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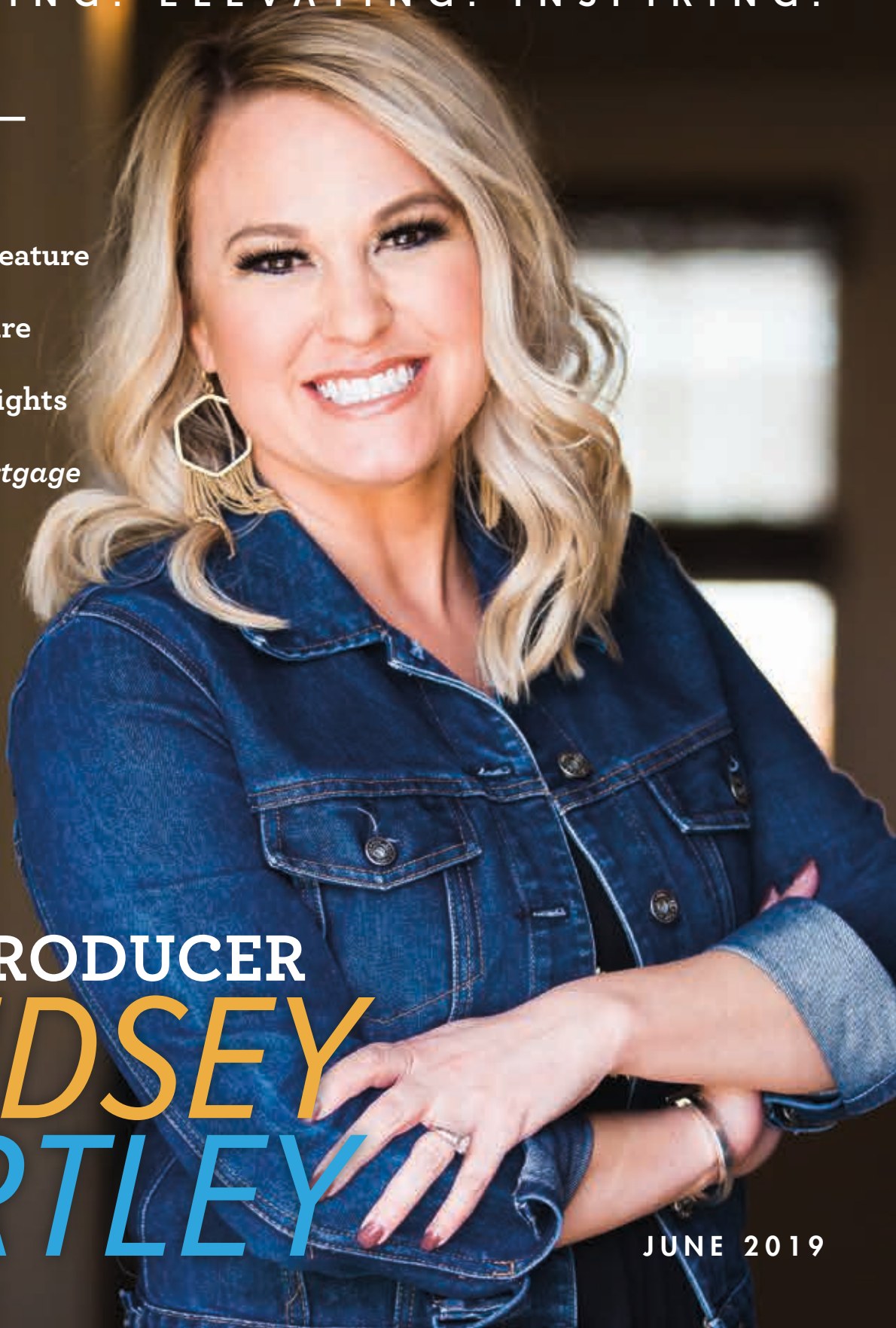
Rising Star
Jeremy Steen

Father's Day Feature
Gene and
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Sponsor Spotlights
• Bob Rowten,
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TOP PRODUCER
LINDSEY
BARTLEY

JUNE 2019



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

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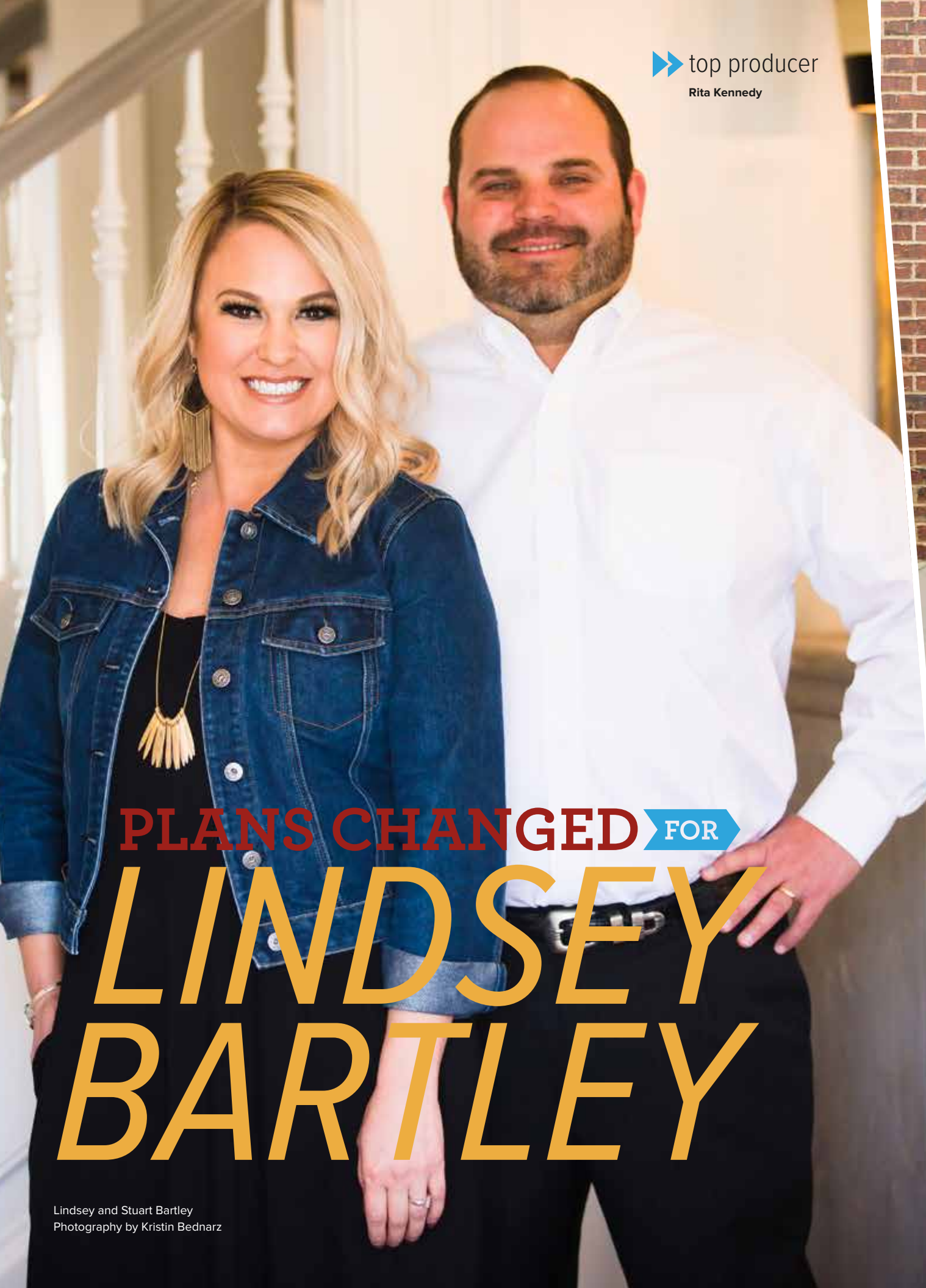
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Rita Kennedy



PLANS CHANGED **FOR**
**LINDSEY
BARTLEY**

Lindsey and Stuart Bartley
Photography by Kristin Bednarz



The Lindsey Bartley Team

She Started Real Estate Just to Have a Little Spending Money, & oh, has that Changed!

Plans change ... Lindsey Bartley started her real estate career 9 years ago with the intention to have a part-time job and make some of her very own spending money. Beginning with that modest goal and tracing her real estate journey to today, 2018 saw The Lindsey Bartley Team closing \$40,000,000 in volume and helping 183 families make a move. Their goal for 2019 is \$60,000,000 in volume and to create 300 amazing client experiences.

Lindsey says, "The most rewarding part of the business for me is seeing the people on my team grow and hit their goals. I get to see them grow both in their business and in their personal lives as well. It's so cool to see people gain more confidence and do more than what they ever thought they could. This is what gets me out of bed in the morning. I also love being able to be a part of such an important time in our client's lives. We want to do everything we can to ensure our clients are getting the best representation and have the best experience possible when they are buying or selling their home. We have become friends with so many of our clients along the way and that is so rewarding!"

Lindsey's biggest challenge in her career has been on the team building side. She has made many mistakes as a busi-





Lindsey Bartley
Photography by Kristin Bednarz

ness owner such as not partnering with the right people, hiring too quickly, and not leading people to the places they needed to be. It's been a major learning experience for Lindsey. She says, "Real estate is fun and easy for me, but building our team has had its challenges. I'm so thankful for this crazy ride though! It's allowed me to grow far past what I could have ever planned for myself."

Goals and dreams fuel the fire of our lives and Real Estate has directly impacted the goals and dreams that Lindsey and her family have for themselves. Real Estate and the people she has met through her career in real estate have changed her family's lives forever. Lindsey's insight on this aspect of her career is very enlightening, she says "One of the greatest gifts of having a career in real estate is that there is no ceiling. You can create the business and life you want to have as long as you work hard and align with the right people." In October The Lindsey Bartley Team expanded to the Dallas/ Fort Worth area and they plan to grow into many more locations in the future. "We have been able to grow a job that we love into a business that will extend beyond the Lubbock market. We want to partner with as many talented people as we can and help as many families as we can in the coming years. Our future goals in Real Estate are huge! I tell people we are in the infancy of our business, we are just getting started!" Lindsey's excitement about her career and the possibilities it has presented are contagious.

Lindsey has been married to her husband Stuart for 17 years. He is also a REALTOR® on her team. He has been licensed for 6 years and joined the team full time 3 years ago. They have a daughter Ashtyn who will be a freshman at Lubbock Cooper High school and a son Jaxson will be a 7th grader at Laura Bush in the Fall. Success to Lindsey is being able to live a life by design as well as dream and create memories with her family. Outside of business, she loves spending time with family and friends. She loves to watch her kids play golf, her son play baseball and play his trombone. Lindsey and her family love to travel and spend time at their cabin in Ruidoso. She also loves to read and has several favorite books. The books that she most often recommends to other REALTORS® are The Millionaire Real Estate Agent, The One Thing, The Secret, Rocket Fuel, Fanatical Prospecting, and Dare to Lead.

Lindsey wants to be remembered as someone who helped change people's lives for the better. She says, "I hope people will remember me as someone who challenged them to think bigger and to go on to create bigger lives because of that. I want to be remembered for the way that I love



and accept people. I want to be remembered as a great wife and mother who was always there for my family and that I was fun to be around. I want to be remembered as being a leader in the real estate industry. I want to be remembered for the impact I desire to make in our community."

Lindsey's best advice for an up and comer in the industry would be to master the mindset and the fundamentals. A positive mindset is the most important quality you need to be successful in real estate. In Lindsey's words, "In case you haven't figured it out yet real estate is hard! There is a lot of rejection in this business and on any given day there are multiple things that could come up that can knock you down. You have to stay Positive!!! If not, your negativity will ruin the other potential opportunities that could be coming your way! Master the fundamentals. I follow the basics that I learned through the training at Keller Williams. Plan your week, month, and year on a high level (I use the 1-3-5 and the 4-1-1), Time block your day, commit to lead generation EVERY DAY, practice your scripts, dialogue, and presentations, and learn the most you can! Then once you hit 40 units in a year, find leverage!"

The Lindsey Bartley Team is always looking for talented people to come and join this journey with us! Reach out to Stuart or Lindsey if you want more information about what a career on our team looks like.

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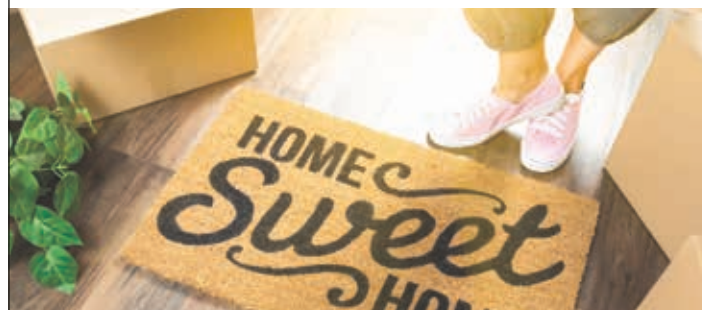
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▶ you may be wondering ...

many of you may ask,



WHY DO I RECEIVE THIS MAGAZINE?

Since the Lubbock Real Producers Platform is still in its first year, this is a great time for me to explain how it works. This magazine is mailed to Lubbock's Top 300+ Residential Real Estate Agents monthly at no charge.

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I strive to meet with REALTORS each week. It is my passion to keep the magazine fresh and to ensure the content informs and inspires you as we work together to make this real estate community the best it can be. If I haven't met with you yet, please contact me and we will set something up!

Each month we feature a minimum of three REALTORS all chosen from nominations from Real Estate Agents, Brokers, and other colleagues. The feature articles include:

TOP PRODUCER -

a REALTOR in the Top 50.

RISING STAR -

a REALTOR that has been in the business for less than 5 years.

Our third feature varies. It could be a **LUBBOCK LEGEND**, a **REALTOR THAT MAKES A DIFFERENCE** or other Specialty Articles.

Real Producers Magazine is all made possible by strategic partnerships made with the very best vendors in this area. It is important for you to know that the vendors listed in this publication are not sought out for advertising - they were nominated by your top-performing colleagues before they were invited to participate. There will be more partners over time, but know they will come on board as you, the Real Producer Community, recommend them to us.

We are always seeking nominations for featured real estate agents and potential partners. To nominate please contact Kathy.pettit@realproducersmag.com.

Additionally, we host "not to be missed" quarterly events. In January the Lubbock Real Producers Launch Event was held at The Texas Tech Club and boasted about 80 real estate pro-

professionals in attendance. Our second event, in April, was the Real Producers Spring Fling held in the home of Trey Strong. It was sponsored by Trey Strong, Robert Wood, and PrimeWest Mortgage. The attendance at the Spring Fling was about 100, please see pictures in this edition of RP. At press time we are finalizing details for our summer event, to be held on Tuesday, July 9th. It will be sponsored by Carpet Tech and ABC Bank Mortgage. Be on the look out for your invitation in your email!

We appreciate your feedback and nominations as we continue to build the value of the Real Producers Platform. It is a pleasure to work with each and every one of you.

Lucky Me, I Live in Lubbock!
[Kathy McCandless Pettit, Publisher](mailto:Kathy.pettit@realproducersmag.com)
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JEREMY STEEN

From law enforcement to real estate, Steen uses past experiences to help clients

▶▶ rising star

WHEN DID YOU START YOUR CAREER IN REAL ESTATE?

March of 2017 I got my license and started selling on the side of my other full-time job.

WHAT DID YOU DO BEFORE YOU BECAME A REALTOR®?

I was a Sergeant for Lubbock Police Department assigned to supervise the Crimes Against Children squad. I spent 13 years in total with LPD, the majority of that on the Crimes Against Children squad as a Detective and then as the supervisor.

WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?

The thing I am most passionate about in my business right now is the growth and evolution into more commercial real estate. It has been my goal to get into the commercial aspect of real estate since I began my career in Real Estate. However, as most agents know, commercial is difficult to get into and starting out the sales are much less frequent than in residential. That can be quite the financial burden when starting without any income coming in.

I am also a believer that as a new agent I needed to learn and experience the fundamental aspects of a transaction and start somewhere. A lot of the commercial transactions just tend to be more complex in nature. I knew if I wanted to succeed in that niche, I needed to make an effort to learn as much as possible in each transaction.

My commercial business has really grown over the past year, and I hope to continue to focus



Jeremy and his wife Christy Hartin and daughter Chazzlyn

on growing that to one day specialize solely in commercial transactions. This January, I became the chair of the commercial committee for the Lubbock Association of Realtors. That opportunity has really helped facilitate that growth and knowledge.

WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?

The most rewarding part of my business so far has been joining the national Homes for Heroes program. About a year into my Real Estate career another agent, Sam Meador, at McDougal

Realtors told me he had just joined the program. After learning about the program and seeing how passionate he was about it, I got excited to become an affiliate. Sam and I partnered up and then asked SouthWest Bank to partner with us. Now, any borrower who is a hero receives some great discounts on a mortgage through Scott Smith at SouthWest Bank with absolutely no strings attached or red tape. On top of that, they get a rebate of my commission on the sale or purchase of a home. My hero clients will always have a special place in my heart. To

be able to give them something back in return and simply say thank you for their service is very rewarding.

WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR®?

So far, my biggest challenge has been time management. I have a really hard time stopping and turning it off when I still have things unfinished or in limbo. Initially, that seemed like a great trait until I became busier and busier. At some point I just started running out of hours in the day and falling asleep with my laptop at night.



Jeremy Steen
Photography by Joe Baker

•••

My wife is the most amazing person I know and would never complain about me providing for our family, but I quickly realized that behavior was not sustainable or healthy for me or my family. I still struggle with time management and figuring out which tasks are more important than others and which ones, quite frankly, are worth my time. It's a scary feeling when you are 100% commission and turn down a potential task that could ultimately turn into income. But, with some experience I have learned which tasks will most likely not go anywhere and are probably not worth the time. I also now try to keep Sundays reserved for family time as much as possible and have a standing date night with my wife every Tuesday night.

HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?

I have always wanted to own my own business. Historically, I envisioned that as a physical business in the more traditional sense, but I never knew what business I wanted to own or would be good at. Real Estate has allowed me follow that dream in a way I hadn't really ever considered.

WHAT'S YOUR FAVORITE PART OF BEING A REALTOR®?

My favorite part of being a REALTOR® is getting to help a first-time home buyer or even a first-time tenant who's opening a business. Helping them navigate the often choppy waters of a real estate transaction is such a cool experience. The excitement and enthusiasm in their eyes and smiles at the closing table is so rewarding to me. I mean, how neat is it that we get to experience these huge moments in their lives with them and make sure they start out at the best position possible?

DEFINE SUCCESS.

Success to me is doing the right thing, day in and day out, on every deal. It is not always easy and sometimes I think I did the right thing at the time only to later find out I was wrong. Sometimes way wrong. But, in the end I believe if you do the right thing every day and treat people the right way success will follow.

TELL US ABOUT YOUR FAMILY.

I've been married to my best friend Christy for 5 years. She grew up in Levelland, went to South Plains College and Texas Tech, and currently works as a news anchor for KCBD here in Lubbock. I have a 9-year-old daughter named Chazzlyn (Chazzi) who has me wrapped around her little finger. She goes to school in Ira and played basketball for the first time this year.

HOW MANY YEARS HAVE YOU BEEN A REALTOR®?

I just completed my second year.

WHAT IS YOUR CAREER VOLUME AS A REALTOR®?

My first year I did \$1.9M in volume and this last year I did just under \$10M.

WHAT AWARDS HAVE YOU ACHIEVED AS A REALTOR®?

My first year I received the "Rookie of the year" award. This last year I received the Platinum level outstanding performance award and was the number two producer at McDougal Realtors.

FAVORITE BOOKS?

Strong Fathers, Strong Daughters: 10 secrets every father should know by Meg Meeker is a must read for all dads out there with a daughter. It is an eye-opening book about the importance of our role in our daughter's lives.

Rich Dad Poor Dad by Robert Kiyosaki and *Millionaire Real Estate Agent* by Gary Keller both completely changed my mindset and the way I view my career and investing.

ARE THERE ANY CHARITIES OR ORGANIZATIONS YOU SUPPORT?

I am and have been on several boards in the community that I support, but by far my passion lies with the Children's Advocacy Center of the South Plains. They are instrumental in helping victims of child abuse. They not only facilitate the investigations, they also provide much-needed trauma-based therapy for these victims, free of charge. They also go into schools and teach children about safety and what to do if they find themselves in a bad situation. It is an enormously important organization that many people are simply unaware of.

WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?

My wife and I are huge Texas Tech fans. We also love to travel. Lubbock is a very special place for both of us, but we embrace time away and seeing what the world has to offer. There is so much to learn when you get break from your norm; Mark Twain said, "Travel is fatal to prejudice, bigotry, and narrow-mindedness, and many of our people need it sorely on these accounts. Broad, wholesome, charitable views of men and things cannot be acquired by vegetating in one little corner of the earth all one's lifetime." I'd have to say - I agree. I love the new experiences of travel and getting to learn about other places and meet new people.

HOW ARE YOU DIFFERENT?

Sometimes I kick myself for waiting

so long to get into real estate, but I think my life experiences have actually allowed me to be a better agent for my clients. I'd like to believe that all REALTORS® fight for their clients and their client's best interest, but I hear often that I make my clients feel like they become family. That means a lot to me. Starting this career at 37 years old with my previous life experience has really allowed me to understand which battles to fight and which ones will work themselves out.

WHAT DO YOU WANT TO BE REMEMBERED FOR?

As a child, my dad taught me people won't always remember what you said or always what you did, but they will always remember the way you made them feel. I truly believe that and want to be remembered for the things I do outside of my career such as impact in the community and philanthropic endeavors.

GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP AND COMING REAL PRODUCER?

The advice I would give an up and coming REAL Producer would be don't be afraid to get out of your comfort zone. Anyone can do what they are comfortable with and never put themselves out there. But, getting out of that comfort zone is where opportunity awaits. Doing only what's comfortable to you can only get so far. If you want to grow you have to step and grow.

Jeremy Steen
Photography by Joe Baker



▶▶ letter from the president

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REAL ESTATE TRENDS HELP REALTORS HELP THEIR CLIENTS



Vanessa Dirks, Lubbock Association of REALTORS 2019

When entering the world of real estate, one of the first things you should pick up on are trends. Trends can come in seasons, are influenced by styles (like Chip and Joanna, don't we all wish we had that empire?) but also in what is happening in the world around us.

We are often asked, what is bringing people to Lubbock?

As the "Hub City" we continue to be a strong medical community, bringing more people from rural areas for

medical care. Also with being a teaching hospital we have many health care professionals coming in to be apart of those programs. When looking at the state, our land prices are lower with still offering a metropolitan town in the region. This draws more industries to build businesses here.

We have seen the effects of the oil field the last few years as it ebbs and flows. We continue to see oil company using Lubbock as their "hub."

Higher education – with three universities, a community college, nursing school, and many trade schools, this is another avenue people are coming to the Lubbock area. With these we do not just see an increase with the student population, but also with faculty, administrators and support

staff. With Texas Tech Men's basketball appearance in the NCAA March Madness, there has been an increase in student applications. Just with the Elite 8 win, applications went from 50 per day to 140 per day.

These effects are far-reaching from residential, to commercial and to infrastructure. We will continue to see more people and businesses pouring to our region. These are the trends you need to know. Knowing these things will not only help you with your clients but will also help you know where you can specialize in and the services you can offer.

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Bob Rowten, City Bank Mortgage

Now is the time to buy your first home, your dream home or the perfect home for your lifestyle. Bob Rowten at City Bank Mortgage will make the process as simple as possible. Sales of both new and existing homes are up and the stage is set for a busy year of buying and selling. Interest rates (both for 15- and 30-year fixed mortgages and mortgage refinances) remain favorably low and consumers are showing confidence in the value of homeownership. All these right factors are in place for you to purchase a new home.

“With mortgage interest rates still favorably low, this is an excellent time to refinance your current mortgage or purchase a new home,” Rowten said. “The buying and selling environments are favorable so now would be the perfect time to take advantage of attractive mortgage rates. When you lower your rate, the savings over the term of the mortgage can be dramatic on a refinance and new home buyers can lock in a favorable rate that will save them money year after year.”

Rowten’s priority is taking care of home buyers – from giving prospective homeowners access to the latest and most favorable mortgage programs and rates to maintaining open communication through the entire lending process. City Bank Mortgage’s mission is to build long-lasting relationships by delivering extraordinary financial solutions through unrivaled customer service, one customer at a time.

Rowten and the staff of City Bank Mortgage are empowered through teamwork, training and building life-long relationships. They provide unrivaled customer service

while fulfilling and exceeding customer’s needs. “Our passion is to win relationships by delivering extraordinary financial solutions through service excellence,” Rowten said. “At City Bank, we enjoy a team-based culture as we strive to become the best part of each customer’s day. We want to send a message to our customers, both internal and external, that says ‘You are the reason I came to work today.’”

Mortgage services available from Bob Rowten at City Bank Mortgage include:

- Conventional, FHA, USDA and VA mortgages, including construction loans, jumbo loans and refinancing
- Process, underwrite and fund loans locally

Rowten understands that today’s families are busier than ever before. To make the loan application process more convenient, he offers online mortgage and refinance applications at www.bobrowten.com. Clients can complete a loan application, access mortgage calculators to see what payments might fit their budget and learn more about various mortgage programs and options. For homeowners considering a refinance, calculators can show the savings.

Bob is married to Charlie Rowten who is Publisher of the *Lakeridge Life* magazine. Bob and Charlie have been Lubbockites for more than 40 years. The couple has three adult children – their son, Chris, of Lubbock, Laura who lives in Austin and Brooke living in Midland.

Apply Online Today ... at bobrowten.com
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**LIKE FATHER,
LIKE SON**



Gene McGuire
Photography by
Kristin Bednarz

GENE & RUSSELL MCGUIRE

JOIN FORCES TO SERVE THE LUBBOCK AREA

By Lindsey Wells - Content Coordinator

“There is no greater bond than the one between a father and a son—strong, unyielding, everlasting.”

The strong bond between father and son Gene and Russell McGuire is one that stretches out of their personal lives and into their professional lives, as the two REALTORS® teamed up in 2002 to form McGuire Real Estate.

In 2007, the father and son opened Exit Realty of Lubbock with a total of four agents and have since grown to employ over 100 agents that serve the Lubbock market today. The success of this business has not gone unnoticed, as Gene and Russell were honored in 2015 as Brokers of the Year for Exit Realty. In 2018, the office closed over 1,000 transactions for a sales volume of over \$170,000,000.

The family legacy of father and son teaming up to work together began years ago when Gene and his father joined forces to run the family’s farm in Muleshoe. Before becoming a REALTOR®, Gene graduated from Texas Tech with an accounting degree and briefly worked for Price Waterhouse in Dallas before teaming up with his dad, then starting his own wholesale feed and fertilizer business.

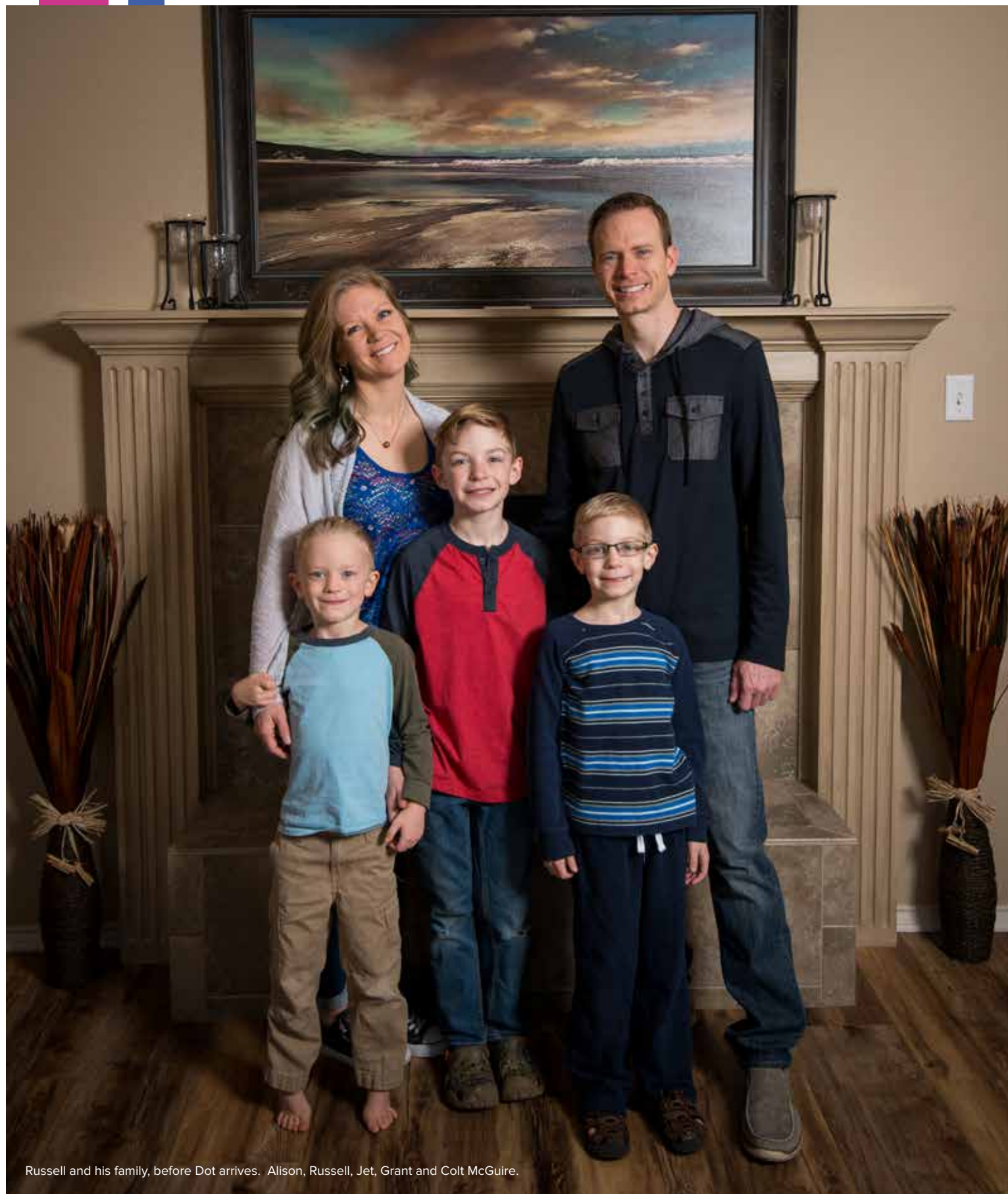
Gene obtained his real estate license in 1990 and began practicing selling farms and rural properties until 2002 when he and Russell teamed up.

“Obviously, the most rewarding part of the business to me is being able to work each day with my son and the wonderful people at EXIT,” Gene said. “People ask me, ‘Why don’t you retire?’ My response is that I’m enjoying what I do too much.”

...



Russell McGuire
Photography by
Kristin Bednarz



Russell and his family, before Dot arrives. Alison, Russell, Jet, Grant and Colt McGuire.

When asked what the most rewarding part of his business is, Russell's answer almost mirrored his dad's.

"I have been tremendously blessed by getting to work with my dad every day and learn from him," he said. "My dad worked with his dad when I was young, and it's been such a blessing to continue that legacy. I have learned more from working with him than all of my education combined, and not just about how to run a business, but also about how to love people well and glorify the Lord in our work."

Before becoming a REALTOR®, Russell graduated from Abilene Christian University in 1999 and went on to work in Dallas making accounting software before joining forces with his father in 2002.

Now a non-competing broker, Gene focuses on mentoring other Realtors and helping them to become investors in residential real estate.

"The biggest challenge as a Realtor is getting your business started. Most people have a difficult time until year two or three in the business," he said, adding that he and Russell faced the same difficulty when getting their business up and running. "My favorite part of being a Realtor is being around the loving and caring people that

we get to work with each day."

What sets their company apart from others, Russell said, is that Exit Realty has a special culture where they help and take care of each other, and the environment is cooperative rather than competitive.

Not only do they invest their time into their own business and agents, but the office is also a big supporter of Habitat for Humanity, raising over \$100,000 in 2018 to build a home in Lubbock for a family in need through Habitat.

"It is under construction now and will be completed this year. It will provide a home for a wonderful single mom with four kids named Felicia," Russell said. "We have been blessed to work on this home with Felicia and get to know her and her kids."

Gene is also a supporter of Sunset International Bible Institute.

When asked what their definition of "success" is, the father/son duo again had similar answers.

Russell said, "To me, success is bringing glory to the Lord by working hard and helping others. I have a wonderful family and strive to provide well for them and make them proud."

Russell and his wife, Alison, were married in 2004 and have three children, Grant, 12, Colt, 9, and Jett, 8, and were just approved to adopt a 4-year-old girl from China, who will be named Dot.

"We have been working on this dream of adopting for over two years and God has



Dot McGuire

provided us a beautiful little girl that we will go get some time this summer to join our family," he added.

To Gene, success is being able to give back to others and be a reflection of the Lord, he said, adding, "I often fall short of that and need to try to improve each day."

Both Gene and Russell strive to be remembered as Godly men who were generous to others.

Gene McGuire, gnen@exitlubbock.com
 Russell McGuire, russell@exitlubbock.com
 EXIT Realty Lubbock
 (806)771-3900



TO ME, SUCCESS IS BRINGING GLORY TO THE LORD BY WORKING HARD AND HELPING OTHERS. I HAVE A WONDERFUL FAMILY AND STRIVE TO PROVIDE WELL FOR THEM AND MAKE THEM PROUD.

CARPET TECH

"IF YOUR HOME IS A WRECK, CALL CARPET TECH"



OUR STORY

Carpet Tech is owned by Chet Pharies, but many people don't know the story of the company's humble beginnings. In 1994, Chad Pharies, brother of Chet, founded Carpet Tech with only a minivan and a small carpet cleaning machine. Chad started the small business as a way to make money while in school at Texas Tech University, but quickly developed a passion for helping his customers and building a business. Sadly, in 1996, tragedy struck the Pharies family when Chad passed away from cancer at only 23 years old. Devastated by the loss, Chet found himself at a major turning point in life. He had always admired Chad's hard work and dedication to growing his business. Inspired by his brother's vision, Chet decided to keep the Carpet Tech business going. Nearly 25 years later, Carpet Tech is the most recognized cleaning and restoration company in the region. Our story began with carpet cleaning, but today we offer much more.

WHAT WE DO

Carpet Tech understands the tremendous investment you make to build a beautiful and comfortable home for your family. Our expertly trained service technicians work with the best equipment in the industry to provide our customers with solutions that protect their home and their family.

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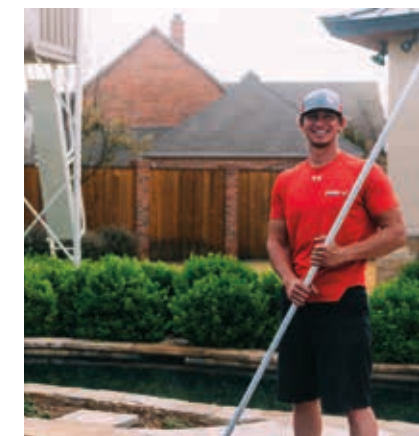
Keep your carpet and furniture clean, and allergen free with customized cleaning plans that fit your schedule, your needs, and your budget. Carpet Tech also specializes in high-pressure steam cleaning for tile and grout. The days of manually scrubbing and polishing are over!

PEST CONTROL

DIY pest control may seem like an easier and cheaper option, but it's actually quite ineffective and can even be harmful. Say bye-bye to mosquitoes and other pests with general pest control services from Bug Tech. We offer affordable and flexible plans to meet your pest control needs and your budget.

POOL MAINTENANCE

Making sure your backyard swimming hole is clean, clear, and pH balanced are important steps to enjoying your time in the water. It can also feel like a full-time job! Here at Pool Check, we believe customers should spend less time skimming and more time swimming! Our team maintains freshwater and saltwater pools with regular service that fits your schedule and your budget.



OUR VALUES

There is no other team like the Carpet Tech team. We hire only the very best people who demonstrate a positive attitude and work ethic. And we're passionate about developing their skills with the industry's best training and certifications. It's how we build a better, stronger company, and provide the best service to our customers.

We pride ourselves on working with integrity and will always work to follow through on our promises. After all, our customers and team members are family to us, and we believe they should be treated as such. We strive for service excellence and satisfaction at every touch point. From the time you call to set up your appointment until you sign off on the job, we are passionate about providing unparalleled results.

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If Your Home is a Wreck, Call
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Celebration!

REAL PRODUCERS SPRING FLING

Real Producers wrapped up another event even more successful than the last!

The Real Producers Spring Fling was hosted by Trey Strong, Robert Wood, and PrimeWest Mortgage. Trey and his family opened their stunning home to serve as our amazing venue. A huge thank you goes out to our sponsors Trey Strong, Robert Wood and PrimeWest Mortgage for making this exciting event happen.

Through this publication and events like this one, REALTORS and vendors alike are able to connect with other top agents and meet some of the best affiliates that support the publication, giving them a good chance to build relationships and collaborate with other like-minded agents and other top businesses in the industry.

It is our complete desire, at Real Producers, to inform and inspire REALTORS!

We are already looking forward to our next event to be held on Tuesday, July 9th. Stay tuned for more information.



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Custom Home Builder Mike Becknal pictured with Wendell Richardson, SPEC system planning supervisor, and James Calaway, SPEC special project engineer.



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