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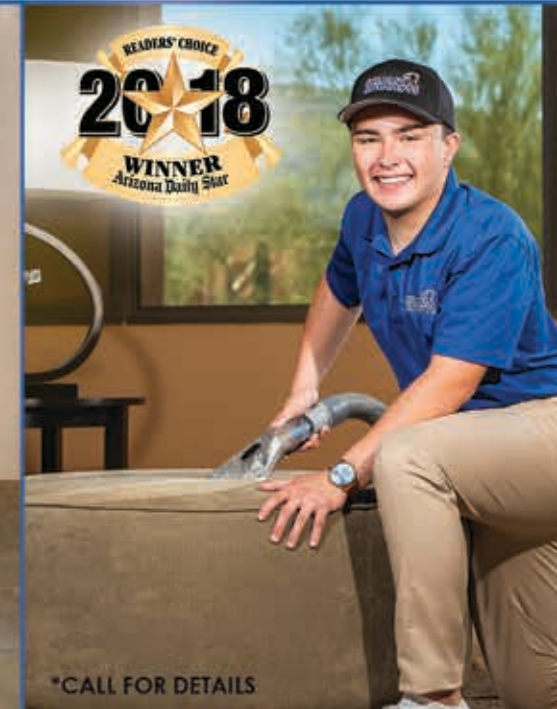
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My beautiful granddaughters...Naarah, Acela & Atara
"The joys of life!"

Devine could not even reach the sink when she started serving others. Pam is kind and has a heart of gold, which makes making a difference easy. **Judi Baker** was a single mom struggling to make a better life for her family. She had a meeting with God and made the jump to do real estate full time. It was the best decision ever. Judi was a pre-school educator now she is educating her clients. **Ronnie's Handyman Service**, our partner spotlight this month, has built a stellar reputation in Tucson for 20 years. A family business ready to give you impeccable service to get the deal closed.

NOTE publisher's

A New Orleans gal, accustomed to treating people with Southern charm, makes connecting and inspiring others a natural for me. Tucson Real Producers launched its first pub in October of 2017, focusing on creating a community of likeminded business owners who want to work with those who have integrity and do quality work. I cannot believe it has been almost three years since we began this adventure. We have featured almost 150 amazing agents so you can get to know your colleagues at a deeper level. We have close to 40 partners who make all of this happen each month. None of this is possible without their support. Know these businesses come highly recommended by top agents like you!

Use them, thank them, refer them, write a post on Facebook when you are blown away by their service! All of this matters so we can continue to shine the light on incredible agents like YOU!

Folks from Chicago are so often lured to the desert. Who can resist our sunshine and low humidity? Well, two of this month's featured agents could not! **Leslie Heros** knew positively that moving to Tucson was going to be a good move. What she did not know was helping others move was in her future. **Pam**

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If you have suggestions of topics you'd love to see featured or a question you would appreciate a top producer's opinion on, please email me at Delilah.Royce@RealProducersmag.com.

My heart is full,

Delilah

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That's where Ronnie's Handyman and Home Service comes in — with a true spirit of building together.

Growing the Vision

Ashley Valenzuela is co-owner of Ronnie's Handyman and Home Service with her father and two brothers — an enterprise that began in 1999.

12 • August 2020

“Our business started when my dad, Ronnie, moved here from southern California with my brothers, Justin and Nick,” Ashley recalls. “At the time, he was a pool builder and a truck driver, and had always done things around the house. He was a single dad with two boys, and he wanted to spend more time with the kids.”

Ronnie started working with a single client. That soon evolved into full-time work. Then other requests started coming his way. At that point, he decided to start his own business.

“Dad decided he could make it a full-time business,” Ashley says. “So he hand-wrote a note, and on the outside put ‘please read me,’ he then copied and placed

the notes onto windshields in the shopping centers near his home, explaining that he was a single dad who had started his own business to spend more time with his sons.”

Justin and Nick joined their father in the business. In time, more clients and projects came. And the business has grown steadily ever since.

“I moved here in 2007 and started my family. And in 2010, I came into the business,” Ashley says. “We have a really great working relationship together. We have different strengths that make a really strong, functioning ownership of the company with great results for our clients.”

Team Effort

The team at Ronnie's Handyman and Home Service carries a deep sense of pride in everything they do.

“It's rewarding to know we have a really strong team with our technicians and office staff. We have a solid and cohesive team,” she says. “Anyone in the community can call us at any time, and we'll do everything we can to help or find someone else if it's something we don't do. When the job is done, customer satisfaction is what means the most ... knowing that our technicians did a great job and that those we have served are happy with the work. People take pride in their homes. It

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feels good to help them with their homes. The same goes for the businesses we serve through the commercial side of what we do.”

Relationships drive success, including the bonds built with real estate partners through time.

“We have a lot of experience working with the real estate industry. As a result, we understand the deadlines and the timeline pressures that are involved. We are very familiar with the home inspection report process,” Ashley explains. “When a deal is going, they need answers right away. We will get information by phone or email, and we get the quote turned around quickly.”

Resource for Results

Ronnie's Handyman and Home Service takes their role as a resource seriously — whether

they are carrying out what needs to be done or pointing clients in a new direction.

“There are times when we are approached with a request that we're unable to take on,” she explains. “In those cases, we are helpful and refer people to another resource that we know and trust. Being in the business for 20 years, we have grown and have done a lot of networking. So we always encourage people to call with any questions they may have, and we'll give them a good referral.”

The Ronnie's Handyman and Home Service team includes a team of 12 professionals with many years of experience and expertise — and with a hunger to build on it.

“Each technician brings a different skillset. We're always

learning, growing and evolving. We have a very solid team,” Ashley emphasizes. “That's the same spirit we started with. We have defined our success by growing the business from a single father to what we have now. In the process, there has been a lot of dedication, hard work and teamwork.”

Life's Priorities

Ronnie, Justin, Nick and Ashley have a strong love of family. There's Ronnie's wife of 17 years, Dorann, and her son, Keenan. There's also Justin, his girlfriend, Myrna, and their 2-year-old son, Zephyr; Nick, his girlfriend, Caitlin, and their 7-year-old son, Padraic; and Ashley, her husband, Chris, and their two children, 12-year-old son, Jack, and 9-year-old daughter, Zoey.

In addition to spending time with family and friends,

they also take pride in their community and giving back, contributing to local projects like a local aquatic center, as well as providing support for other projects and fundraising efforts.

That passion for giving back translates directly to the level of commitment delivered to clients.

“We work very hard to be a quality and reliable organization that really cares about our community and customer satisfaction, so that they feel like part of our family and can rely on us for whatever they need.”

For more information about **RONNIE'S HANDYMAN AND HOME SERVICE:** Phone: 520-297-8724 Email: RonniesHomeSVC@hotmail.com

partner spotlight

By Dave Danielson
Photography by Joey Ambrose



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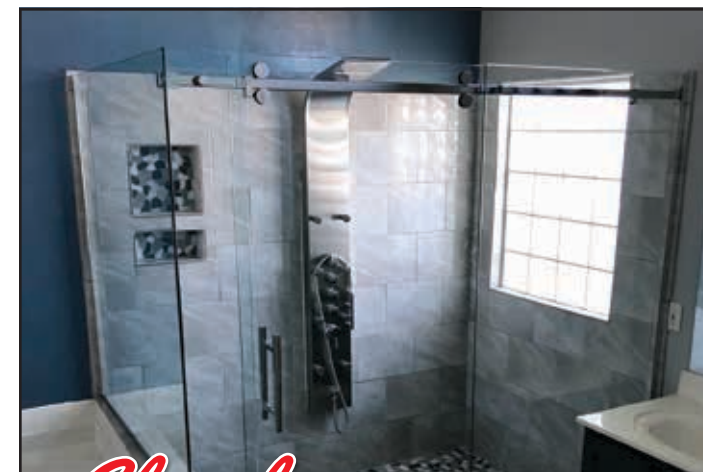
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By Kylea Bitoka

Photography by Jacquelynn Buck

JUDI BAKER

A Life-Changing Decision



Judi Baker led the two young brothers outside to check out the backyard. While they explored, it gave the boys' mom and her boyfriend time to view the house and contemplate the significant decision of buying. Questions and real estate go hand in hand. On this day, there was a big one waiting to be asked. As Judi and the boys walked back into the house, they saw the boyfriend down on one knee. "He had just proposed! She said, 'Yes!'" It was a fairytale ending that would stick with Judi. "They bought that house and still live there. I attended their wedding; it was just wonderful!" You can hear the joy as Judi shares. It's one of many stories that create her why. "Over the years, my work has impacted lives, and at the same time, they have impacted my life. My passion has and always will be working with families. I love connecting people with their perfect home that brings them joy and comfort."

At an early age, Judi's desire to help shone through even as she played. "As a little kid, I remember setting up a classroom in my room and teaching my dolls." As Judi grew older, the desire stayed with her. Judi graduated with a degree in education from the University of Arizona. She found her first teaching job at a small Catholic school. Judi's career blossomed. She earned the English Teacher of the Year Award from the state. From there she became part-owner in several local preschools. "I helped create a curriculum and establish learning environments for young children." For Judi, it was about more than creating a place to learn. "Within our early childhood learning environment, I worked diligently to create a home away from home." With Judi's passion for home and family, real estate was a natural fit. When the preschool business sold, it didn't take long for a friend to point Judi in the direction of real estate.

"As a single mom of three kids, real estate gave me the flexibility to attend my children's school and

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Zariah (Baby Z), Lindsey, and Judi



Zariah, her precious granddaughter, Lindsey, Ryan, Judi, Jenn, and the coolest dog ever – Benny!



sporting events. I was able to help families and still spend time with my own family." Judi admits work-life balance didn't happen overnight. It required some difficult decisions. Judi shares, "In the beginning, I was trying to do everything: real estate, be a mom, and work a part-time job that paid the bills. When the market crashed in 2008, I had a meeting with God. I said, 'I can't keep doing this.' I wasn't doing anything well!" Something had to give. Judi stepped out in faith and quit the job with a guaranteed paycheck. "I put all of my energy and focus into being a good mom and REALTOR®."

At the time it felt scary; looking back Judi has no doubt it was the right choice. "It was life-changing for all of us." While Judi's real estate business did take off, the accomplishment she's most proud of is her kids. "I am blessed to have three amazing children who are caring and kind and have strong work ethics." You can hear the pride and joy in her voice as she talks about her kids and grandchild. "Lindsey, my oldest daughter, is a paralegal in the Phoenix area and is mom to my 8-month-old granddaughter, Zariah! Jenn graduated from the University of Arizona with a degree in Veterinary Science. She's amazing with animals and currently works with her dad at

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his veterinarian clinic in town. Ryan graduated from the U of A Eller School of Business and now works for Honeywell in Minneapolis.

When they are all in town together, Judi and her kids make the most of it. "We eat, talk, and laugh!" Judi and her kids reminisce about shared challenges and adventures. Judi jokes, "I think at one point I could have been a great cook, but working with clients and picking kids up from three different schools didn't leave much room for inspiration in the kitchen." It gave her son, Ryan, the opportunity to develop his skill in the culinary arts. "He's a great cook! When he comes home, we look forward to his meals. It's always fun watching my kids work together in the kitchen."

Judi recounts another family adventure – a surprising and hilarious vacation experience. "My friend and I took our kids down to Mexico. I had my three kids, and she had two. All of our kids were young, I think the oldest was maybe 7 or 8 years old. We had all the luggage tied to the top of the car. As we were driving on the highway, it flew off!" After collecting their runaway luggage, they made it to their destination. When it was time to do dishes, they loaded the dishwasher only to

discover no soap. They used regular dish soap instead. "When I walked into the kitchen, the floor was covered in soap suds; they were just spilling out from the dishwasher!" There would be more surprises with the water and the electricity, but as Judi sums up the trip, she says, "It was a great trip; we had so much fun!"

One of the many things that sets Judi apart is her ability to keep her humor and positivity in the face of challenges. It's a perspective she learned from her mom. "My mom was a strong lady. She taught me to get up and do my best every day regardless of the circumstances. She told me, 'There's no time to lay in bed and cover your head! The problems won't go away till you walk through them.'" Her mom's example laid the foundation for Judi's faith and work ethic. "I have a strong faith that guides me daily. As my mom used to say, 'God didn't bring you along this far just to drop you on your head!' I know that if you put the hard work in, it's going to work out."

Judi's thankful to be living out her passion. "I'm a hard worker, but it doesn't feel like work! It's always a new experience because each day and person are different. I love working with my clients; it feels like family."

"I HAVE A STRONG FAITH THAT GUIDES ME DAILY. AS MY MOM USED TO SAY, 'GOD DIDN'T BRING YOU ALONG THIS FAR JUST TO DROP YOU ON YOUR HEAD!'"



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Lessons Learned

What's the biggest lesson you learned from your COVID/Quarantine experience?



DAMION ALEXANDER
LONG REALTY

"Face-to-face contact is not necessary for real estate transactions, but relationships still matter more than ever."



MARNEL MARTINEZ
UNITED REAL ESTATE

"That I've missed out on so many things by always rushing so much. Since I've been home more, I've noticed amazing wildlife on my property and been blown away by the cactus blooms. It all makes me wonder, what else I've been missing out on all these years?!"



SHERI RIVA BURNS
LONG REALTY

"That raising your own chickens, turkeys, ducks, and having a garden means you don't have to worry about grocery stores."



SCOTT RYCKMAN
ALL PRO ROOTER AND PLUMBING
(PREFERRED PARTNER)

"Time to take a ride on SpaceX!"



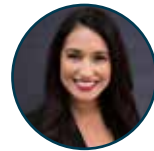
ERIC SEGER
SEGER AND ASSOCIATES
REAL ESTATE

"Time with family and friends is more important than anything."



JIM JACOBS
LONG REALTY

"That we wear masks out of respect for others and our community."



VERONICA GARCIA
REALTY EXECUTIVES

"I learned that I'm an extra extrovert!"



LISA BAYLESS

"Don't give up!"



FELIX GAFNER
REALTY FELIX

"I know now exactly how much toilet paper I use..."



DONNA SEEMANN REED
KELLER WILLIAMS SOUTHERN ARIZONA

"Hugs matter. And, I miss them."



ADENA REIDY-GAUTHIER
LONG REALTY

"Family game night is a treasured mountain of laughter and memories. Paint can bring outdoor pots and yard art back to life. A fresh splash of color makes you happier. Walks with your kids is a huge win. Watching the kids play frisbee in the street will warm your heart. That my oldest, age 26, and my youngest, age 11, just built the strongest relationship in 45 days of lockdown. It was back to the simple and basic amazing things; I loved it."



CINDIE LURIA-WOLFE
LONG REALTY

"We started having Zoom happy hours with my siblings, my parents, and my children, something which of course was available to us before but we had not thought of. On Sundays, at 4 pm, we



JOELLE KAHN
TIERRA ANTIGUA

"That we took things for granted - toilet paper, paper towels. We had to learn to adjust our business with the virus taking over our lives. Showings, meeting new clients, even office meetings had to change to fit what is going on right now. Very thankful for paperless, thankful for the ability to do live video 'showings' of homes to potential buyers. It made them much more comfortable than meeting face to face. Thankful that our industry let me still have a 'job' and work through this when many people were losing their jobs."



ESTHER EMPENS
TIERRA ANTIGUA

"Respect and understand the different levels of concern and fear. For one, there is no fear, for the next, it is overwhelming due to compromised immunity or a frail family member. Be thoughtful, respectful, and encourage, as that moves us all forward."



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DISCOVER ▶▶ hidden gems

Ritz-Carlton, Dove Mountain

ESCAPE WITHOUT LEAVING THE STATE!



For all of us who lovingly call Tucson home, the list of why it's special runs long. Tucson's small-town feel makes it easy to overlook how big it is and how much there is still to discover, even for Tucson natives. Hidden Gems is a celebration of the places that make Tucson unique, special, and a great place to call home. Our goal is to highlight different locations in Tucson and the surrounding area. We are excited to shine the spotlight on all things local, experiences that you can't find in another city. Tucson has a lot to offer from outdoor beauty to art, food, and entertainment. Join us on a journey of re-discovery as we fall in love with Tucson all over again. As

always, we love to hear from you! Do you have a favorite spot that you'd like to see featured? Let us know!

RITZ-CARLTON, DOVE MOUNTAIN

The quiet mystery of the Arizona desert pairs with anticipatory service and luxury amenities at The Ritz-Carlton, Dove Mountain. Close to Tucson yet secluded amid the Tortolita Mountains, the hotel appeals to adventurous travelers who also seek solitude. A morning hike can be followed by fresh juice made from oranges you picked along the way and clear energy after an intense round of golf with a massage using healing gemstones.

Nature's power is no secret; communities have been using it to heal since the beginning of time. At The Ritz-Carlton Spa, Dove Mountain, rituals and journeys take a holistic, natural approach to health and beauty. Indigenous Tucson gemstones are used to ease sore muscles, alleviate stress, restore balance, and clear energy. A poultice of indigo, favored by Native American shamans to treat aches and pains, and warm basalt stones are incorporated into massages. And desert flora extracts are used to quench dehydrated skin. This unique experience, paired with the resort's beautiful setting, has made the spa a favorite with readers of *Condé Nast Traveler* and a wellness destination for locals and visitors.



"A morning hike can be followed by fresh juice made from oranges you picked along the way."

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SOFIA GIL

DOWN-TO-EARTH. POSITIVE. NO MATTER
 THE CHALLENGE – NEVER QUIT!

"I'd pop in the car with my grandpa to go collect mail from his apartment building," Sofia Gil remembers. "That was one of her earliest experiences with the world of real estate. She was raised in Phoenix, Arizona, in a family that invested in real estate." Sofia's grandpa had come to Phoenix from Spain to build an apartment complex as well as other real estate investments. He finally remembers the time spent with his grandpa, checking in on his investments. However, Sofia would spend her time with her grandpa's interest again.

In the meantime, Sofia grew up, inspired by her father. "He was a very successful engineer," she says. "I grew up moving from my father, who is a chemical engineer," she explains. "My father had his own engineering business. Everyone expected me to work for his company one day."

"I graduated," Sofia says, "and I did an impressive offer from Johnson & Johnson. It was offered as an engineering position in Austin, a border town near El Paso, Texas. I didn't know it, but my parents were disappointed by my decision. In their eyes, there was no reason for me to go when I had a hard job opportunity." Sofia reflected on the significance of the move. "I started a completely new chapter with different people. Without my parents' support, I had nobody to fall back on. I missed my family very much. Life as a border town was shocking for a city girl like Sofia. However, she kept it straight here. "It was a different culture," she says, "but I was proud to see it. I had to prove I had the skills to make the right decision." Sofia's parents, however, were also shocked. "Sofia was a hard worker. She was also would spend the day in a classroom setting. She was a hard worker, not wanting to be home to herself. On the outside, Sofia was cool and collected.

On the inside, she was scared and lonely — but she refused to give up. "Today, there's a real estate office in Sofia's mind that she made the right move."

"It was my first job with Johnson & Johnson that I met my husband, Francisco, who is also a mechanical engineer," she explains. "Francisco was a hard worker, and he was a hard worker. They were married exactly one year after they started dating. It didn't take long to realize they were a great match. Sofia said their great sense of humor is the secret to their marital success. "I know you laugh with your partner, you relax. A good sense of humor really works for me. We are also very respectful and honest with each other."

After the birth of her first son, Sofia made another life-changing transition. She left



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 CARING TRANSITIONS

TOP
 STANDINGS

Photography by Casey James MAY 2020

... the ability of engineering for the ever-changing world of real estate. "I had never been in real estate," she says. "I was raised in a family that invested in real estate. I was raised in Phoenix, Arizona, in a family that invested in real estate." Sofia's grandpa had come to Phoenix from Spain to build an apartment complex as well as other real estate investments. He finally remembers the time spent with his grandpa, checking in on his investments. However, Sofia would spend her time with her grandpa's interest again.

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PAM

A LEGACY OF SERVICE

“My first memory of volunteering was at church. I washed the cups and saucers after a ‘Coffee and Cookies’ get together. I was fairly young; I had to stand on a chair to reach the sink. My pink ruffled hat fell into the dishwasher!” Pam Devine chuckled as she shared the memory. In those moments, Pam discovered the joy of service. “My mom always volunteered. She would take us to the inner-city churches in Chicago to help with VBS (Vacation Bible School).” That was just one of many service opportunities Pam would experience while growing up. Through her mom, Pam witnessed the importance of giving back. “My mom often said, ‘Many hands make light work.’ You don’t have to do a lot. If everyone just did a little bit, our world would be a better place.”

It’s a mindset that shines through in all aspects of Pam’s life, including her career with Coldwell Banker Realty. Pam’s perspective transforms challenging situations. “[One] house had been on the market three different times in over a year; the owners were frustrated,” she remembered. However, Pam

DEVINE

didn’t see the challenge, the potential paycheck, or another project to be completed – instead, she saw the elderly couple and listened.

“Seniors are some of my favorite people to work with. To me, they are still the greatest generation. For that generation, it’s all about looking you in the eye, shaking hands, and giving your word. It’s important to meet around their kitchen table where they make their biggest decisions.” Over the course of the meeting, Pam realized how she could help. “The house needed to transform from ‘lived in’ to ‘photo-ready.’ The wife laughed over the fact that I was re-staging décor and decluttering areas. She didn’t see the point until she saw the new photos.” Pam added with a laugh, “She had about a dozen ceramic roosters too many!”

As a Senior Real Estate Specialist, Pam highlights the importance of knowing boundaries and prioritizing the clients’ needs. “The husband had lost a daughter in the Twin Towers on 9/11. He had a shrine set up to her. I knew it wouldn’t be appropriate to touch anything there. I listened to the stories he shared about his daughter.” Within two weeks, the house was under contract. The couple only had to leave their home for the final signing at the title company. For Pam, closing is a chapter, not the end of the story. “Although I wasn’t a part of the purchase for their new manufactured home, I joined them on delivery day

to film the setup. I took cold drinks and lawn chairs so we could make an event of it. They were thrilled, and even invited my husband and me over for dinner to celebrate.”

While Pam is passionate about real estate, for her, it’s one part of a larger purpose. “I wasn’t created by God to be a REALTOR®,” she explained. “I believe I was created in His image to also be a creator and a servant. That comes in many forms — raising children, creating handmade items, volunteering, [and] sharing what gifts or talents I have so that others may benefit.” From carpentry to perfume sales to wife and mom to REALTOR®, each role has equipped Pam with new skills and understanding, as well as presented different opportunities for service. “I was born in the Chicago suburbs and later lived in the Philadelphia suburbs.” Pam came to the University of Arizona to study pharmacy but switched to rehabilitation. A different career path opened up after graduation. “I had spent the summer working as a gofer for a construction company. I delivered materials to job sites and loaded supplies with a forklift.” Pam found out about a Women in Construction Seminar through an article her mom clipped from the newspaper. “I decided to go to the seminar. During the breakout sessions, I realized I wanted to be a carpenter.” Pam entered into a 6,000-hour apprenticeship after graduating from the UofA. At the end of the four-year program, Pam

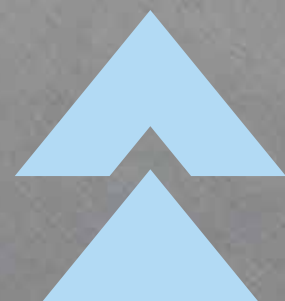
making a difference

By: **Kylea Bitoka**
Photography by: **Casey James**





Pam became a carpenter by day and a modeling teacher by night. “I would come home, scrub my nails in the shower, put on a dress, and teach modeling classes at the academy.” Pam’s side hustle also included perfume sales.



Pam; husband, Ardan; son, Shea; and daughters, Alexandra and Felicia



earned an associate’s degree and the title Journeyman Carpenter. Then, Pam became a carpenter by day and a modeling teacher by night. “I would come home, scrub my nails in the shower, put on a dress, and teach modeling classes at the academy.” Pam’s side hustle also included perfume sales.

Pam’s husband, Ardan, entered the scene through a blind date. “A mutual friend set us up. It took us about six weeks to finally get together with our various schedules. He was busy traveling with tennis tournaments, and I think I was dragging my feet a little.” Pam laughed as she continued. “Our first date was at a sports park; he invited me to watch his softball game. Afterward, we went out to eat with another couple.” Pam casually added, “We got married seven months later.” It becomes clear that any apprehension Pam had quickly disappeared. Thirty-three years later, Ardan and Pam are still a perfect match!

As a full-time mom of three children, Pam had many roles as a scout leader, classroom volunteer, and team mom. She also continued to work part time as a sales rep for perfume companies. Through example, Pam passed down the values she learned from her mom. “One thing I could do with the kids was to deliver mobile meals. It was hilarious – each stop I would unbuckle them, we would drop off the meal, and then I’d buckle them back into their car seats. Then we’d do it all over again at the next stop. As they got older, I used our delivery time to teach them how to read a map.”

Pam’s carpentry skills came in handy when she helped build a church on the Navajo reservation. “My youngest daughter, Felicia, went with me on that project.” Pam’s children continue the legacy of service. Alexandra, a respiratory therapist at Phoenix Children’s Hospital, volunteers with For Goodness Cakes. Shea works as a dentist in Pennsylvania and has worked in Jamaica as part of a dental mission trip. Felicia, a chiropractor, also lives in Pennsylvania and volunteered last year as a coach for Girls on the Run.

When it comes to service, Pam’s not slowing down. Pam discovered Youth on Their Own (YOTO) when members of the nonprofit gave a presentation at her real estate office. “When I heard their presentation, I thought, “That’s a mission I can get on board with.” YOTO is a dropout-prevention program that supports the high-school graduation and continued success of homeless, unaccompanied youth in Pima County. “I currently volunteer one day a week as a receptionist. Also, my card-making club creates handmade birthday and graduation cards for the youth. We started out making cards for assisted living facilities. When I found out about YOTO, I suggested we make cards for them too.” Pam also volunteers with Teen Challenge, a faith-based organization that helps youth recover from addiction and life-controlling problems.



Real Estate Wednesday bell ringing



My club made graduation cards for Youth on Their Own.



Pam, a licensed carpenter, operating table saw during a home-building service project.

“I hope to make a difference for an everyday someone. My gravestone will never say number-one REALTOR®. It won’t say number-one anything! I won’t cure cancer or receive a Nobel Peace Prize. But I hope that I will have touched some lives with humor, a smile, an encouragement, or a handmade gift. Maybe those little ripples will roll into the world and encourage someone to do something kind for others.”

LESLIE HEROS



RADIATING THE JOYS OF LIFE!

"My third day in Tucson, Africanized bees swarmed through the bathroom vent!" Leslie Heros can laugh now as she recounts the shocking situation. Leslie and her 1-year-old twin boys, Conner and Josh, had just moved to the desert from Chicago. "Looking back at the move, I'm surprised that I did it! My parents were only here during the winter at first. I didn't know anyone!" A newly single mom, Leslie, needed a fresh start. She was determined to provide the best for her boys, and she wanted to be close to her parents. Tucson checked the boxes, and the dry, warm climate would be good for her boys' health. "We rented a new build near Sabino Canyon. The second day, I walked in the backyard and saw the table covered in thousands of bees. I called the landlord, a company came out, and it was "taken care of." The next morning as I'm lying in my bed, which faces the door to the master bathroom, I see bees coming through the vent in the ceiling!" While shocked, Leslie didn't waste a minute. "I grabbed a roll of duct tape and taped the vent closed. Then I packed up the boys and went to stay at my parents' house. Apparently, the Africanized bees had gotten in while the house was being built. I had never heard of Africanized bees before, but I quickly learned!" A recurring theme in Leslie's life: As life throws unexpected challenges in her path, Leslie learns, adapts, and beautifully overcomes each one.

"My boys were born at 25 weeks and one day. They weighed 1.8 and 1.9 pounds. Josh and Conner were in the Neonatal Intensive Care Unit for three months and two days. People tried to prepare me for the worst, but I just knew in my heart that they would be okay." Conner and Josh were on ventilators; they underwent heart surgery and hernia surgery. Both started wearing glasses at 6 months old and required vision therapy. "They required a lot of therapy to catch up; you can't be born that early and not have developmental delays." Leslie lists the different types of therapies from more common ones like physical, occupational, and speech, to music and riding therapy.

"The doctors told me that Conner might never walk. He started at TROT (Therapeutic Riding of Tucson) when he was 2 years old. He was the youngest rider TROT had ever had. Six months after he started riding, he started walking!" Leslie shares how the experience shaped her life. "The first year of their lives, it was hard. They were both on heart monitors; we didn't really sleep. It taught me the power of positivity. I always said to them, 'If you make it, you are going to love life more than most people, because you fought harder for it.' It's true; they love life!" Today, Conner and Josh are doing well. They just finished their freshman year earning straight

A's at the University of Arizona's Honor College. "They believe that their challenges are their greatest assets; I am so proud of that."

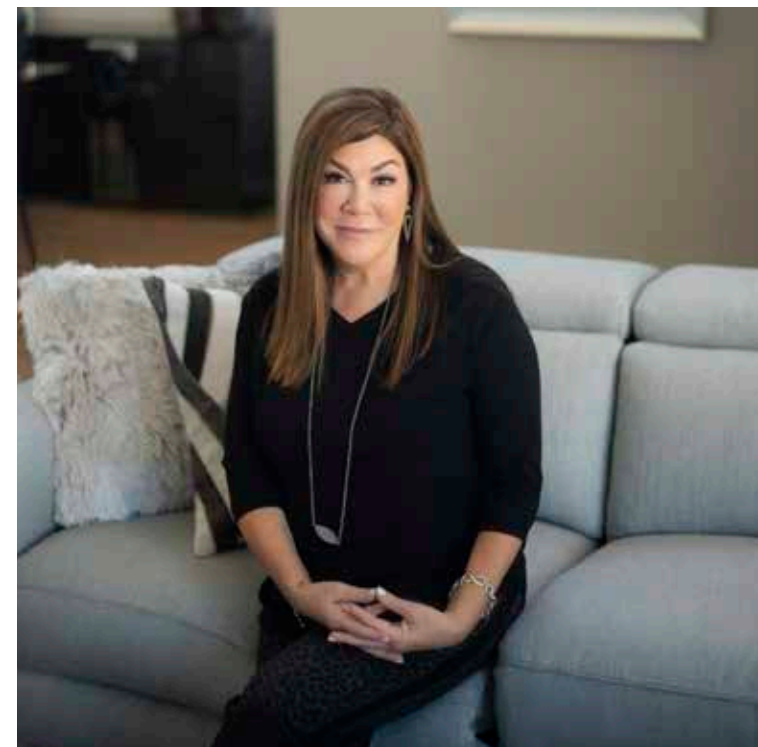
When Josh and Conner were 4 years old, it was time for Leslie to go back to work. She considered working for a nonprofit, an industry in which she had a good deal of experience. Leslie had studied political science at the University of Northern Colorado. "My senior year, I interned as a legislative aid for a state representative who was a Christmas tree farmer in the offseason. After graduation, he hired me as a campaign manager. We went door to door and to every town meeting! I learned about fundraising and connecting with a variety of different people." Leslie's hard work proved effective. The representative won the election; however, there was no money to hire Leslie. The experience would launch Leslie into her next endeavors working for nonprofits and in advertising. It would also move her from Colorado to Tennessee, and then back to her hometown of Chicago. Now in Tucson, Leslie was trying to figure out her next career move. She needed a work schedule that allowed for some flexibility. "My dad was the one who suggested real estate. He was my best business advisor; I miss him!"



I always said to them, 'If you make it, you are going to love life more than most people because you fought harder for it.'

Following her dad's suggestion, Leslie set up a meeting with a family friend in real estate. "It was such a positive meeting. I decided to get my real estate license. My previous positions required thinking outside of the box; each role revolved around problem-solving and being with the public. It was the perfect foundation for real estate." Fifteen years later, Leslie still enjoys everything about real estate from working with buyers and sellers to negotiating the best deal. From her experience, she shares what she considers essential components:

"The biggest things that I teach new agents - listening to their clients and respecting how much money people are spending." Leslie shares an example from her fundraising days. "Whether I was sitting across the table from the CEO of FED-EX asking for a \$150,000 grant or a mom-and-pop shop asking for a \$500 donation - it was a **big** decision for the donor. Whether a client can spend over a million on the house or



less than \$150,000, that house will be their biggest asset. It deserves your full attention regardless of the selling price."

Leslie is thankful that real estate allowed her to follow her parents' example throughout Josh's and Conner's childhoods. "My parents were married for 53 years before my dad passed. Even though my dad worked as an executive for a large company, he did not miss games or birthdays. When my mom went back to work after earning her master's degree, she always prioritized time with my brother and me. We took family vacations together each year; those trips created my love of travel. From their example, I learned how to be present in each moment. Whether I am with my kids or clients, I focus on who or what is in front of me." Leslie has had opportunities to travel throughout the world, and now she's excited to give her kids similar experiences. "Last summer our whole family (me, Josh and Conner, my brother plus his wife and my two nieces, and my mom) spent three weeks in Northern Europe. We visited nine countries. It was so much fun to have three generations together! The different perspectives were fascinating."

Leslie enjoys that real estate provides the opportunity to give back to the community that's helped support her throughout the years. She currently serves on the board of The Gregory School, the high school Josh and Conner attended. Leslie also supports Nourish, a nonprofit organization that provides support for children with feeding challenges through therapy assistance. "Nourish helped Josh and Conner learn to eat solid food and develop a better quality of life." Then there are her two rescues, Jack and Sydney, energetic dogs that joined the family in January.

As a full-time REALTOR®, active community member, and mom, Leslie makes the most of every moment. The words Leslie spoke over her boys prove true for her as well - her joy for life radiates because she's worked so hard for it.



TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1-June 30, 2020

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	178.0	44,239,717	248,538
2	Kyle Mokhtarian (17381) of Realty Executives Arizona Territory (498305)	209.5	42,109,012	200,998
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	133.0	30,680,617	230,681
4	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	97.0	28,301,996	291,773
5	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	111.0	25,354,135	228,416
6	Kaukaha S Watanabe (22275) of eXp Realty (495203)	107.5	23,876,530	222,107
7	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306) and 1 prior office	58.0	23,017,200	396,848
8	Lisa M Bayless (22524) of Long Realty Company (16717)	53.5	22,519,700	420,929
9	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	77.0	20,199,100	262,326
10	Laura Sayers (13644) of Long Realty Company (16717)	53.0	19,127,184	360,890
11	Russell P Long (1193) of Long Realty Company (298)	24.0	18,130,500	755,438
12	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	73.0	17,748,482	243,130
13	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306) and 1 prior office	59.0	16,524,200	280,071
14	Matthew F James (20088) of Long Realty Company (16706)	24.0	16,462,250	685,927
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	43.0	15,983,721	371,714
16	Peter Deluca (9105) of Long Realty Company (298)	40.5	15,462,405	381,788
17	Tom Ebenhack (26304) of Long Realty Company (16706)	46.0	15,041,050	326,979
18	Jennifer Philips (16201) of Gateway Realty International (52120) and 1 prior office	61.5	14,909,815	242,436
19	Denice Osbourne (10387) of Long Realty Company (16707)	36.0	14,612,093	405,891
20	John E Billings (17459) of Long Realty Company (16717)	39.5	14,611,350	369,908
21	Leslie Heros (17827) of Long Realty Company (16706)	36.0	14,334,600	398,183
22	Paula Williams (10840) of Long Realty Company (16706)	27.0	13,459,095	498,485
23	Don Vallee (13267) of Long Realty Company (298) and 1 prior office	34.0	13,073,100	384,503
24	Laurie Hassey (11711) of Long Realty Company (16731)	31.5	13,015,994	413,206
25	Brenda O'Brien (11918) of Long Realty Company (16717)	29.0	12,598,322	434,425
26	Jose Campillo (32992) of Tierra Antigua Realty (2866)	63.0	12,265,570	194,692
27	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	24.0	11,708,894	487,871
28	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	51.5	11,693,245	227,053
29	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	15.0	11,283,000	752,200
30	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	54.0	11,169,650	206,845
31	Patricia Sable (27022) of Long Realty Company (16706)	22.0	11,163,500	507,432
32	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	6.5	11,162,188	1,717,260
33	Nicole Jessica Churchill (28164) of eXp Realty LLC (495204) and 1 prior office	42.5	11,090,900	260,962

Rank	Name	Sides	Volume	Average
34	Alfred R LaPeter (32582) of Long Realty Company (16717)	20.5	11,058,926	539,460
35	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	32.0	10,927,700	341,491
36	Anthony D Schaefer (31073) of Long Realty Company (298)	30.0	10,916,550	363,885
37	Kristi Penrod (33258) of Redfin Corporation (477801)	28.5	10,660,360	374,048
38	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	10.0	10,505,000	1,050,500
39	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	25.5	10,208,100	400,318
40	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	36.0	10,133,400	281,483
41	Jason C. Mitchell (36629) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	39.0	9,902,475	253,910
42	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	31.0	9,888,900	318,997
43	Gary B Roberts (6358) of Long Realty Company (16733)	38.0	9,877,100	259,924
44	Bob Norris (14601) of Long Realty Company (16733)	38.5	9,702,700	252,018
45	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	29.0	9,654,900	332,928
46	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	41.5	9,503,200	228,993
47	Jim Storey (27624) of Tierra Antigua Realty (2866)	22.0	9,432,793	428,763
48	Tim S Harris (2378) of Long Realty Company (298)	18.0	9,334,374	518,576
49	Michele O'Brien (14021) of Long Realty Company (16717)	26.0	9,262,500	356,250
50	James L Arnold (142000775) of Tierra Antigua Realty (286614)	16.0	9,242,784	577,674

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1-June 30, 2020

Rank	Name	Sides	Volume	Average
51	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	42.0	9,204,300	219,150
52	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty (472205)	25.0	9,193,928	367,757
53	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	21.0	8,980,700	427,652
54	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	26.0	8,824,300	339,396
55	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory (498306)	32.5	8,545,019	262,924
56	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	10.5	8,506,100	810,105
57	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	28.5	8,472,870	297,294
58	Jennifer C Anderson (16896) of Long Realty Company (16724)	28.0	8,327,532	297,412
59	Debra M Quadt (16709) of Redfin Corporation (477801)	26.0	8,255,390	317,515
60	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	27.0	8,219,300	304,419
61	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	34.0	8,176,963	240,499
62	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	27.0	8,104,245	300,157
63	Paula J MacRae (11157) of OMNI Homes International (5791)	20.0	8,078,486	403,924
64	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	27.0	7,812,684	289,359
65	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	26.0	7,716,000	296,769
66	Carmen Pottinger (14500027) of Carm's Realty LLC (145064241)	41.0	7,677,800	187,263
67	Rob Lamb (1572) of Long Realty Company (16725)	16.5	7,510,000	455,152
68	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	32.5	7,491,900	230,520
69	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	22.5	7,311,525	324,957
70	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	34.0	7,308,019	214,942
71	Tori Marshall (35657) of Coldwell Banker Realty (70207)	22.5	7,254,800	322,436
72	Maria R Anemone (5134) of Long Realty Company (16717)	9.0	7,222,900	802,544
73	Brittany Palma (32760) of 1st Heritage Realty (133)	33.5	7,201,425	214,968
74	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	17.0	7,041,373	414,198
75	Tim Rehrmann (25385) of eXp Realty (495206)	22.0	7,002,964	318,317
76	Rebecca Maher (11616) of Long Realty Company (16719)	16.0	6,998,650	437,416
77	Mary Vierthaler (12199) of Long Realty Company (298)	16.0	6,775,290	423,456
78	April Ayala (29221) of eXp Realty (495203)	30.5	6,752,050	221,379
79	James Servoss (15515) of Keller Williams Southern Arizona (478306)	30.5	6,750,450	221,326
80	Dottie May (25551) of Long Realty Company (16728)	15.5	6,736,700	434,626
81	David K Guthrie (19180) of Long Realty Company (16706)	18.0	6,589,000	366,056
82	Lori C Mares (19448) of Long Realty Company (16719)	22.0	6,564,659	298,394
83	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	28.0	6,471,400	231,121

Rank	Name	Sides	Volume	Average
84	Jameson Gray (14214) of Long Realty Company (16706)	11.5	6,412,892	557,643
85	McKenna St. Onge (31758) of Long Realty Company (16706)	11.5	6,412,892	557,643
86	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	16.5	6,405,550	388,215
87	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	10.0	6,354,928	635,493
88	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	18.0	6,329,025	351,612
89	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	22.0	6,280,450	285,475
90	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	25.5	6,248,514	245,040
91	Jay Lotoski (27768) of Long Realty Company (16717)	22.0	6,246,670	283,940
92	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	38.5	6,226,905	161,738
93	Katie M Smirnov (52565) of Long Realty Company (16706)	13.0	6,170,843	474,680
94	Amanda Clark (39708) of Keller Williams Southern Arizona (478306) and 1 prior office	24.5	6,153,140	251,149
95	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	18.0	6,153,037	341,835
96	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	19.5	6,142,400	314,995
97	Margaret E. Nicholson (27112) of Long Realty Company (16728)	14.5	6,106,700	421,152
98	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	23.5	6,092,200	259,243
99	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory (498312)	18.0	6,035,021	335,279
100	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	9.0	6,034,928	670,548

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Rancho Del Lago
 From the low \$200s
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 Vail, AZ 85641
 520-203-7344

Silver Ridge at Rocking K
 Join the Interest List
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 S. Camino Loma Alta
 Vail, AZ 85747
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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1-June 30, 2020

Rank	Name	Sides	Volume	Average
101	Carlos L. Albelais (30953) of Realty Executives Arizona Territory (498306)	32.5	6,028,100	185,480
102	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	17.0	6,015,125	353,831
103	Michael Braxton (53095) of Long Realty Company (16717)	20.0	5,994,725	299,736
104	Pam Treece (13186) of Long Realty Company (16717)	16.5	5,918,600	358,703
105	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	22.0	5,812,401	264,200
106	Ricardo J Coppel (11178) of Long Realty Company (298)	15.5	5,777,170	372,721
107	Tom Peckham (7785) of Long Realty Company (16706)	10.0	5,773,775	577,378
108	Tyler Gadi (32415) of Long Realty Company (16707)	21.0	5,731,880	272,947
109	John LaRocca (26586) of Long Realty Company (298)	6.5	5,704,750	877,654
110	Angela Tennison (15175) of Long Realty Company (16719)	11.5	5,704,000	496,000
111	Merle Martinovich (13924) of Long Realty Company (16706)	8.0	5,695,945	711,993
112	Suzanne Corona (11830) of Long Realty Company (16717)	11.0	5,680,320	516,393
113	Andrew Smith (38920) of Keller Williams Southern Arizona (4783) and 1 prior office	21.5	5,667,650	263,612
114	Dina M Hogg (17312) of eXp Realty LLC (495204) and 1 prior office	21.0	5,663,250	269,679
115	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	22.0	5,655,833	257,083
116	Barbara C Bardach (17751) of Long Realty Company (16717)	8.0	5,655,000	706,875
117	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	10.5	5,652,211	538,306
118	Judy S Ibrado (27978) of Long Realty Company (16717)	15.5	5,591,284	360,728
119	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	17.5	5,576,695	318,668
120	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	21.0	5,558,738	264,702
121	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	22.5	5,522,500	245,444
122	Tyler Lopez (29866) of Long Realty Company (16707)	22.5	5,401,499	240,067
123	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	8.0	5,392,378	674,047
124	Madeline E Friedman (1735) of Long Realty Company (16719)	12.0	5,391,250	449,271
125	Louise Riley (14201046) of Tierra Antigua Realty (286610)	23.5	5,390,260	229,373
126	Ronnie Spece (19664) of At Home Desert Realty (4637)	20.0	5,383,700	269,185
127	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498305)	21.5	5,348,350	248,760
128	Barbara J Gibbons (15330) of Long Realty Company (298)	15.0	5,337,900	355,860
129	Alicia Girard (31626) of Long Realty Company (16717)	18.5	5,334,550	288,354
130	Tanya Barnett (30843) of OMNI Homes International, LLC (579101)	16.5	5,331,585	323,126
131	Pam Ruggeroli (13471) of Long Realty Company (16719)	18.5	5,313,050	287,192
132	Heather Shallenberger (10179) of Long Realty Company (16717)	19.0	5,238,997	275,737
133	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	22.0	5,224,031	237,456

Rank	Name	Sides	Volume	Average
134	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	12.5	5,223,200	417,856
135	Barrie Herr (4956) of Long Realty Company (298)	10.5	5,210,000	496,190
136	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	16.0	5,206,026	325,377
137	Patty Howard (5346) of Long Realty Company (16706)	7.0	5,203,500	743,357
138	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	22.0	5,186,900	235,768
139	Bruce Baca (52008) of Coldwell Banker Realty (70207)	16.0	5,184,146	324,009
140	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	8.0	5,179,900	647,488
141	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	25.0	5,178,662	207,146
142	Michael Shiner (26232) of CXT Realty (5755)	17.0	5,153,250	303,132
143	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	19.5	5,145,350	263,864
144	Maren Seidler (19694) of Long Realty Company (16728)	13.0	5,127,400	394,415
145	Calvin Case (13173) of OMNI Homes International (5791)	22.5	5,115,775	227,368
146	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306) and 1 prior office	12.0	5,099,550	424,962
147	Jason K Foster (9230) of Keller Williams Southern Arizona (478306) and 1 prior office	12.0	5,081,500	423,458
148	Catherine S Donovan (28185) of Berkshire Hathaway Home Services (356307)	13.0	5,073,000	390,231
149	Jean Barclay (19068) of Long Realty Company (298)	5.5	5,065,750	921,045
150	Susan Denis (14572) of Tierra Antigua Realty (2866)	17.5	5,050,850	288,620

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