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Cameron Lambo
Loan Partner

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Cell: 806.535.9464
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aarongarrett.com
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Kathy McCandless Pettit
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Kathy.pettit@realproducersmag.com



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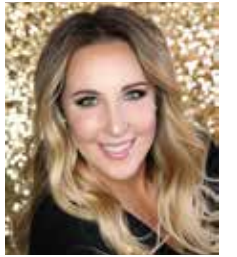
Lindsey Wells
Content Coordinator



Cj Duncan
Photographic Artistry
CjDuncan.com
(806)781-2747



Haley D. Photography
(432) 230-5817
haleyphoto@gmail.com
haleydee.weebly.com



Jacie Leigh Photography
(806)789-3170
jacie@jacieleighphotography.com
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Angela Bachmann Photography
806-787-6287
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Brooke Carlisle
AD Assistant



Lissa Anglin Photography
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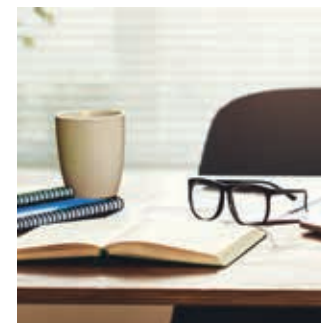
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LEE MAZUREK

MAKING A DIFFERENCE ONE FAMILY, ONE HOME AT A TIME

▶▶ top producer/cover story

By Lindsey Wells



Photo by Joe Baker Photography

Five years ago, Lee Mazurek switched professional gears and found his passion in the real estate industry after enjoying a career at the Texas Tech University System, Office of the Chancellor. An agent with William & Co Real Estate, he quickly rose to the top of the Lubbock market and has continuously been a top-producing agent since.

Lee's devotion to helping others, coupled with the values instilled in him by his parents from a young age has undoubtedly attributed to his success as a REALTOR® in his five short years in the business. Above all else, he hopes to be remembered as someone who took care of others, whether it be family, friends, clients, or strangers.

"Family is everything to me. I grew up with an amazing family and had the best parents in the world," Lee said. "My mom and dad instilled a great work ethic and a high standard in all of us. I've got an older brother

and sister that I've always looked up to." In addition to the principles he has carried with him since his youth, Lee credits some of the "all-time greats" in the Texas real estate market, including Linda Gaither and Emily Ratcliff, Mark Nanny, and Pat Ham, with teaching him some of the essentials in the business. "Every time I get the chance to pick one of their brains, I do," he said. "We all need to continue to build relationships with each other. We all plan on being in this business for a long time, and it's so nice to do business with people you love and respect."

...

Photo by Joe Baker Photography



Photo by Joe Baker
Photography

Presently, Lee is passionate about strategically planning for his future. As a planner by nature, he always strives to stay ahead of the game and admits that it seems as though there is never enough time in the day to achieve everything he would like to.

Outside of his professional life, Lee is a competitor and avid sports fan and can usually be found doing something active, another aspect of his life that was put in place at an early age. Some of Lee's favorite memories as a child involve the adventures he would go on with his family, including things like camping, white water rafting, and fishing. "The perfect day for me would be to play basketball at the TTU recreational

center, and then hit the lake in the afternoon and wakeboard, wake surf, and fish all day with friends," he said.

Lee married the love of his life, Lauren, in 2017 and said they are looking forward to starting the next chapter of their lives soon. "I look forward to starting a family of my own," he said. "I'm excited to be a father. My wife and I have been married for three years, and we said we would wait three to five years before we had kids. So it's about time!" Lauren is on the board of the Guadalupe-Parkway Sommerville Centers, which focuses on helping youth in East Lubbock, and she and Lee stay involved with helping children from less fortunate situations.

In closing, Lee has this advice for the up-and-coming agent: "Go the extra mile in anything you do. Just put forth the effort and success will come to you in your business," he said. "Treat people right and build real relationships, know your stuff, and care about your craft."

Lee Mazurek
William & Co Real Estate
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Lee and his wife, Lauren, on their wedding day



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► rising star

When did you start your career in real estate?

I received my license in November 2017 and immediately took a position with McDougal Realtors. My friend and now business partner Jeremy Steen really pushed me to get my license and make the career jump into real estate. I won't lie, I was nervous about starting something new but looking back now I'm so glad I did.

What did you do before you became a REALTOR®?

I spent many years in sales for Quality Exteriors. They are a local window and siding company. I also dabbled in some real estate investment. I have always had a passion for real estate. Growing up, my father was a home builder so it's always been in my blood and I have always been involved in some sort of real estate-related profession.

What are you passionate about right now in your business?

I really appreciate our local first responders. I would say over the last few years over 60% of the clients I work with are some sort of law enforcement or first responders. Getting to know these amazing men and women over the course of my career as a REALTOR® has

really given me a deep appreciation for what they do for your community every day. I always enjoy hearing their stories and about what they do on the job every day. Helping them achieve their dream of becoming homeowners is what this job is all about.

What has been the most rewarding part of your business?

I have to say the most rewarding thing has been the clients that I have become friends with. You really get to know people when you spend time looking at homes and learning about them. It's great when you can find common ground with people and continue those relationships even after the closing. I always enjoy meeting new people so this job is perfect for me in that sense.

What was your biggest challenge as a REALTOR®?

Time management, for sure. I am constantly saying that I need more hours in the day. You get busy and look up and it's 6 o'clock and you ask yourself where the day went.

What's your favorite part of being a REALTOR®?

My favorite part of doing what I do is the new challenges I face every day. There is definitely nothing monotonous about being a REALTOR®. Every day brings new challenges and new experiences that keep you on your toes. I enjoy the thrill of real estate. I still get excited about every deal I do and what it will take to get it to the finish line.

How many years have you been a REALTOR®?

I have been a REALTOR® for two and a half great years and I have enjoyed every minute of it.

What is your career volume as a REALTOR®?

I had to look this up but as of today, I have done \$10,366,335 in total volume since I started. Looking forward to the next 10 million for sure.





“My favorite part of doing what I do is the new challenges I face every day.”

Photo by Angela Bachmann Photography



Photo by Angela Bachmann Photography



Are there any charities or organizations you support?

Yes, there are a few. I love Children’s Advocacy Center of the South Plains and I also support Boots and Badges of the South Plains. Both are very special to me and both of them do great things for people in need here in Lubbock and the surrounding areas.

What are your hobbies and interests outside of the business?

Anyone in my inner circle of friends or people that follow me on social media will tell you that I love cooking out. There is just something great about firing up the smoker and having some friends over and feeding people. That has kind of become a weekend ritual of mine. I also have a little place in Ruidoso that I can get away to from time to time. I really like it there and have met some amazing friends that live there and enjoy seeing them when I’m in town. Its a perfect weekend getaway and the weather is always so nice.

Given your status and expertise, what is some advice you would give the up-and-coming Real Producer?

I would tell any up-and-coming agent to be patient. Building a business takes time. It won’t fall in your lap overnight. Commit yourself to the job and start having real estate-related conversations as often as you can no matter

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where you are. Also, study the market and become the market expert so that when someone asks you, “How is real estate in Lubbock?,” you can answer and be knowledgeable. Never stop learning and expanding your niche so to speak. Take as many classes as you can in your first couple of years and maybe go for a designation. I did the GRI my first year in and it was very helpful.

In closing, is there anything else you would like to communicate using this Lubbock Real Producer Platform?

Yes. I want to thank everyone the has taken a chance on me to help me become the agent that I am today. I have been so blessed to have been given the chance and opportunity to do what I get to do every

day and I would not be where I am today without the help of so many people who were doing this before me and have brought me in and helped nurture my career. I also want to thank all the great agents I get to do deals with week in and week out and the relationships I have made in my career so far. Thank you, thank you, thank you to everyone. I am humbled and honored to have been asked to be a part of this Real Producer platform and I look forward to seeing all of you at the next mixer we get to have, which hopefully will be soon.

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► spotlight REALTOR® By Lindsey Wells

MICHAEL HUTTON & WEST SAGE REALTORS

“There is great reward in taking that leap into the great unknown.”

Those in the real estate industry can attest to the fact that this business truly is all about being of service to others. This is perhaps why, in 2009, REALTOR® Michael Hutton found real estate to be a good fit for his life after many years of pursuing a calling from God to minister to others with his wife, Tammy. In January of this year, Michael took his career a step further and co-founded West Sage, REALTORS & Consultants after 18 months of planning and preparation.

Before relocating to Texas from Canada, Michael and Tammy spent the entirety of their married life in ministry together, during which Michael held various roles, including youth pastor, associate pastor, church planter, and vocational pastor. Sensing it was time for a

change, Michael and his family moved to Lubbock in 2008, and he began his career as a REALTOR® in 2009 under John and Wayne Walton. Michael enjoyed an almost decade-long career as a real estate agent before the idea to open their own brokerage was sparked between him and his two partners, Chase Head and Kyle Wooldridge.

“West Sage was a long planning process where we labored over naming, branding, design, and creating a culture that would provide a uniquely better customer experience,” Michael said. West Sage founders went through a business coaching and startup process that helped develop the agency model that they have today that will provide a platform to help their agents and clients achieve their goals. “Seeing that come to fruition and opening our doors has been very rewarding,” he added.

Now, Michael and his fellow brokers are passionate about serving their clients’ best interests by getting to know them and their priorities, and they are just as passionate about investing that same time and energy into the agents on their team.

“Being a REALTOR® and now a broker is a hand-in-glove fit for me,” Michael said. “I work for and serve people by assisting in selling and buying their homes, and I now have the ability to serve agents and help develop folks who also want to live the dream as a REALTOR®. We are



Photo by Angela Bachmann Photography

defining a culture here at West Sage and training agents to make them successful in a uniquely better way.”

Put simply, success, to Michael, is being able to follow God’s plan for his life, which flows out of him in the form of loving his family, friends, co-workers, and his vocation. Being responsive to loving others and acting

on God’s plan has made the rest of his life fall into place. “I am fully satisfied in my work. Through real estate and our brokerage, I can make a difference in others’ lives for the Kingdom of Christ,” Michael said.

At West Sage, their systems were designed so that the REALTORS® are always one step ahead on the transac-

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Photo by Angela Bachmann Photography



Michael and his family



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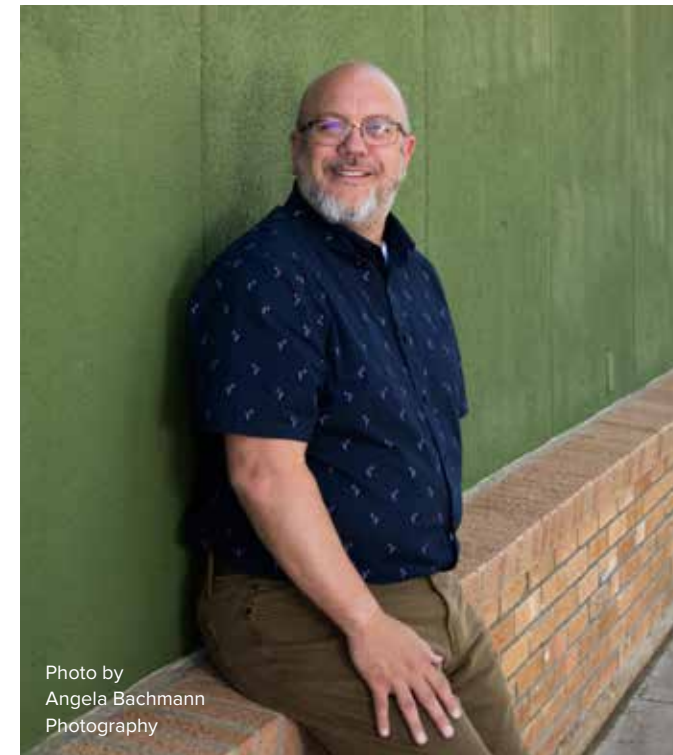


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tion and can guide each client seamlessly through the process. Michael said the biggest challenge they faced as a brokerage was developing the very essence of the brokerage and then fleshing out the systems to match their vision. "Having a focus on being uniquely better for our clients and agents is a challenge daily that requires attention to every detail and a willingness to change and improve based on the feedback of our agents, clients, staff, and owners," he added.

West Sage is currently seeking to add career-oriented agents to its team who have a passion for serving their clients and a willingness to change and improve, are committed to lifelong learning, and have a love for people and the community in which they work.

At home, Michael and Tammy have four teenagers, Heidi, 13, Graham, 15, Laura, 17, and Cat, 19, who are all growing into adults right before their parents' eyes. "Tammy and I have always seen our life as a partnership with God in raising these kids into adults who thrive and find their way according to their personal gifts, talents, and education," Michael said. Some of Michael's hobbies and interests include Scouts, gardening, camping, hiking, writing, prayer, disciple-making, and spending as much time as possible with his family.

Michael Hutton
West Sage, REALTORS & Consultants
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IS A LIAR

Fear.

Four simple letters that have the ability to paralyze us. How? Blame it all on the amygdalae. These tiny (no bigger than a few centimeters) almond-shaped things buried deep within the right and left temporal lobes of our brain control our fear conditioning and our emotional response to pain. Essentially, they control our body's response to fear.

When messages of perceived threat are received by the amygdala, it activates all the systems in the body which are involved in fight or flight. It triggers stress hormones and the sympathetic nervous system. Our brain becomes hyperalert, pupils dilate, bronchi dilate, breathing accelerates, our heart rate and blood pressure rise, and our organs not vital to survival (like the gastrointestinal system) slow down. Seriously, this is why you can experience indigestion after watching the news. Physically, the systems needed to digest your food shut down due to the fear stimulus the brain just received from the reporter.

The opposite of the sympathetic nervous system is the parasympathetic nervous system. This is our homeostatic or "rest and digest" state. This is where we are at peace.

Dr. Don Baker, author of "What Happy People Know" explains that it is physically impossible to experience gratitude (appreciation) and anxiety or fear at the same time.

This, my friends, is a major problem for those that follow Christ.

Perhaps when I first said "fear" you heard Zach Williams' voice in your brain telling you to "cast your fears in the fire, because fear, he is a liar."

Perhaps 1 John 4:18 came to mind: "Where God's love is, there is no fear because God's perfect love drives out fear."

You see, there is a direct conflict between emotional fear and the peace of God.

1 Peter 2:9 says, "But you are a chosen people, a royal priesthood, a holy nation, God's special possession, that you may declare the praises of Him who called you out of darkness into His wonderful light."

Matthew 6:10 tells us to, "Fill the world with His (God's) nature." Fear is not the nature of God. Fear places the body in a physical state of agitation. Mix that with the double-mindedness created when we are separated from God's purpose for our life--to fill the world with His nature-- and it can cause us to simply shut down.

If you are just sitting in your bed right now, huddling under the covers, and just wishing we could hit the reset button on 2020, you are not alone.

Many weeks ago, I allowed myself to go down a very dark hole. I spent hours allowing the imaginations of the mind to spin all kinds of possibilities for the future. In one of the worst ones, we lost our house. We lost ones that we loved. We lost everything that the world uses to define us. However, at the end, the Lord ultimately gave me peace because, in every scenario, it ended with one thing. I was still a child of the Lord. My social position and attributes could change, but my identity in Christ could not.

"For I am convinced that neither death nor life, neither angels nor demons, neither the present nor the future, nor any powers, neither height nor depth, nor anything else in all creation, will be able to separate us from the love of God that is in Christ Je-



Cris and Deanna Duncan

sus our Lord." Rom 8:38-39. A peace just flowed over me when I hit "rock bottom" only to realize that the very rock upon which I landed is the very source of our stability.

OK, that sounds all great and good, but the circumstances around me have not changed at all. So, how do I navigate this new world where I never know if and when I can work, if or when someone around me may die, or if I will still have a home next month? Praise Him.

Let's go back to some of that science in the beginning. If we can't experience fear and gratitude at the same time, and God designed us to praise Him at all times, the conclusion would be to start thanking Him for what he has given us. This will help our body transition from operating in the sympathetic system to the parasympathetic (rest and digest.)

You can also breathe. Diaphragm breathing--you know where the air goes way down to your belly--activates the parasympathetic system. There is science behind your mother's advice to "take a deep breath." New sales reps for one of the largest pharmaceutical companies are taught to take up to ten deep breaths before responding to someone who is confronting them. It short circuits the fear/anxiety and allows them to respond with logic and peace. Here's one of my favorites. Run a finger or two across your lips. Seriously. There are parasympathetic fibers all across your lips. COVID-19 is a real issue. Nothing in my closet fits right now. Eating stimulates all those parasympathetic fibers so I've tried to stop comfort feeding and now just run my fingers across my lips--after washing my hands of course. You can do a deep dive into things that will help you stand on the rock and defeat fear. Sunshine. Walking.

Movement. Green Plants. Are you noticing a trend here? They are all pure gifts created by the Lord.

The ultimate anchor though is the knowledge that we are His children and He does not desert us. And in His Red Letter words--aka words Christ spoke here on earth: "Peace I leave with you; my peace I give you. I do not give to you as the world gives. Do not let your hearts be troubled and do not be afraid." John 14:27

Peace, my friends.

Deanna is a lover of all things that bring joy--people, books, nature, and running. She may or may not enjoy the Hallmark channel.

Q&A:

OK, so that sounds all good, but really, WHAT does your day look like right now?

Wake up. Grab Kelly Minter's New study "Finding God Faithful." Lifeway is streaming the videos for free until June and the digital workbook is only \$5. Check out the link above. Get HIGH. Seriously. It's a dance-based workout. During this time, instructors across the world are doing free zoom classes. The blood flow helps with the day.

Do the day. Create lists of tasks. Find something productive to do each day. Bless at least one person. It could be a note, a phone call or something. Looking beyond yourself is pretty powerful. Cast that fear on the fire. Moment by moment it can be a struggle. If it does start washing over, deep breathing, lip rubbing, and then some praise/gratitude reestablishes the rock as my center. Cook; see serving others. I would put cleaning here as well. God has worked a miracle in my life as I can now find some measure of joy in scrubbing the toilets. There is nothing like feeling you are saving the people you love with Clorox to make you start enjoying polishing those doorknobs.

Walk with a podcast. Once again, walking activates the parasympathetic system and the Word of God just washes the soul. Gateway has a podcast as well as one of my favorite church plants to come out of Gateway--Tim Ross' Embassy City Church. EVERYONE needs to listen to this sermon on worry. Sleep with peace.

What's on your Netflix playlist?

Great question. I sometimes struggle to find things that I really love. I have been obsessing over YouTube videos of Iceland. We have our next trip there this September and that is a rope I have not let go.

I saw some smoke coming from your house. What was that?

Without ESPN, the Mr. has discovered HOME on the Apple network and that has led him down a very "dark" path of Shou Sugi Ban. It's a Japanese technique of preserving wood by burning it. It's crazy cool. I have to admit our black cedar fence and our friend's black cedar pergola look quite striking and theoretically won't have to be refinished for 80 years.

Has this been a good season for you?

The Lord says He can make all things good. He also reminded me of Elijah and the widow at Zarephath. 1 Kings 17:7-16 talks about the "handful of flour in a jar and a little olive oil in a jug." This was enough for two people to have one final meal and then they would die of starvation. However, because the woman did what God asked through Elijah, "There was food every day for Elijah and for the woman and for her family. For the jar of flour was not used up and the jug of oil did not run dry." In this season, we would love to just see the Lord's floodgates open, but sometimes he also provides just that little bit of flour and oil. Every day that little bit is replaced. It's fun to see God's provisions in both the big and the little. That makes this a good season. This is my prayer for you as well--may you always have a little flour and a little oil.

What are you doing right now to create peace in your life?

HEALTHY HABITS FOR Working FROM Home

▶ home matters

By Shauna Osborne



part of our work lives. Establishing key habits for working from home will allow you to work smartly and effectively, making the most of this “new normal” in our professional lives:

Establish a dedicated “office” space.

As tempting as it is to work from your comfy couch, resist! To set the tone for your workday, you should physically change locations. Set up a designated, distraction-free work area, preferably with a door you can close in case your “coworkers” get noisy. If possible, invest in a quality office chair.

Dress for work.

In the same vein, get yourself in a productive mindset by starting your day much like you would if you were going into the office. Wake up early, take a shower, and get out of those sweats. Dressing for work from home has real psychological benefits in boundary-setting, impacting both how you view your company culture and yourself professionally.

Set your work hours (and stick to them!).

Start and end your day at specific times, and *be strict with yourself about it*. It’s tempting to let work and home lives bleed into each other since it’s all happening in one place; setting solid boundaries is crucial for work-life balance and mental health!

Take breaks.

Get up and leave your workspace regularly to stretch your legs, clear your mind, and rest your eyes.

Set goals and establish routines.

Start each day and week with your goals and to-dos in mind; write them down if that’s useful. And, some may cringe at the word “routine,” but mini routines for your workday from home can be useful in maintaining structure and flow. The predictability can be comforting, too!

As someone who has been working fully remotely since 2010, I’d like to welcome you to the telecommuting workforce! Like it or not, many of us have been relegated to our homes to perform our jobs while sheltering in place. As you’ve no doubt discovered, there’s much more to working remotely than setting up a home office. And, as we slowly begin to re-emerge into society, we will likely find that telecommuting has become a more permanent

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