Description: Commissioner's Standards, 3.00 Credits  
Instructor: Ed Ricketts  
Location: SEVRAR

### New Member Orientation

Event Date: July 18  
Event Time: 9:00 am - 10:30 am  
Event Description: Non-Accredited  
Instructor: Liz Hill  
Location: SEVRAR

### BMC for Property Managers #2

Event Date: July 18  
Event Time: 11:00 am - 1:45 pm  
Event Description: Commissioner's Standards, 3.00 Credits  
Location: SEVRAR

### BMC for Property Managers #3

Event Date: July 18  
Event Time: 2:15 pm - 5:00 pm  
Event Description: Commissioner's Standards, 3.00 Credits  
Instructor: Ed Ricketts  
Location: SEVRAR

### Contract Law

Event Date: July 22  
Event Time: 9:00 am - 12:00 pm  
Event Description: Contract Law, 3.00 Credits  
Location: SEVRAR

### Real Estate Advertising Law

Event Date: July 22  
Event Time: 1:00 pm - 4:00 pm  
Event Description: Real Estate Legal Issues, 3.00 Credits  
Instructor: Andy Israel  
Location: SEVRAR

### New Member Orientation

Event Date: July 23  
Event Time: 1:00 pm - 2:30 pm  
Event Description: Non-Accredited  
Instructor: Keri Means  
Location: SEVRAR

### HOAs and All That Jazz

Event Date: July 24  
Event Time: 9:00 am - 12:00 pm  
Event Description: Real Estate Legal Issues, 3.00 Credits  
Instructor: Ben Gottlieb  
Location: SEVRAR

### Business Planning

Event Date: July 25  
Event Time: 9:00 am - 11:00 am  
Event Description: Non-Accredited  
Instructor: Mark Poisson  
Location: SEVRAR

### New Member Orientation

Event Date: July 29  
Event Time: 4:00 pm - 5:30 pm  
Event Description: Non-Accredited  
Instructor: Liz Hill  
Location: SEVRAR

### Asbestos & Lead Based Paint

Event Date: July 30  
Event Time: 9:00 am - 12:00 pm  
Event Description: Disclosure, 3.00 Credits  
Instructor: Wendy Rogers  
Location: SEVRAR

### Appraisal 101

Event Date: July 30  
Event Time: 1:00 pm - 4:00 pm  
Event Description: General Education, 3.00 Credits  
Instructor: Ryan Halldorson  
Location: SEVRAR



**LAURIE MARLOWE**  
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# TOP 200 STANDINGS

Teams and Individuals Closed date from Jan. 1–May 31, 2019

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 05/31/2019	Total \$ 01/01/2019 - 05/31/2019
1	Derek	Dickson	Offerpad	548	\$135,684,840
2	Carol A.	Royse	Keller Williams Realty East Valley	121	\$39,306,965
3	Dawn	Faraci	Lennar Sales Corp	111.5	\$38,504,105
4	Rick	Metcalfe	Canam Realty Group	120	\$33,861,630
5	Kenny	Klaus	Keller Williams Integrity First	98	\$24,776,070
6	Brian	Cunningham	List 3k, LLC	64	\$23,275,820
7	Rebecca	Rains	Berkshire Hathaway Homeservices Arizona Properties	72	\$23,181,177
8	Karl	Tunberg	Midland Real Estate Alliance	36	\$21,991,330
9	Catherine	Renshaw	Lennar Sales Corp	48	\$19,592,735
10	Mindy	Jones Nevarez	Keller Williams Integrity First	51	\$19,192,438
11	Renee'	Merritt	Russ Lyon Sotheby's International Realty	16	\$17,129,888
12	Mary Jo	Santistevan	Berkshire Hathaway Homeservices Arizona Properties	38	\$15,918,975
13	Jason	Crittenden	Realty One Group	41.5	\$15,557,750
14	Kristine	Smith	Kb Home Sales	54	\$14,985,806
15	Shanna	Day	Keller Williams Realty East Valley	30	\$14,941,340
16	Spencer	Lindahl	Main Street Renewal, LLC	63	\$14,716,394
17	Becky	Kolb	Keller Williams Integrity First	37	\$14,112,550
18	Bob & Sandy	Thompson	Revelation Real Estate	38	\$13,835,126
19	Benjamin	Arredondo	My Home Group Real Estate	41.5	\$13,675,600
20	David	Arustamian	Russ Lyon Sotheby's International Realty	29	\$13,396,500
21	Darwin	Wall	Realty One Group	20	\$13,356,950
22	Van D.	Welborn	Redfin Corporation	21	\$12,984,300
23	Randy	Courtney	Weichert, Realtors - Courtney Valleywide	36.5	\$12,739,001
24	Zachary	Cates	Revelation Real Estate	25	\$12,672,500
25	Kelly	Pedraza	West Usa Realty	4	\$12,599,000
26	Beverly	Berrett	Berkshire Hathaway Homeservices Arizona Properties	33	\$12,535,512
27	Robin	Rotella	Keller Williams Integrity First	40.5	\$12,318,900
28	Shannon	Gillette	Launch Real Estate	27.5	\$11,961,269
29	Rachael	Richards	Rachael Richards Realty	33.5	\$11,787,450
30	Tyler	Blair	My Home Group Real Estate	41	\$11,706,550
31	Angela	Larson	Keller Williams Realty Phoenix	42	\$11,568,700
32	Shawn	Camacho	United Brokers Group	41.5	\$11,567,000
33	Terry	Young	Revelation Real Estate	30.5	\$11,423,380
34	Bonny L.	Holland	Keller Williams Realty Sonoran Living	12.5	\$11,382,225

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 05/31/2019	Total \$ 01/01/2019 - 05/31/2019
35	Lacey	Lehman	Realty One Group	39	\$11,151,134
36	Kathy	Camamo	Amazing AZ Homes	33	\$10,659,956
37	Donna	Mortensen	Redefy	30	\$10,293,825
38	Kelly	Jensen	Kj Elite Realty	32.5	\$10,179,650
39	Henry	Wang	Revelation Real Estate	25.5	\$9,708,600
40	Timothy J	Cusick	Homelife Professionals	23.5	\$9,532,973
41	Mike	Mendoza	Keller Williams Realty Sonoran Living	21	\$9,461,012
42	Bill	Olmstead	Keller Williams Realty East Valley	25.5	\$9,324,700
43	Alan	Kittelman	Realty Executives	50	\$9,244,900
44	Kimberly	Healy-Franzetti	West Usa Realty	15	\$9,238,157
45	Jody	Sayler	Just Selling Az	31	\$9,200,500
46	Kraig	Klaus	Keller Williams Integrity First	31	\$9,138,500
47	Scott	Cook	RE/MAX Solutions	24.5	\$9,093,500
48	Kelly	Khalil	Redfin Corporation	24	\$9,019,800
49	Scott	Dempsey	Redfin Corporation	21.5	\$8,984,700
50	Jason	Witte	Realty One Group	29.5	\$8,849,450

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# TOP 200 STANDINGS

Teams and Individuals Closed date from Jan. 1–May 31, 2019

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 05/31/2019	Total \$ 01/01/2019 - 05/31/2019
51	Jennifer	Felker	RE/MAX Infinity	18	\$8,811,000
52	Jonas	Funston	Venture Rei, LLC	25.5	\$8,646,420
53	Michael	D'Elena	North & Co	22.5	\$8,606,574
54	Charlotte	Young	Revelation Real Estate	22	\$8,578,780
55	Gina	Mcmullen	Redfin Corporation	24.5	\$8,570,200
56	Shivani	Dallas	Keller Williams Integrity First	23	\$8,527,400
57	John	Payne	United Countryreal Estate-Arizona Property & Auction	3	\$8,524,900
58	Heather	Openshaw	Keller Williams Integrity First	24	\$8,497,984
59	John	Karadsheh	Kor Properties	15	\$8,450,325
60	Tanner	Milne	The Menlo Group Commercial Real Estate	13	\$8,423,637
61	Michael	Cunningham	West Usa Realty	21	\$8,340,641
62	Shawn	Rogers	West Usa Realty	29	\$8,232,140
63	Janine	Igliane	Keller Williams Realty East Valley	22	\$8,194,476
64	Justin	Cook	RE/MAX Solutions	28	\$8,136,825
65	Ben	Leeson	Arizona Experience Realty, LLC	20.5	\$8,134,817
66	Thomas M	Speaks	Revelation Real Estate	23	\$8,104,290
67	Damian	Godoy	Argo Real Estate Professionals	29	\$8,088,850
68	Tina	Sloat	Tina Marie Realty	22.5	\$8,087,600
69	Ryan	Ney	My Home Group Real Estate	10	\$8,014,000
70	Lori	Blank	Lori Blank & Associates, LLC	19	\$7,975,450
71	Stacia	Ehlen	RE/MAX Solutions	19	\$7,969,599
72	James	Sanson	Keller Williams Realty Phoenix	32	\$7,802,250
73	Kirk	Erickson	Schreiner Realty	21.5	\$7,746,450
74	Eric	Williams	Realty Executives	9	\$7,724,797
75	Amy N	Nelson	Keller Williams Realty East Valley	24	\$7,683,389
76	Michaelann	Haffner	RE/MAX Infinity	21	\$7,677,900
77	Russell	Mills	Gentry Real Estate	24	\$7,648,995
78	William	Nager	Stunning Homes Realty	24.5	\$7,628,315
79	Tara	Hayden	Redfin Corporation	20	\$7,625,225
80	Brett	Tanner	Keller Williams Realty Phoenix	30	\$7,534,495
81	Patrick	Mcclain	Homesmart	34	\$7,485,750
82	Annette	Holmes	Rachael Richards Realty	21	\$7,479,125
83	Jason	Laflesch	Results Realty	16.5	\$7,475,750
84	Carol	Gruber	Revelation Real Estate	30	\$7,432,385

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 05/31/2019	Total \$ 01/01/2019 - 05/31/2019
85	Curtis	Johnson	Exp Realty	22.5	\$7,422,515
86	Michael	Barron	RE/MAX Infinity	21.5	\$7,330,460
87	Gregory	Hagopian	RE/MAX Solutions	20	\$7,303,300
88	Bob	Lisk	Network Realty	10	\$7,300,481
89	Cynthia	Dewine	Century 21 Arizona Foothills	16	\$7,223,495
90	Allen	Willis	Ensign Properties Corp	29.5	\$7,214,800
91	Heather	Taylor	Prosmart Realty	15	\$7,213,500
92	Brock	O'Neal	West Usa Realty	20	\$7,181,400
93	Michael	Kent	RE/MAX Infinity	28.5	\$7,167,750
94	Carlie	Goulet	Keller Williams Realty Phoenix	18.5	\$7,150,370
95	Cindy	Flowers	Keller Williams Integrity First	27	\$7,124,800
96	James	Watson	Keller Williams Realty Sonoran Living	21.5	\$7,123,789
97	Paul	Whittle	American Allstar Realty	25	\$7,106,338
98	Marc	Slavin	Realty One Group	17.5	\$7,031,400
99	Frank	Bennett Jr	Frank Bennett Realty	29	\$7,025,000
100	Geoffrey	Adams	Realty One Group	28	\$6,993,508

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**Teams and Individuals** Closed date from Jan. 1–May 31, 2019

#	First Name	Last Name	Office Name	Total #	Total \$
				01/01/2019 - 05/31/2019	01/01/2019 - 05/31/2019
119	Jill	Mcfadden	Delex Realty	14	\$6,304,100
120	Lorraine	Ryall	Kor Properties	12	\$6,300,900
121	Diane	Bearse	Realty Executives	13.5	\$6,251,650
122	Max	Dewitt	Realty One Group	23	\$6,250,495
123	Roger	Marble	Marble Real Estate	16	\$6,200,232
124	Templeton	Walker	Stunning Homes Realty	20.5	\$6,181,424
125	David	Rich	Network Realty	7	\$6,079,101
126	Scott	Morgan	Revelation Real Estate	20	\$6,056,374
127	Richard	Johnson	Coldwell Banker Residential Brokerage	15	\$6,024,500
128	Gina	Mckinley	RE/MAX Fine Properties	22	\$6,023,250
129	Nate	Randleman	Revelation Real Estate	23	\$6,013,200
130	Dean	Thornton	Redfin Corporation	18	\$5,999,399
131	Diane	Olson	Glass House International	20.5	\$5,995,770
132	Josh	Randall	Keller Williams Realty East Valley	17	\$5,947,475
133	Jaime	Blikre	My Home Group Real Estate	20	\$5,937,444
134	Christine	Holwell	Revelation Real Estate	17	\$5,918,900
135	Blake	Clark	Homesmart Lifestyles	19.5	\$5,880,500
136	William G	Barker	Farnsworth Realty & Management Company	20.5	\$5,840,534
137	Jason	Zhang	Gold Trust Realty	13	\$5,789,000
138	Rich	Giddings	Omninuvo Realty	21.5	\$5,788,145
139	Ben	Swanson	RE/MAX Precision	25	\$5,786,900
140	Adam	Coe	Revelation Real Estate	19.5	\$5,714,550
141	Mark	Captain	Keller Williams Legacy One	20	\$5,700,825
142	Jessica	Santa Cruz	Revelation Real Estate	18	\$5,691,300
143	Chun	Crouse	RE/MAX Renaissance Realty	16	\$5,683,000
144	Patrick	Smith	Nexthome Alliance	17.5	\$5,621,339
145	Brooke	Bogart	Keller Williams Realty East Valley	19	\$5,614,926
146	Elmon	Krupnik	Stunning Homes Realty	18.5	\$5,611,920
147	Debi	Gottlieb	Key Results Realty LLC	16	\$5,610,400
148	Kandi	Andresen	Rachael Richards Realty	16	\$5,575,300
149	Rob	Hale	Elite Results Realty	22.5	\$5,562,050
150	Edward	Surchik	Realty Executives	19	\$5,544,400

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# TOP 200 STANDINGS

Teams and Individuals Closed date from Jan. 1–May 31, 2019

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 05/31/2019	Total \$ 01/01/2019 - 05/31/2019
151	Tiffany	Carlson-Richison	Realty One Group	13	\$5,534,512
152	Tyler	Whitmore	O48 Realty	18.5	\$5,517,450
153	Gregory	Crespo	Purplebricks	15	\$5,510,260
154	Katherine	Walsh	Keller Williams Legacy One	18	\$5,509,200
155	Kristina	Sabo	United Brokers Group	15.5	\$5,478,400
156	Connie	Wong	Delex Realty	10	\$5,467,750
157	William	Ryan	RE/MAX Infinity	11.5	\$5,465,975
158	Robert	Burk	Desert 2 Mountain Realty	4	\$5,424,500
159	Tracy	Lane	Century 21-Towne & Country	62	\$5,417,890
160	Gordon	Hageman	My Home Group Real Estate	16	\$5,412,670
161	Christopher	Cline	Purplebricks	16.5	\$5,390,995
162	Kim	Webster	Coldwell Banker Residential Brokerage	24	\$5,386,550
163	Hani	Aldulaimi	Keller Williams Realty East Valley	10	\$5,381,000
164	Rory	Bullington	Revelation Real Estate	13	\$5,376,960
165	Steven	Bernasconi	Keller Williams Integrity First	18	\$5,354,255
166	Jasson	Dellacroce	My Home Group Real Estate	16.5	\$5,341,440
167	Benjamin	Graham	Revelation Real Estate	16	\$5,335,700
168	John	Fabirkiewicz	Marketplace Homes	14	\$5,334,388
169	Karl	Freund	Kenneth James Realty	12.5	\$5,304,900
170	David	Courtright	Coldwell Banker Residential Brokerage	15	\$5,277,275
171	Barbara	Schultz	Coldwell Banker Residential Brokerage	21	\$5,237,250
172	Nick	Bastian	Realty Executives	18	\$5,237,000
173	Laura	Higginbotham	AZ Real Estate Options, LLC	9	\$5,232,625
174	Bradley	Cox	Keller Williams Realty East Valley	15.5	\$5,221,905
175	Sanjog	Gopal	Oz Realty	26	\$5,197,000
176	Christa	Cooper	CC Real Estate Company	10	\$5,197,000
177	Julia	Gessner	Revelation Real Estate	17.5	\$5,195,426
178	Michael	Hernandez	Revelation Real Estate	17.5	\$5,178,500
179	Josh	Whittemore	Prosmart Realty	21	\$5,166,400
180	Danny	Perkinson	Perkinson Properties LLC	14.5	\$5,145,860
181	Frank	Gerola	Venture Rei, LLC	15.5	\$5,119,100
182	Mary	Almaguer	Apache Gold Realty, LLC	24.5	\$5,112,000
183	Mark	Toon	RE/MAX Alliance Group	15	\$5,100,000
184	Richard	Ashby	Ashby Realty Group, LLC	13	\$5,076,020

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 05/31/2019	Total \$ 01/01/2019 - 05/31/2019
185	Adam	Prather	RE/MAX Solutions	16.5	\$5,067,805
186	Deanna	Calkins	Revelation Real Estate	13	\$5,064,300
187	Steven	Coons	Springs Realty	17	\$5,055,100
188	Kiran	Vedantam	Kirans And Associates Realty LLC	13	\$5,027,740
189	Laurie	Neal	Homesmart Lifestyles	19	\$5,015,396
190	Kaushik	Sirkar	Call Realty, Inc.	14	\$4,985,918
191	Maureen	Waters	RE/MAX Foothills	15	\$4,984,000
192	Mitzi	Van Meter	RE/MAX Solutions	42	\$4,980,400
193	Marci	Burgoyne	Crown Key Real Estate	15	\$4,979,568
194	Rebekah	Liperote	Redfin Corporation	17.5	\$4,976,400
195	Gale	Richardson	Realty Executives	7.5	\$4,974,365
196	Christie	Ellis	Homesmart	13	\$4,973,900
197	Kim	Williamson	Revelation Real Estate	12	\$4,960,800
198	Rachel	Krill	Revelation Real Estate	18	\$4,952,990
199	Ron	Hollingsworth	Revelation Real Estate	30	\$4,947,490
200	Hilary	Sutter	My Home Group Real Estate	16	\$4,936,990

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