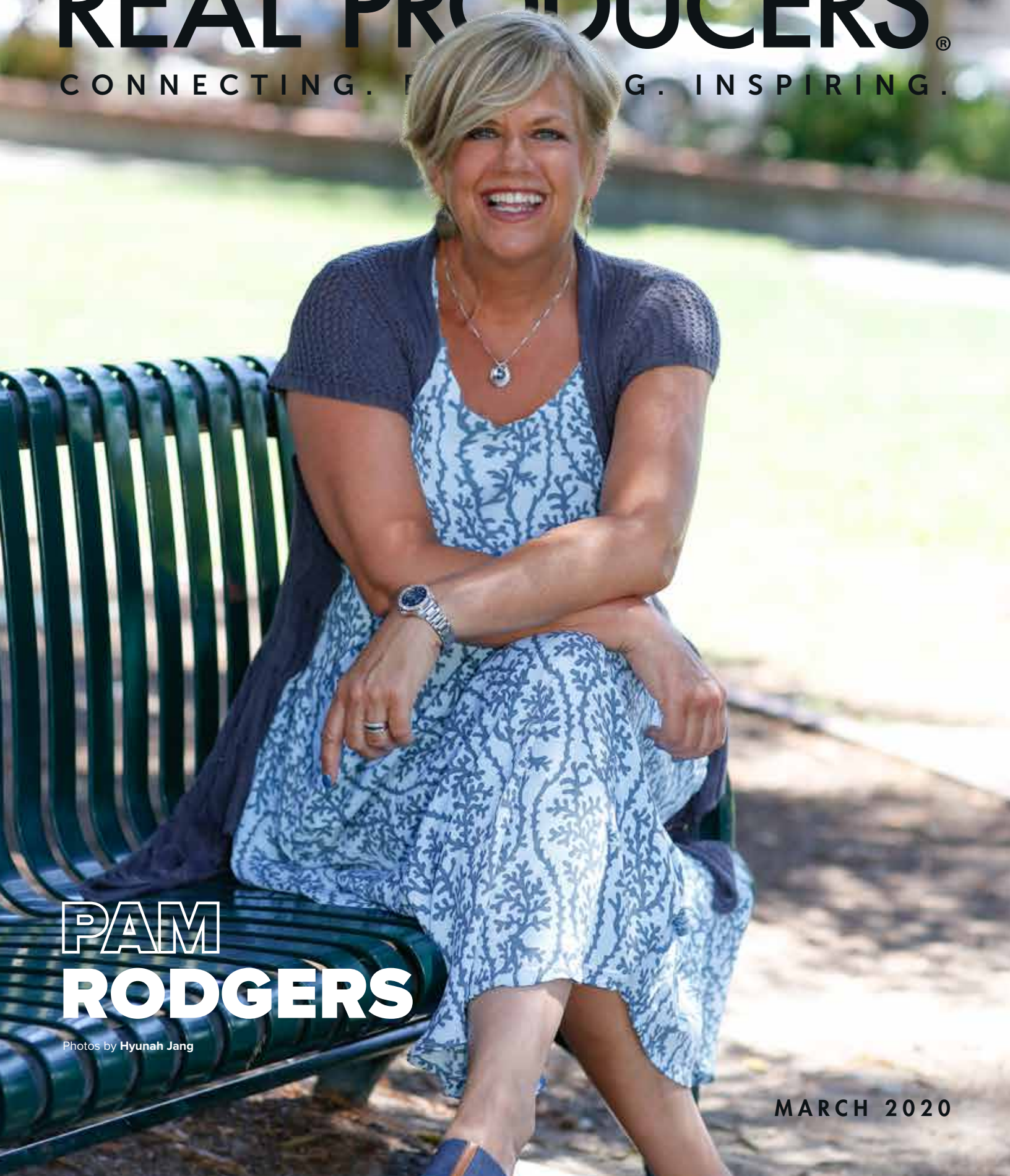


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Mitch Felix,
Founder & Publisher



Amy Felix,
CFO & Editor



Hyunah Jang,
Head Photographer



Anita Barcesa,
Photographer



Sandra Magana,
Content Manager &
Event Planner



Nicole Wright,
Ad Strategist



Zach Cohen,
Head Writer



Dave Danielson,
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**Kasey
Schefflin-Emrich,**
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This is the poem he wrote as a retirement message years before the video was made.

Dear REAL PRODUCERS

Kobe Bryant passed away a few days ago.

In 1996 I moved to LA for college.

A UCLA student and then a Los Angeles resident, I got to participate in 5 of the first 6 years of his Lakers career.

It was a time when the TV show Beverly Hills 90210 was huge.

TL internet lines were changing access to information (and multi-player video games).

Napster was a magical portal to all things music.

I owned a Nokia 6110 (Google it for a good chuckle)

I loved "Buck Fifty" sandwiches (they were \$1.50 and open until 3 AM)

I took a job selling knives.

Kobe Bryant passed away a few days ago.

I read it on some clickbait site and then went to a proper news site, and that confirmed it.

I think the reason it bothered me so much is life is not supposed to end that way.

When you're one of the greatest athletes of your time (and wealthy), then its only fair you get to continue to run on that celebrity for your entire life.

He did not.

Did you know Kobe Bryant won an Oscar? I didn't.

Best Animated Short - Go watch a 5-minute video that he wrote and created (along with a great animator).

After all that Basketball success he won an Oscar too. Whoa.

His passing reminded me that we are on a rock hurtling through space. Nothing is guaranteed.

It's a somber message but it does have a happy ending.

We are here. Reading this.

We can make today the greatest day yet.

Dear Basketball,

From the moment
I started rolling my dad's tube socks
And shooting imaginary
Game-winning shots
In the Great Western Forum
I knew one thing was real:

I fell in love with you.

A love so deep I gave you my all —
From my mind & body
To my spirit & soul.

As a six-year-old boy
Deeply in love with you
I never saw the end of the tunnel.
I only saw myself
Running out of one.

And so I ran.
I ran up and down every court
After every loose ball for you.
You asked for my hustle
I gave you my heart
Because it came with so much more.

I played through the sweat and hurt
Not because challenge called me
But because YOU called me.
I did everything for YOU
Because that's what you do
When someone makes you feel as
Alive as you've made me feel.

You gave a six-year-old boy his Laker dream
And I'll always love you for it.
But I can't love you obsessively for much longer.
This season is all I have left to give.
My heart can take the pounding
My mind can handle the grind
But my body knows it's time to say goodbye.

And that's OK.
I'm ready to let you go.
I want you to know now
So we both can savor every moment we have left together.
The good and the bad.
We have given each other
All that we have.

And we both know, no matter what I do next
I'll always be that kid
With the rolled up socks
Garbage can in the corner
:05 seconds on the clock
Ball in my hands.
5 ... 4 ... 3 ... 2 ... 1

Love you always,
Kobe



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Brenda

DUCHESNE-MILLER

40 Years and Counting

▶▶ industry icon

Written by Zach Cohen
Photos by Anita Barcsa



"I say that I am at my longest summer job," Brenda Duchesne-Miller begins with a laugh. "I started when I was 18."

As Brenda was graduating high school, she took notice of a few successful businesswomen in the Bay Area. She recalls these real estate agents with a sense of fondness, evoking the inspiration that first brought her into the field she has loved for four decades.

In 1980, Brenda dove headfirst into real estate, and has never worked in another career field. She has amassed over a billion dollars in sales, weathered the ebbs and flows of the Bay Area real estate market, and has positioned herself to offer unmatched client value. As Bay Area local -- Brenda has lived in the area since 1969 and in Saratoga since 1977 -- she can offer intimate knowledge about any of the individual neighborhoods. She has a perspective and longevity that few agents can match.

40 Years Later, Finding Passion for Her Work

"You love to see how people light up over the home," Brenda gushes. "I think it's been all about the love for people, the love for homes, and the community -- really being a listener to what people want in life. What are their real needs?"

Brenda understands that what most clients really want is for her to take the burden off of their shoulders. They want her to care about them, about their needs, and make the transaction as easeful as possible.

"They are busy," she says bluntly. "It started out in the old days you'd get your clients in your car with you, and you would drive around and go look at 10 or 15 houses. Now, you look at where it's gone today. Everybody has every app on their phone and running around themselves. They want to know you're going to follow up on the other end. That you're going to be there... That you're not just leaving it to them and their app. That you're really going to do the hand-holding."

Though she's had assistants and partners over the years, today, Brenda has gone back to being a one-woman show. ●●●

•••

“Unfortunately, if there’s a mistake with an assistant or a partner, you pay for it,” she explains. “I love it. I don’t really have an assistant. I don’t have any partners.”

Reflections On Balance

“I know there’s supposed to be this work-life balance,” Brenda continues. “I’m a crazy busy grandmother with four toddlers.”

And before having grandchildren, Brenda was a single mother to her twin boys, Chris and Matt. Her sons grew up around real estate, coming with her to the office after school. As she worked for clients, they did their homework. Both Chris and Matt worked with her at Alain Pinel for a period of time, helping to implement the IT systems.

“Chris and Matt have been an amazing part of my life,” Brenda says. “I’m very involved in my grandkids lives. If I want to pick a period of time where I am 100% present, it’s when I’m with my grandkids.”

“But truthfully, I’m working the whole time,” Brenda continues. “Every client -- if you don’t respond to them, they will find someone who will. I’m not going to say I have a great work-life balance, but I’ll also say my work and my life is all the same. My clients are my friends. When you go out to dinner with a client, and they are really your friend. It’s both. You’re going to talk real estate, but you’re going to talk grandkids. I work 24/7. I’m always present for my clients.”

Brenda’s approach to balance is aligned with her high energy mentality. She’s up at 4:00 am every day, often sharing a cup of coffee with one of her sons, and then she’s off to get her day started ahead of the curve.

“ IT’S AMAZING WHAT YOU CAN LEARN ABOUT COMMUNITIES IF YOU GET OUT AND TALK AND LISTEN. ”

“I think the more you’re on -- it feeds itself... My energy is way over the top... My life is super high energy, and it feeds me,” Brenda says.

Advice from an Industry Icon

With 40 years of experience in real estate, Brenda is in a unique position to offer advice to up and coming agents. She teaches us the value in building relationships with other real estate agents as a pillar for long-term industry success.

“As much as the buyers think they are your clients, they are not your clients. You know who your clients are is the other agents in the industry. Those are your relationships you really need to take care of because when your client comes in and makes an offer, those are the people you want to make sure give you an opportunity.”

Brenda also reminds us of the value in getting to know a neighborhood. She says that slowing down is essential.

“I think there are some amazing opportunities for buyers [today]. We’ve been in a seller’s market... A lot of buyers were being forced to make a right now decision... That’s a tough spot to be in -- the right-now spot. I try to teach people about buying the right house instead of the right-now house. Don’t be afraid to get into temporary housing to make the right decision,” Brenda explains.

Brenda consults her buyers to really get to know the community that they hope to move into. She encourages them to look beyond the four walls of a house and out into the neighborhood that they may soon call home.



“Don’t just park in front of the open house. Park at the local Safeway or Starbucks. Get a cup of coffee. Walk to the house. See what the neighborhood looks like.... Get to know the neighborhood vibe. Don’t just walk in and look at the four walls. That’s a big piece that people are missing today, and I get excited about it. I like to meet my clients at the coffee shop and say, ‘Okay let’s walk to the house.’”

“That’s what I look forward to,” Brenda continues. “Getting to know the neighborhood, the restaurants, the communities, not just the houses. It’s amazing what you can learn about communities if you get out and talk and listen. Most people just don’t do that. We’re in such a hurry today. Slow down.”

Paige



Nguyen

LEADING WITH THE HEART OF COMPASSION

“Growing up, I always wanted to help people,” Paige Nguyen begins. “I thought, ‘What can I do [for work]?’”

Back in 2014, Paige was an aspiring nurse. Four years into her nursing program at Sacramento City College, however, Paige began to question her path.

“Something shifted,” Paige recalls. “I wasn’t being fulfilled in the way I thought I would be.”

Paige knew that she was helping people. Still, the work she was doing at the hospital left her serving individuals at challenging stages of their lives.

“I am the type of person that wears my heart on my sleeve. I didn’t know how to disconnect myself. Every day I was coming home burdened by emotions.”

Paige began to reevaluate her career path. She realized that she didn’t really know what she was good at, but she knew she wasn’t happy in nursing.

“I was feeling lost,” Paige admits. “But I knew I needed a change.”

Paige dropped out of the nursing program. A conversation with a friend who was a real estate agent in Sacramento forever changed her professional (and personal) trajectory.

“He looked at me and was like, ‘You should get into real estate,’” Paige recalls.

The idea brought up fear and inhibition in Paige. It also brought up excitement and potential.



“I wasn’t a salesperson. I didn’t know anything about real estate... [But my friend] asked me one question that was a wake-up call: ‘What is it that you want for yourself?’ I said, ‘I want personal growth, something I haven’t gotten in my previous jobs.’ He said, ‘You’re going to get that in real estate.’”

Paige began to warm to the idea of being a real estate agent. She realized the potential to help others, to be an integral part of their lives.

“I was afraid of failure. There were a lot of negative limitations I was putting on myself,” Paige says. After three months of careful deliberation, she decided to give real estate a shot.





“I thought, ‘I have nothing to lose.’ I fell into it. It wasn’t on my radar,” Paige smiles. “I went in full-time. I’m all in. That way I know that I gave it my all.”

Learning the Ropes

Early on, Paige relied on her natural affinity for people and her drive to learn.

“I’m a people person. I want to hear people’s stories,” Paige says. “Anyone that helps you reach your goals, you remember that person. I want to be that person.”

Paige also learned that there are many different ways to become top agents. “And I learned how to channel different parts of other agents to make my own way.”

Paige, a natural introvert, allowed her desire to learn to carry her out of her comfort zone. She took on work as a transaction coordinator to learn the ins and outs of the business. She would

ask other agents to lunch three times a week to make connections and learn from the best.

“I was learning how to be a different version of myself so I can succeed in this business,” Paige explains. “I just wanted to learn.”

“I was soaking up all this knowledge,” Paige continues. “For the first six months, I was in learning mode. When I joined a team, I immediately hit the ground running.”

Today, Paige is the Vice President of METIS’ luxury brand, PRIVÉ Residential.

A Community Leader

As an aspiring nurse, Paige nourished her compassionate side. While she wasn’t able to disconnect from the trauma, she learned to take the nurturing part of her work from nursing and bring it into real estate.

“You are dealing with a lot of highs and lows, emotions, cold feet. I take my skill set [of compassion] and ask, ‘How do I channel that?’” Paige wonders. “I am very patient. I try to assess the situation and listen to understand. How do I make my clients feel at ease? I want everyone to have peace of mind and know that I’m there for them, every step of the way.”

Paige takes her compassionate spirit beyond real estate and into all aspects of her life; she is a dedicated community advocate.

Since 2012, Paige has volunteered as a tutor for Reading Partners, a non-profit literacy program for children from low-income communities. “These are the communities I grew up in,” Paige explains. “When you invest in our youth, you are investing in the future of the Bay Area.”

Paige is also the current President of the Vietnamese National Association of Real Estate Professionals (VNARP), a non-profit real estate trade organization. In just a few short years, she

moved from ghostwriter to PR Chair to the Board of Directors to Vice President to President of the organization.

”

These are the communities I grew up in. When you invest in our youth, you are investing in the future of the Bay Area.

“I always knew I wanted to be more than a real estate agent,” Paige explains. “What else am I doing for the community where I live and work? I believe in being a change-maker, someone who is committed to advancing the common good where they operate across non-profits, community groups, foundations, and business sectors.”

“I believe in the bigger picture in everything I do. I know what it means to plant the seeds and spread your wings. The more I grow, the more I realized I wanted to be more than just a real estate agent. I want to lead a life that I’m proud of -- and live it to its fullest potential. This wouldn’t be possible without the help of my community, peers, mentors, team, and

everyone that I meet along the way. Every encounter has helped mold me in some way, shape or form, and I’m grateful for it all -- the good and bad.”





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I eventually dropped off, while my friends became professionals. In their *Thrasher Magazine* interview they would say things like, "I used to skate with Phil Chen, but he quit." I will never forget that.

"I remember I took a few years off and when I was in college, I registered and started skating again." Phil explains. "I told my parents, 'I'm going to register this year, I'm going to go to school and go pro; but I never did it. And I am going to regret it my whole life. I was so young to enjoy or see what the potential would be."

Despite the sense of time from a skateboarding career that never was, Phil's path has led him to great things: first, a career in fitness, and now, a blossoming real estate business. He still takes lessons from his early years on a skateboard with him every day.

With the nature of a skateboarder, Phil remains willing to take chances when the time is right. "I'm constantly rolling the dice and taking risks and chances. That's my nature. I'm not conservative towards risk. I'm always going to take the leap of faith," he explains.

"The business I learned from skateboarding is to be opportunistic. Living, sleeping, breathing what you do, it becomes natural and instinctive. In a little way, I got a sense of what being an elite athlete was like. I could go to sleep, dream a trick, and do it the next day. I tell my kids now, try to be the best at whatever you do."

In college, Phil delved into another cover story



as a top real estate agent in the highly competitive area of Hillsborough. Phil says, "I was fortunate to have had three careers that I was passionate about, because really good at and made lots of money."

Coming to Compass from Epihoris, which he operated and ran for the better part of a decade, has given Phil a unique perspective on the state of the local real estate market. "Compass is a unique operating freight train right now," Phil comments.

Phil says motivated by staying humble and continuously striving to improve in all aspects of his work.

"I'm still hungry, so watch out."



"This is the key to your success in the real estate business. You have to not sleep, and don't stop."

Despite the early 90s era of gang graffiti and punk music, he was, arguably, one of the most elite skateboarders of San Francisco.

As a native San Francisco teenager growing up in the Bay Area, Phil Chen was already making waves in the skateboarding world. He was not only a competitive skateboarder, but was nationally ranked, and one of the top sponsored skaters in the nation. He skated through high school to San Francisco State University.

"I was back off a second place finish in a national contest and probably years from being pro when I was 19." Phil explains. "I could have been there, but I was too nervous, and I didn't have a sponsor to help me get my sponsor's equipment."

Despite his love for skateboarding and the career options he had when he was 19-year old that was just coming out of the gate, Phil admits, "I wanted to find like a job, sponsor, and someone to mentor me for the rest of my life."

"When I got my father's license and got into it, it became harder to drive."

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Brett Caviness

California Dreams

While attending high school in his hometown of Milford, Iowa, Brett Caviness already knew his career aspirations: to be a real estate agent. He attended The University of Northern Iowa, the only school in the state of Iowa with a real estate specific program, and by his junior year of college got his license. “At UNI, I decided that I didn’t want to wait until graduating to sell,” Brett recalls.

Stepping into the office to realize his dream felt surreal. For better or for worse, Brett’s first lesson was a hard one: “I figured out that this doesn’t just come to you. I got all set up and realized the phone doesn’t start ringing just because you have your license,” Brett laughs.

This harsh truth didn’t slow Brett down. Rather, it inspired him. He’d close two deals while working around his hours at school, each for just north of \$100,000.

California Dreams

“I didn’t want to be selling \$100,000 houses forever,” Brett explains.

After graduating college, he continued working as an agent in Iowa. He sold everything from his grandmother’s home, at \$36,000, to his most expensive listing, a beautiful \$275,000 property. “That one was a really nice house,” Brett recalls. He knew there was greater success to be had in other parts of the country.

“I’ve been dreaming of California since high school. I always told everyone I want to sell real estate and want to sell high-end property in California,” Brett explains. “Anybody that knows me knows that was always the vision and the dream.” In fact, he had a map of California on his dorm room wall in college. Eventually, his dream would come to fruition.

A retiring colleague in Iowa passed Brett a client that owned a host of rental properties - both in Iowa and in Palo Alto, CA. After proving his ability on his home turf, Brett was offered the opportunity to run his client’s property management company in Palo Alto.

While spearheading a portfolio of investment properties represented a step away from the sales end of real estate, it was an opportunity that Brett couldn’t refuse. In 2012, he accepted, picking up his life and following his long-held dream of working in real estate in The Golden State.

“I knew it was the time.”

Taking the Leap

For two years, Brett worked in property management while simultaneously trying to build a real estate





business. He closed one transaction in 2013. By 2014, he realized it wasn't going to work. He needed to make a big change if he was going to give real estate an honest shot.

"I finally just cut the cord," Brett recalls. "I realized I couldn't sell real estate while working a full-time job." Brett made a bold investment in himself, borrowing upwards of \$40,000 in order to get his business off the ground. While he admits that there were dark and scary times, by 2016 it all started to come together. He capitalized on online leads in a way that other agents hadn't been able to, providing the kick-start that he needed as a non-local. Brett let his contagious energy drive his business forward from there.

In 2017, Brett was recognized as a top 30 agent under 30 for Coldwell Banker, out of over 88,000 agents internationally. In 2018, he continued to grow; Brett was named to both Coldwell Banker, and Realtor Magazine's 30 Under 30. New adventures are ahead in 2019 as Brett recently made a company move to Compass and is excited to grow with his new office.

The Drive to Succeed

Brett's work ethic and positivity are undeniable. He credits his attitude to where he comes from: both of Brett's parents were career factory workers in Iowa. Watching his parents struggle to create financial abundance made its mark on Brett's outlook.

"I have always had a solid work ethic. I always had something to prove," he says. "Growing up in small-town Iowa and being gay was part of it... I felt I needed to prove my personal worth through financial success, which has been a big part of my drive to this point."

And successful he is.

As he continues to find greater professional successes, Brett admits that he's still working on balance. He got married in 2018 to his partner, Oriol, who is originally from Barcelona. "He has a whole different perspective," Brett explains. "He's the opposite in terms of many things - it's helped balance me and give me perspective."

Brett has always focused on giving back; he's been heavily involved with the Boys and Girls Club, The Rotary Club of Menlo Park, and the real estate community. Most of all, Brett is thrilled to be in a position to give back to his family when possible now. "I'm excited to succeed but also to use that success to give back to my family, who has sacrificed so much to get me to where I am today. I love sharing anything I have."

Successful, energetic, and humble, Brett admits that through all of his successes, he still has a long way to go. "I'm still just figuring it out."

Based on his track record of success, it's almost certain he will.



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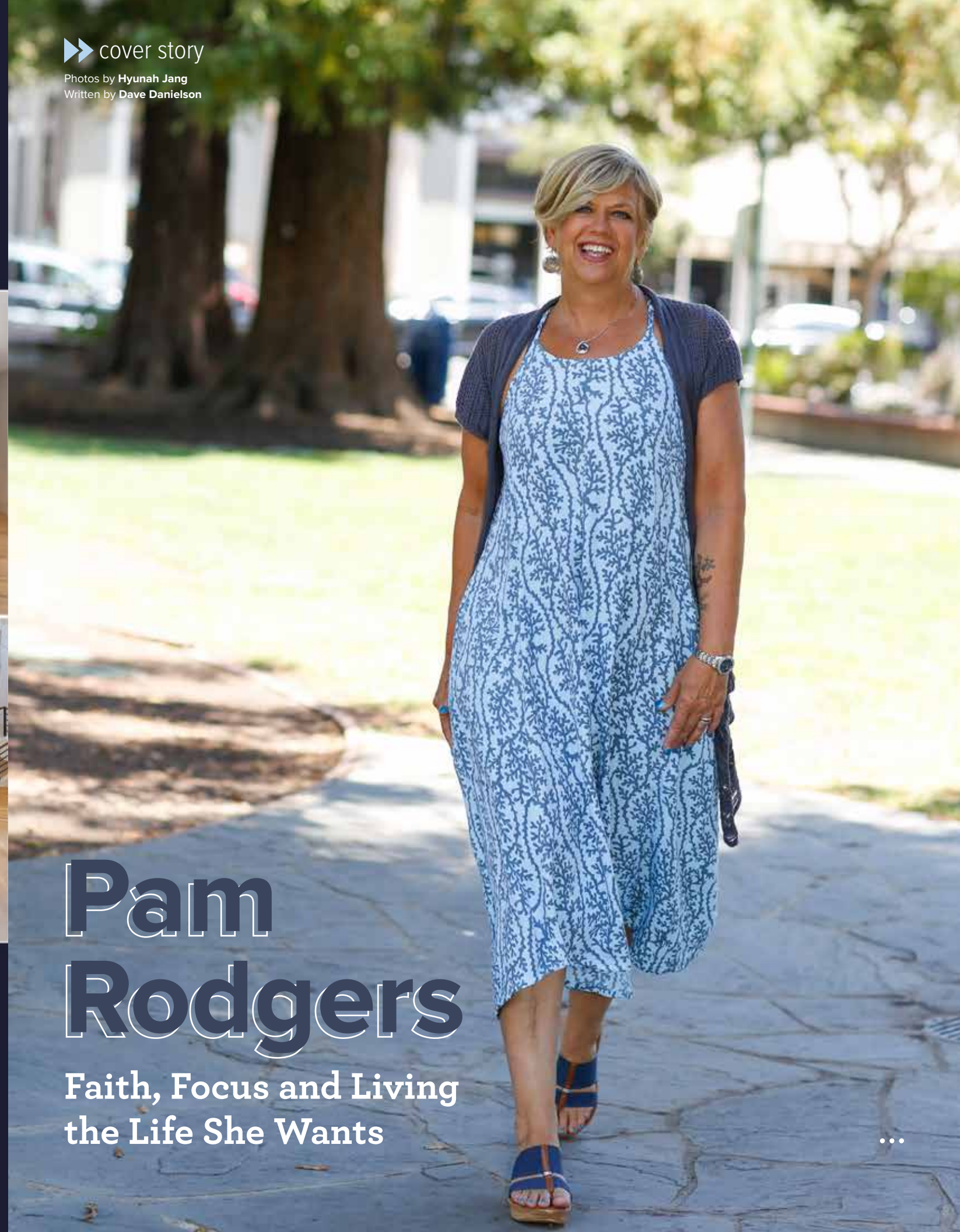
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Photos by Hyunah Jang
Written by Dave Danielson



Pam Rodgers

Faith, Focus and Living the Life She Wants





...

As a leading real estate agent with Intero Real Estate Services, Pam Rodgers is living the life she dreams.

But it wasn't by accident; it was through focus and faith.

As Pam explains, "I really believe it's just what I focus on. I believe it's all about mindset. Focus on the good, and what you focus on is what you get."

Choosing the Positive

Nothing is perfect. And, like any life, Pam's has included hurdles that could have sent her down many, less successful paths.

Growing up in the Bay Area, Pam was one of five daughters in a close, upper-middle-class family. Then, as she finished high school, she faced the loss of her father.

In the meantime, despite being an athlete, a high academic achiever, and a natural leader, Pam faced alcohol addiction. And the loss of her father aggravated the situation as she headed off to college at Chico State.

During those crossroads, she made decisions about what she wanted in her life. And she literally did it her way — developing and pursuing her own special major in stress management.

"At first, I was a business major. But I realized they just wanted to make money. And I had just lost my dad. We had a good life, but I saw what money does," Pam recalls. "So I changed to recreation. And I went into the recreation department, and the desks were askew, people were barefoot and I realized all they wanted to do was play and have fun. They didn't want to make money. So I designed my major around making money by teaching high achieving, hard-working people to play and have fun. To have a balanced life."

After school, Pam's career led to positions in sales and marketing in the hospitality industry, including selling corporate events for Aramark at the Santa Clara Convention Center. At this same time, she began her journey into recovery and a commitment to a clean and sober life. That process took her deep into self-reflection and right back to her passion and pursuit of creating a balanced life.

Beyond the Bad

Other hurdles appeared. Fifteen years ago, Pam's mom lost her battle with cancer. The next year, Pam herself faced the same diagnosis. The daily visits to the cancer treatment center such a short time after losing her mom raised deep, soul-searching questions.

"I thought, 'If I make it and live, am I doing what I want to do? And if I don't make it, have I done what I wanted to do? Is this the life I wanted?'" Pam says. "I did a lot of reflecting."

As a 42-year-old fighting cancer, she hiked, thought, and remembered her parents telling her she could achieve anything. Being one of five daughters and raised without any limiting beliefs, she now recognized the incredible blessing and rare gift she received from her parents.

"They said if you want it bad enough and are willing to work hard enough, anything's possible," she explains. "I knew I wanted to go into real estate, but I also had a passion for the human spirit and what makes people tick. How to create an environment like I

...

•••

was raised in that would bring the best out in people and help them realize they could do anything.”

Dream Career

At the same time Pam was beginning her real estate career, she completed her dream coach certification.

“A life coach is more about being efficient in your life and focused and efficient, which is great. A dream coach is more about your soul, dreams, purpose, and legacy,” she says. “I got my certification, came back from my treatment, quit my job, and got my real estate license. From the moment I quit my job, I said, ‘I’m going to go out and change the world.’”

That was her focus. And that was her result. There was no transition.

As she started her real estate career in 2005, a chance meeting led to an early, high-value purchase from a buyer, who almost immediately needed to sell the property — and then called upon Pam to list and sell her home — in essence, selling the same house twice in 60 days.

Pam never looked back. During her first two months, she made \$100,000 and was nominated for Rookie of the Year honors.

“I’ve exceeded my income every single year, and I’ve been a top agent. It came effortlessly. But I have a very strong faith. And I don’t know about failure. I don’t focus on it,” Pam explains. “I declare the life that I want and the outcome I want, and then I work on the strategies to get there. I like to say I’m good, I’m lucky and I’m blessed. It takes all three.”

It’s the same spirit Pam takes into her day-to-day work helping her clients.

“I’m a lifestyle agent,” she says. “I’m curious about who you are, what you do when you’re not at work, and what fills your soul. And I’ll find a home that supports all of those.... that’s what drives me.”

Pam’s perfect day involves prayer, meditation, a bit of exercise, time with family and friends, and gratitude, along with reading and high-energy activities like skydiving and water skiing. She also uses the Jesus Calling app on her phone.

“ I DECLARE THE LIFE THAT I WANT AND THE OUTCOME I WANT, AND THEN I WORK ON THE STRATEGIES TO GET THERE. I LIKE TO SAY I’M GOOD, I’M LUCKY AND I’M BLESSED. IT TAKES ALL THREE. ”

“If I need a really quick refocus, I’ll pull it up before I walk into a listing agreement. It reminds me that the outcome is not up to me. I set intentional outcomes, then I leave it to God to figure out,” she emphasizes. “The listings I get, I’m supposed to get. And the ones I don’t, I’m not. If I don’t get it, He gives me two or three different ones. But at the same time, I’m very goal oriented and intentional.”

Positive Vision

With a passion for giving back, Pam started her own nonprofit — Dream-Alot — to provide children and young adults with the resources to pursue their own dreams. She also travels to Kenya to help, and whether she’s helping a village get clean drinking water for the first time or just sharing a warm conversation with a person in need, her light is clear to see.

“I live my life so that if this is the last minute I have, it’s a good minute,” Pam says. “I want to be the best version of myself I can be. And if I fall short, then I clean it up and do it again.”

With faith and focus, Pam makes a lasting, positive impact.

“I love life. And it’s so much about attitude. You get to choose whether you focus on the good or the bad,” she smiles. “When you put a stake in the ground, and you just declare it with certainty, your human subconscious, the universe, and God all work to make it happen.”



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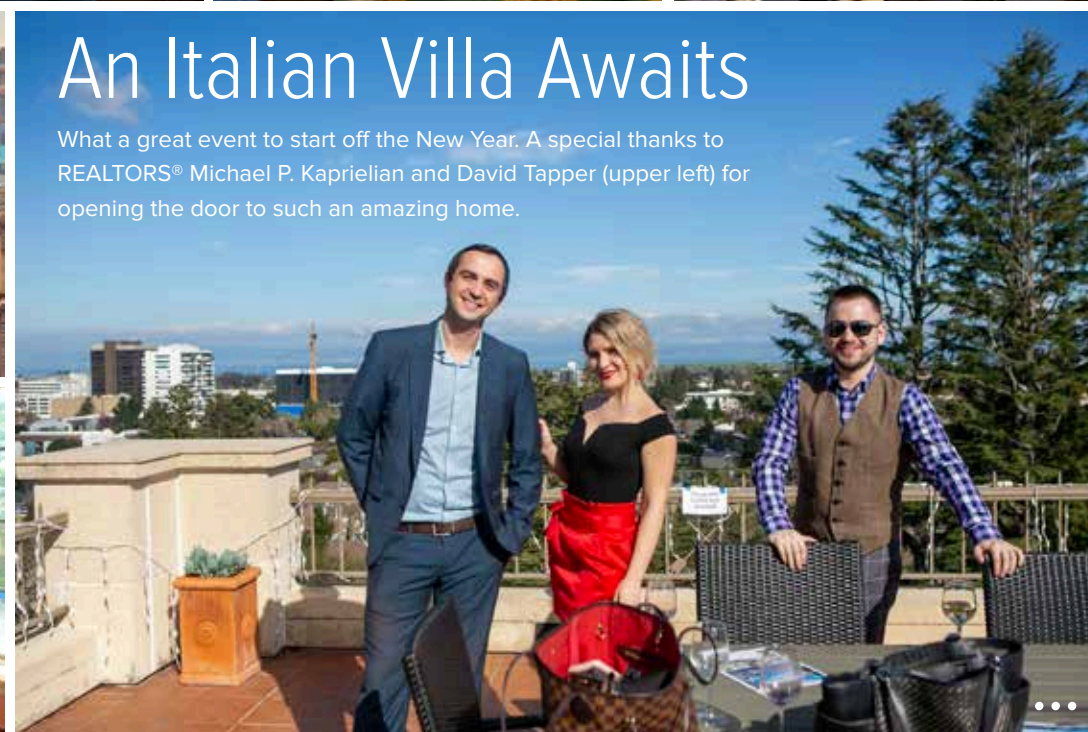


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This past January we gathered with about 6 agents and 2 partners to host our first ever Share your Story gathering. It was an intimate setting where we were able to converse about Real Producers. We would like to thank all of those who were able to join us. We also are looking forward to our Share your Story gathering this month. If you would like to nominate any top producing real estate agent please send us an email.

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SHARE YOUR STORY

PART TWO

JANUARY 16TH

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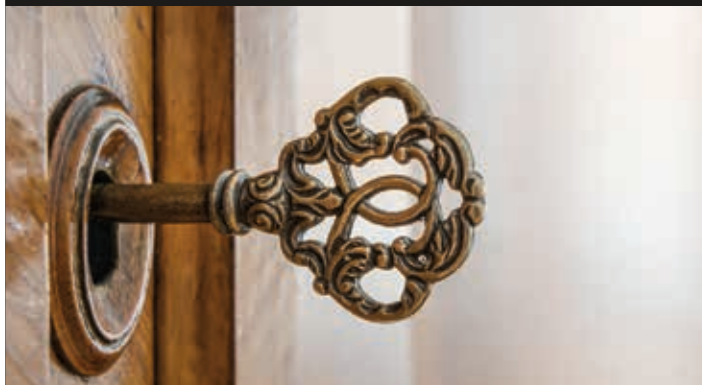
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GINGER WILLSON PATE - Seller who died in the middle of double ending a deal. Buyer was pissed...because it took extra time with attorneys. Heirs relisted the house with me and kept the buyer's original deal. In the end it worked out but really do not care if I ever see that buyer again. She was a nasty person! Welcome to Silicon Valley!!!!

JOSH LASQUETE - Showed some homes to a buyer and one we showed up to was in the middle of being burglarized. Scared them out the back door. My buyer decided against that home.

VALERIE XUÂN TRANG - Seller was stalking me after the escrow closed. Texted me at midnight, 2am, 3am... he said he missed seeing me and hearing my voice... he said if I stop talking to him he would commit suicide. Finally I had to call the police and had a restraining order on him. Very sad but I recently heard he is now blind due to a rare medical condition.

LEX FERRANTE - I found an entire closet stuffed to the brim with rubber duckies in different costumes. I swear I couldn't make that up!

JESSICA EVA - A man took a shower at my open house.

GAR TOMPKINS - Buyer showing up with 2.2 million in cash.

DAVID OLIPHANT - Attempting to open a bedroom door that had a lock on the outside only to discover that someone was on the inside. Yes, protective services were called.

THOMAS VO - One of the tenants came home during an Open House, took a shower, burned the toasts then proceeded to lock himself in the room. lol

MELISSA HAUGH - Represented a buyer on a property in Willow Glen. After closing we found there were undisclosed tenants living in the garage, and dealing drugs out of it. Called the police multiple times and they basically didn't do anything. The listing agent who knew they were sleeping there at night and didn't disclose to me basically had to buy them out to leave. I have no idea how much it took but at least they were gone!

KIMBERLY BORDEN LEAL - I had a seller refuse to leave the house after we closed escrow...I thought he and his wife left in their moving van to Arizona. I got a call late in the evening a couple of days later from the buyer's agent. She tells me that the seller's wife left without him because he didn't want to leave his home so, the buyers set him up on a cot in the family room because they felt sorry for him! I just about fell off my chair when the buyers agent told that!! I drove over to the house and asked him what's going on? Seller said that the buyers wanted him to stay, which of course they didn't! So I called his wife, his adult son and his son's REALTOR® in Arizona to get help getting him out of the house. The REALTOR® was the only one who called back. The Seller was such a pain in the ass...his family was happy he was not in AZ! I finally told Seller that the police would be called if he didn't leave the next day. I drove over the next day and his stuff was on the sidewalk and he was packing his van to leave. That was crazy!

2020

▶▶ event line up

EVENT LINEUP

Mark your calendars the 2020 Event Line Up is here.

MARCH

Share Your Story Gathering -
Wednesday, March 11, 2020
Invitation Only

MARCH

Powerhouse Event Negotiation Communications Panel -
Presenting Carol Burnett, Nancy Robinson, Sandy Jamison,
Jordan Shea, Jennie Lok & Dave Tapper.
Thursday, March 26, 2020 1:00 - 3:00

COMING SOON

We are excited to bring the following events to 2020. We have in store

- 3 Powerhouse Events - High Level Learning Discussions for Top Agents Only**
- 3 Social Events - Fabulous and Exclusive**
- Our 1st Real Producers 5K.**
- Our 1st Real Producers Booze and Bark Day at the Park.**
- 1 (Partners only) Networking Event.**

* Disclaimer certain restrictions apply for each event. More details to follow.

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