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TABLE OF CONTENTS

	06 Preferred Partners		07 Publisher's Note		08 Cover Story: Brooks Bailey
	14 TIGAR President-Elect Adriana Nagle		18 Preferred Partners Making it Happen During Quarantine		22 Lighting the Past: Jennifer Gamble



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

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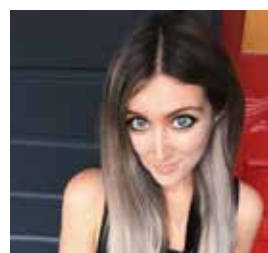
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► publisher’s note

Over the last few months, Marissa and I have reflected on how thankful we are that so many top agents have opened up their businesses and their families to us. Connecting with people and telling their stories is what we love most. Every month we get to do that in these pages and in our vlog. As we launch our podcast and add another layer to what we do we just wanted to say thank you to the Preferred Partners that make Inland Empire Real Producers possible. Without the affiliates you see in this magazine, none of it would be possible. Each one of them has come personally recommended by a top local REALTOR® and have earned their place as one of the best in their industry. Many of them you probably already work with and know and others I am sure you will meet eventually and do business with.

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Brooks Bailey



Redlands native Brooks Bailey is a family man, successful REALTOR® and entrepreneur carrying on his parents' legacy. Brooks and his wife Krystal are raising their two young girls, Olivia and Everly, in the house he grew up in, catching lizards in the back yard and filling their home and life with beloved friends and family. Brooks' passion for life, generous spirit and kind heart instantly endear people to him and his unrelenting work ethic brings success in a variety of arenas. Brooks explains, "I am involved with real estate, real estate investments, I own my own escrow company, have a team of agents that work for me, we are starting to develop real

estate, I own a film company, and am a founding partner in a vaccine company currently going public." He credits finding balance between work and family as a key element that helps him manage such a diverse workload. "What we found that is very important is traveling at least once a quarter and lots of times with our friends. Having the support of my wife and kids allows me to be successful at all that I do and all future endeavors I plan to start." Brooks has a reputation that precedes him throughout the Inland Empire of being a hard-working, good guy you can trust and he puts in the time daily both at work and at home to maintain that.

...

“

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
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Tom
@TomCarter

PEOPLE WHO LIVE WITH SOMEONE: Oh we're driving each other a little crazy, haha but it's actually been nice to slow down, catch up on our shows, and bake bread <3 (Meanwhile, people who live alone are starting to hear colors)

81K 4:57 PM - Mar 15, 2020

6,154 people are talking about this




VerySherry
@SherryS

A funny thing about quarantining is hearing your partner in work mode for the first time. Like, I'm married to a "let's circle back" guy — who knew?

64K 11:06 AM - Mar 15, 2020

5,843 people are talking about this




Dan
@DanTheMan

I have never in my life cleaned a sink full of dishes like this. ("Learn from this." Me to myself after letting the dishes pile up yet again.)

72K 1:02 PM - Apr 12, 2020

2,189 people are talking about this




Alek
@smartguy

Let's have a moment of silence for the people who agreed to live with a lot of not-so-great roommates because they "wouldn't be spending that much time at home anyway."

29K 2:30 PM - Mar 30, 2020

4,968 people are talking about this





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Adriana Nagle



Adriana Nagle's list of accomplishments is impressive. President-Elect for The Inland Gateway Association of REALTORS®. Governor for California's Women's Council of REALTORS® district 3. President for Women's Council of REALTORS® Inland Valley. REALTOR® with Keller Williams Corona. But even more impressive than her accomplishments is who she is as a person. Adriana is a first-generation immigrant from Colombia who is an amazing wife, mother, friend and REALTOR®. She met her husband, David, on a blind date. They've been married for 25 years and have built a beautiful life and family together as they raised their two girls, Jessica and Nicole. Jessica has been part of the Navy's Sea Cadet program for 13 years and has applied to join the Coast Guard. Nicole is a Sophomore at Willamette University in Oregon majoring

in Psychology. Adriana is vivacious, genuine and committed to creating a spirit of inclusion in each of her many spheres of influence. When asked about her vision for next year for TIGAR, she says "BETTER TOGETHER: Diversity, Inclusion, Teamwork. The Association is open to all REALTORS® and affiliates. We want members to be ambassadors for not only their offices, but for their individual cultures. We are better together and need to embrace the diversity that makes us unique in order to thrive in our businesses." Adriana embodies this ideal as she moves through each area of both her personal and professional life. She prides herself on doing things she never anticipated and knowing that she has made the path easier for those who follow behind her. We are excited to watch her blaze new trails in her year as TIGAR President next year!

...



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Preferred Partners MAKING IT HAPPEN

DURING QUARANTINE



As the publisher and photographer for Inland Empire Real Producers magazine, we feel so much pride in our Preferred Partners and the way they do business. We have been having weekly “Family Meetings” where we connect over Zoom to talk about the latest changes in the industry and how we can all best serve the real estate community in this ever changing climate. We are thankful to rub shoulders with the best of the best and hope that you take the time to get to know each of them better!

-MARK & MARISSA MENEZES



As each of our respective businesses have been impacted by the pandemic, it's more important than ever to reflect and remember why we do what we do for the families we serve.

This will pass soon enough, the sun will shine and birds will sing once again. In the meantime, it is paramount we remain optimistic and resilient in the unprecedented, difficult times. As always, we are here to help in any way we can.

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At a time when we're staying home, it's more important than ever to make sure your home is pest free. We're all trying to stretch every dollar so we're waiving our regular start-up fee and only the regular maintenance fee will apply for your first service, so give us a call, email, instagram, text, facebook, yelp or snail mail today.



At AFN, we are prepared to handle large volumes and we have the warehouse line capacity to fund as much as we can originate. While other banks are not able to fund, we can't fund enough! As a U.S. Army Veteran and Finance Officer at the American Legion, Steve Rodgers is top notch when it comes to taking care of our Veterans. From VA loans, to Down Payment Programs, from Credit Repair, to Reverse Mortgages, Steve and his 20 years' experience has all the product knowledge to make sure your buyers are well informed and taken care of throughout the process.



Diamond Property Inspections is working hard to keep everyone safe and informed as we continue hustling to keep things moving and deals closing! We are performing inspection recaps via conference calls, thoroughly sanitizing hands before entering the home, wearing respirators, disposable shoe covers and gloves and washing hands after inspecting each bathroom and kitchen. We appreciate your business and look forward to continuing to serve you and your clients!



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...



I would like to say something about my virtual accountability that started 2 weeks ago just knowing that we ALL need to have someone(s) to rely on to keep our eyes focused on the time when we emerge from our homes. It truly is a group of amazing professional that are lifting up, encouraging, being healthy and making work a daily work whether we like it or not.

I also run 2 mastermind groups that mind share and through these challenging times, they have risen to the occasion to come together under the one brand of REALTOR® not each individual company brand.

Times are changing and we have adapted very nicely.

-KRISTI MUNOZ



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I started in the business 35 years ago when purchase contracts were just a couple pages and loan applications were hand typed. I worked my way up the corporate ladder to Vice President of a bank, but I realized wasn't happy with what I was doing, my heart was with the people. Helping individuals and families achieve their dreams of home ownership by buying or building.

I stay involved with community organizations and committees in the real estate industry that help our business grow, protect and inform the clients with the most up to date information in their communities and real estate world.

The desire for a person to own a home is the same as it was 35 years ago as it is today. I'm working in my passion, helping people obtain their dream.

-NANCY KENNY



CHICAGO TITLE

Lavonne Benyola is an Account Executive with Chicago Title in the Inland Empire. She starting her title insurance career 21 years ago, and has over 24 years experience in the real estate industry. Lavonne makes herself available to serve her valuable customers, by providing the essential trade tools and resources offered by Chicago Title. The technology she provides is invaluable to the many REALTORS®, Lenders, and Developers she works with, due to the knowledge acquired and then implemented toward the ongoing success of their profession.



It doesn't matter what the crisis is, we purposely have stayed nimble as a company to weave our way around industry landmines. We continue to work hard to make sure all timelines are met often with earlier than expected results. We added resources to maintain the levels of excellence which include more processors, underwriters and funders. The COVID Crisis will not prevent us from protecting our business partners which is our REALTORS'® reputations. Together we will shine bright.



We've seen several lenders close shop. Some have stopped originations for April. Others have raised their minimum credit scores to 680.

We understand their hesitation, but here at Secure Choice Lending we remain fully operational, working from home and devoted to our REALTOR® partners.

Our advantage is we can shop hundreds of investors and pick the right outlet for each consumer. We have a responsibility to lend to people who want to buy and refinance, no matter the perils of the world around them.



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LIGHTING THE PAST



JENNIFER GAMBLE HELPS PRESERVE RIVERSIDE’S HISTORY

Jennifer Gamble of Past 2 Present Homes specializes in vintage, older and historic homes in Riverside and serves on both the Old Riverside Foundation and Riverside Historical Society working to preserve and educate people on Riverside’s rich history. Four years ago, her Windermere Tower Properties broker, Brent Lee, challenged his team to find a project to give back to the community. Jennifer did what any reasonable human would do and went to ponder this request over ice cream at Baskin Robbins on the corner of Magnolia & Arlington. As she sat there, she noticed that the light post in front of the parent navel orange tree was missing its center shade. Jennifer had found her project. She first connected with Erin Gettis, Historic Preservation Officer for the City of Riverside, who connected Jennifer Gamble with Jennifer Mermilliod who has worked on different projects for the city. The two Jennifers worked together on finding out the history of why the light post was in that spot and what needed to be done to replace the

center glass globe. It turns out this post was the last of its kind and the globes from that era (originally crafted in the early 1900s) had already been consolidated into this one post. A new globe would need to be fashioned to match the others. The last existing globe was sent to Seattle to have a mold made and across the country to have the new glass globe blown. Unfortunately, the answer was no, they would not be able to replicate it and sadly, the last globe was broken in transit. Jennifer Gamble didn’t take no for an answer and kept asking and following up until she found the amazing group of people at Stone and Glass in Escondido. We were lucky enough to tag along as the globe was being formed and blown and it was an amazing process to watch! The next time you’re driving past the parent navel orange tree on the corner of Magnolia and Arlington in Riverside, look at the globe in the center of the light post. It is different from the others in Riverside which have a metal bell in the center. Now you know the story behind it!







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