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of Time

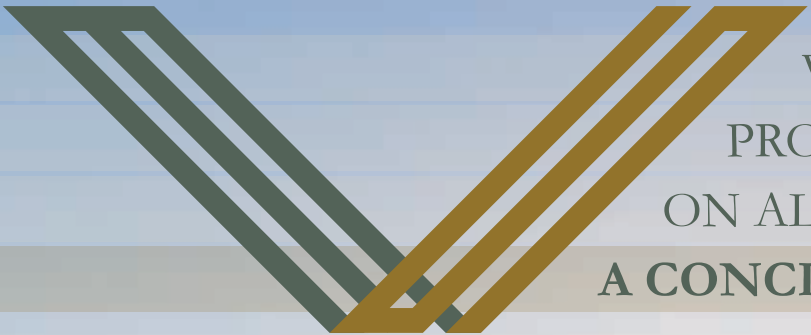
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# Holiday HOME PREPARATION

2020 has been quite a year, to say the least. Given the pandemic and ensuing social-distancing mandates in place for much of the year, we're all feeling more uneasy about intermingling with others and, consequently, more distant from beloved friends and family. While so much about how we live our lives has changed this year, those feelings of connection and community that accompany the holiday season don't have to. Now more than ever, we're ready – and deserve – to embrace this cozy time of love and togetherness. However you choose to celebrate the holidays, here are few easy home-preparation tips to have your space feeling fresh, festive, and ready to receive guests.



## Prep your appliances.

All that scrumptious cooking and baking we do over the holidays can give your kitchen appliances a beating. Prep them for the overload with a thorough cleaning and inspection. For example:

- Check your oven's temperature reading with an oven thermometer to ensure its accuracy.
- Remove all food residue and build-up in the wash-tub, drain, and around the door of your dishwasher.
- Sharpen your kitchen knives.
- Make sure vacuum cleaners are emptied and located handily for quick clean-ups.
- Clean out refrigerator and freezer, checking for blocked air vents.
- Toilets. Let's face it: These may get the most use of *any* fixture on this list. Replace worn flapper valves, tighten all the screws and bolts, and don't forget to provide plenty of extra toilet paper and a plunger to avoid embarrassing situations!

## Declutter your space.

Focus on areas guests will see, like the front porch, entryway, kitchen, living room, and bathrooms. Stash away extraneous items, easily decluttered using a laundry basket you can hide away. If possible, supply overnight guests with an empty drawer or closet space, a hamper, clean towels, and some clear, flat space for their belongings.

## Keep your home safe.

Here, an ounce of prevention prevents a pound of cure.

- Always keep windows and doors securely locked.
- Don't advertise big-ticket gifts by putting boxes outside the home.
- Lock away all medications, firearms, and household chemicals.
- Never leave open flames unattended.
- Change smoke and carbon-monoxide detector batteries.
- Make sure your live Christmas tree stays fresh and well-watered.
- Replace all burned-out light bulbs.

## Stock up on essentials.

A few days before having houseguests, inquire about what their favorite snacks and drinks are, and stock up on those items, as well as coffee, tea, creamer/sugar, and simple breakfast items, like cereal, milk, juice, fruit, and granola bars.

## Scent your home seasonally.

Mull some wine or cider, or simmer water with cinnamon sticks, pine, orange peel, or cloves on the stove to infuse your home with delightful, homey aromas.



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# KATRINA CRANE

*Going Above and Beyond*



## cover story

By **Lindsey Wells**  
Photography by **Bodie Kuljian**

Katrina Crane has worn many hats throughout her life. Working woman. Motivational speaker. Leader. Mother. She's a friend, she's a wife, she's an adventurer, she's a workaholic. Just over six years ago, Katrina took on another role: real estate agent.



Katrina Crane



Katrina's son, Hunter Crane, works with her in the family real estate business.

Katrina holds a Bachelor of Science in Dental Hygiene and worked as a dental hygienist before she and her husband, Richard, started their family. Katrina was afforded the opportunity to stay home and raise her two boys, Hunter and Griffin, before returning to work in 2008, when Richard was laid off from his long-time real estate job. The boys were still in junior high and high school, so Katrina opted for a nighttime sales job that would allow her to stay home during the day. She became a salesperson for Stella & Dot jewelry and eventually began leading a team of 200 women within the company.

One day, one of the women on her team, witnessing her abilities, said to Katrina, "Oh, you should be selling real estate, not jewelry." So, what did she do? Katrina went out and earned her real estate license and landed her first big deal right away. "I staged

a home, and it sold quickly, and I realized, 'Oh, my goodness, I found my passion,'" Katrina said. "I'm a big believer in relationships and connections. I like people, so I think the job came very easy for me."

Now, Katrina is a top-producing agent and the leader of the K Crane Group at Coldwell Banker Realty. Real estate is quite a family affair in the Crane family. Katrina works alongside her son, Hunter, 25, in the family real estate business. Richard helps them get houses ready to sell, whether doing repair work or replacing out-of-date appliances. Katrina and Richard's other son, Griffin, 23, also has his real estate license and worked with the K Crane Group previously but is currently living and working in Hawaii.

Katrina has built quite the reputation among her clients and fellow real

estate professionals as someone who will go above and beyond the call of duty. As part of her service for her clients, she stages all of the homes, inside and out, on her own dollar. "When I got into the real estate world, I realized there were a lot of Realtors®, but there weren't a lot of good ones," Katrina said. "It's about caring and really listening to what the client wants and getting them that. If a client says, 'I want \$1 million for my house,' and I know it's only worth \$900,000, I'm going to try to stage it to get to \$1 million," she says.

As a powerful woman herself, Katrina is passionate about empowering other women to find their place in the real estate industry. In 2019, she started a coaching seminar called "I Care," for which she invited only 10 women. "It was an intense two-day seminar about how to succeed in real estate as a woman. I had a

“IT’S ABOUT CARING AND REALLY LISTENING TO WHAT THE CLIENT WANTS AND GETTING THEM THAT.”



Real estate is a family affair for Katrina, her husband Richard, and son Hunter.

natural healer come in, I taught them all my tricks, how to stage, how to connect with people, how to deal with whatever situation may come their way," Katrina says. "When I did that event, half of those women in there were crying; it was a great seminar. I enjoyed doing it because I knew that I was helping other women." She says she plans to hold another seminar again in the future.

Outside of real estate, Katrina and Richard enjoy hopping on their turquoise Vespa and cruising around town. She also enjoys yoga and going out to dinner. "That's my thing; I rarely cook dinner at home because I have no kids at home," Katrina says, laughing.

So, what does she want to be remembered for? Katrina says, "I want to be remembered as a really powerful woman. Who was Katrina Crane? She was someone who could get through things. She loved her family, and she was the longtime grandmother that started the K Crane Group."



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Thomas Pellicer with wife Heather and their children, Colton and Rowan. (Photo by Vanessa Mougnot)

# THOMAS PELLICER

Orange County photographer Thomas Pellicer (you can call him Tom or Tommy) is dedicated to giving his clients more than just stunning photos during their sessions. He wants to tell a story, to capture something meaningful with his camera, no matter what the subject is on the other side of the lens. Whether he is capturing a bride and groom's big day, storytelling with video, or helping a Realtor® market their property, Thomas settles for nothing less than the best quality craftsmanship in his work.

Thomas was working a nine-to-five sales job 12 years ago when his photography career first began to take flight. He started off shooting headshots part-time and was instantly hooked after being given the opportunity to shoot his first wedding. As fate would have it, the company for which he was a salesman began downsizing, eventually laying off all its employees. It was then that Thomas transitioned into being a full-time wedding photographer. Four years ago, he decided to try his hand at a different kind of photography.

"When my second child was born, I was shooting 30 to 35 weddings a year, which was a ton. It was taking up all my time, and I wasn't seeing my family, so I ventured off and started shooting real estate, architecture, and construction photography," Thomas says. His interest in this kind of photography was piqued after photos he shot for an architecture company won a couple of awards. "That's when I said, 'Well, maybe I can do this.' Two years ago, I put weddings on hold, and started shooting real estate full-time."

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“EVERYONE CAN TAKE PHOTOS, BUT BEING ABLE TO RELATE TO MY CLIENTS AND GIVE PEOPLE DIRECTION AND HAVE THEM TAKE MY OPINION INTO CONSIDERATION IS IMPORTANT.”

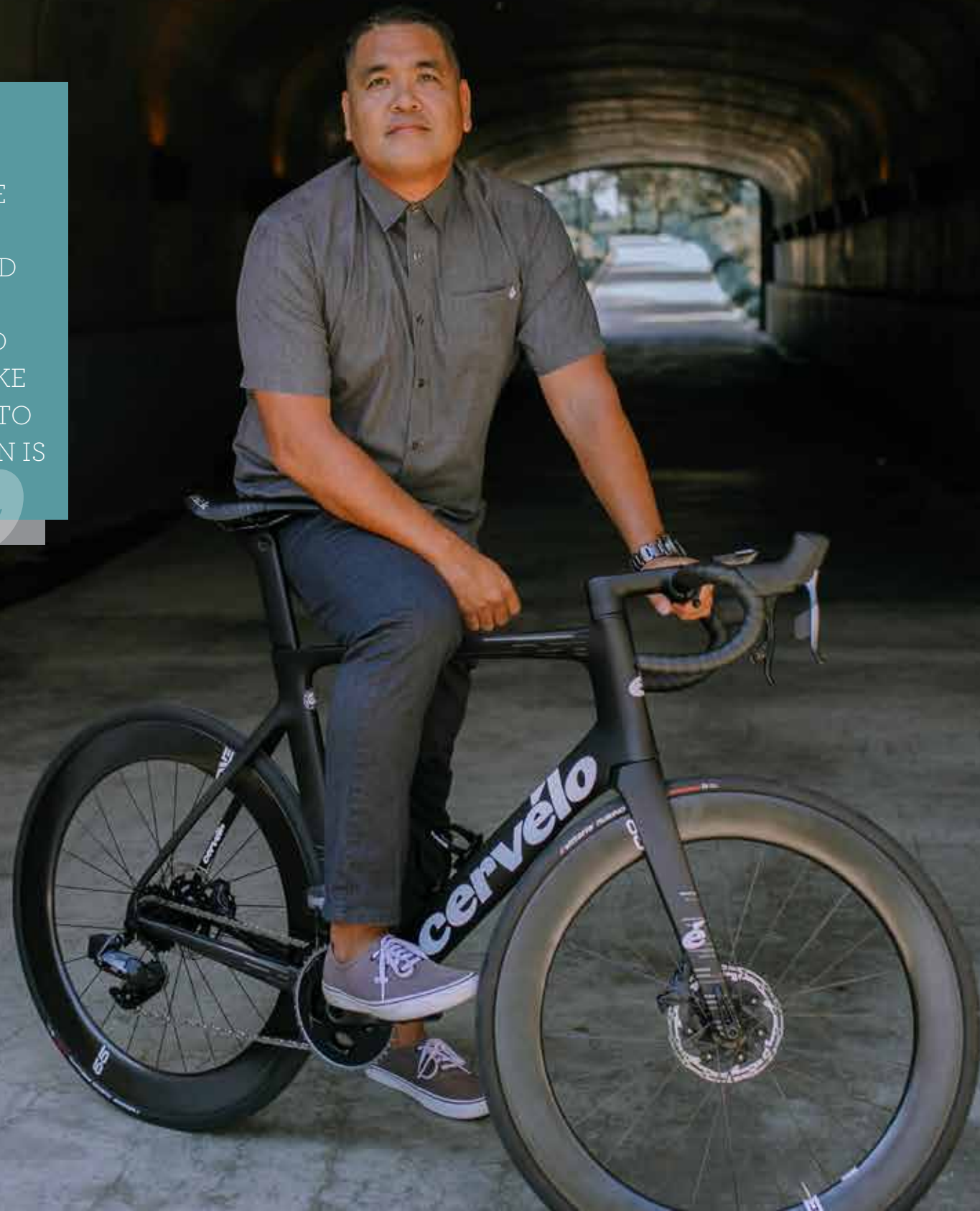


Photo by Bodie Kuljian

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Thomas and his wife, Heather, celebrated 10 years of marriage this year. The two have known each other since high school. “She’s always had a crush on me since high school,” he says, laughing. “We would run into each other every once in a while after we graduated. Ten years later, we ran into each other in a Blockbuster Video, and that was it.” They started dating right away, and five years later, they got married.

Now, the couple has two children, Colton, eight, and Rowan, four. With the children’s ages, their main adventures as a family include going to the beach, some traveling, cruising around, and exploring new places. Thomas just recently picked back up an old interest, cycling. He used to race competitively in triathlons and is now looking forward to getting back on his bike.

As a still and motion photographer, Thomas’s list of services primarily focuses on residential real estate by offering photography, drone, 3D virtual tours, and videography. Then, strictly on the



Photo by Bodie Kuljian

photography side, he focuses on weddings, family portraits, and corporate headshots.

Lately, with professional photography becoming the standard among top real estate professionals, Thomas has been encouraging his clients to do more interactive videos to separate themselves from the rest. “I like helping my agents actually get in front of the camera so they can interact with the audience instead of just doing regular walk-through videos,” he says. “I’m liking that approach because I get the interaction, as well. I’m pretty much a people person, so I just love interacting with my clients.”

Not only does Thomas produce high quality work, but the general consensus among those he has worked with is that his personality shines just as bright as his photography. In fact, it’s one of the reasons that we chose him to be our event photographer for *South Orange County Real Producers*. You may remember him from our January event at Union Market.

“Everyone can take photos these days, but being able to relate to my clients and understanding my role as their photographer is very important,” he says. “I’m part of their team, whether they realize it or not. My goal is making my clients look good, not only for their brand, but to their current and potential future clients. I’m not afraid to move things around and give my opinion if it helps sell the property. I know I’m not the only one like this, but I know my current clients are stoked that they can trust me to deliver every single time.”





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# Glara & Veronica *LEE*



## ► all in the family

By **Lindsey Wells**  
Photography by **Bodie Kuljian**

Mothers and daughters together are a force to be reckoned with. Such is the case with Glara and Veronica Lee, a mother/daughter real estate duo that has taken the Orange County real estate market by storm since Glara joined forces with her mom four years ago. Together, they lead the all-women Glara and Veronica Lee Group with Compass Real Estate.



Veronica Lee

Veronica has been in the real estate business long enough to remember a time when the internet and real estate did not go hand-in-hand. Born and raised in Korea, she moved to the United States after college and eventually



Glara Lee

gave birth to two daughters, Glara and Monica, both of whom she raised in Irvine. Suddenly, Veronica became a single mother and was faced with the task of raising her girls alone. She dove into real estate 20 years ago and made

...





it her objective in life to give her daughters the best opportunities they could possibly have.

While Veronica brings to the group a wealth of experience, Glara has used her youth and college degree to modernize their approach. She graduated from the University of Southern California with a major in business administration and a minor in real estate development. “Just like every other industry, real estate is ever-changing, and when I joined, there were a lot of changes I wanted to make in terms of branding, marketing, online exposure, and all of those things that people didn’t really use 20 years ago,” Glara says. After some

adjusting to the changes, the group is running smoothly, and they continue to be among the top real estate professionals in the area.

You would have to use a wide lens to capture the many facets of Glara and Veronica Lee. For one, they’re both bilingual. Between them and their associate, Amy, the team is fluent in the English, Korean, and Chinese, which basically covers the majority demographic of Irvine, their primary farm. “My mom has always implemented us being in touch with our culture, and that was really important,” Glara says, adding that she attended Korean school every weekend as a child.

In addition to being in touch with their culture, Veronica encouraged both her daughters to pursue their real estate license when they turned 18. “You got your driver’s license when you turned 16, and you got your real estate license when you turned 18. That’s how it went in our family,” Glara says. “Not that we would necessarily practice real estate; that’s just what ended up happening for me. My mom knew that real estate is something that everyone wants to be involved in, and she wanted us to have that.”

Glara worked on the commercial side of real estate for a short time before transferring to residential. She struggled with some of the stigmas associated with being a Realtor®. “When I decided to transfer, it was supposed to be something very temporary, just to see if I enjoyed it,” she says. “My mom really encouraged me that there are ways in which the profession can be elevated. I could choose to be a top producer, and I could choose to be as successful as I wanted to be. My first year was amazing; I ended up doing a lot better than I thought I would, and part of it is growing every single day and wanting to elevate the profession.”

Because she grew up around real estate, looking at houses all day is somewhat comforting to her. “It’s always been part of my life,” she adds. “If I could, I would also be an interior designer. This allows me to tap into that side, as well as my people side and my strategic, negotiating, and business side.”

While obviously passionate about her work, Glara’s life is more than just real estate. She and her boyfriend and traveling partner, Jared, just purchased their first home together and have been busy filling it with new furniture and memories. Glara considers her mother to be her best friend. “It’s always been just me, my mom, and my sister. The three of us are like sisters,” she says.

In a moment of quiet reflection, Glara explained the value she places on what the people close to her perceive her to be. “I want my mom to think I was a good daughter. I want my partner to think I was a great partner. I’d love my friends to think I was a great friend, and my sister to think I was a great sister,” she adds. “A huge part for me in this business is for my clients to think that I was a great agent to them. The best feeling is when clients tell me that they feel like I’ve done everything for them. That’s when I know I’ve done my job.”



“It’s always been just me, my mom, and my sister. The three of us are like sisters.”



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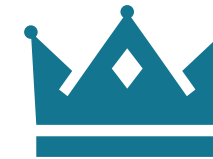
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# IRONWOOD

Upscale Dining in Laguna Hills

## ► restaurant spotlight

By Lindsey Wells

**F**ood is perhaps the one universal thing that really has the power to draw people together. It nourishes the body, mind, and soul in ways that nothing else could. In 2016, Laguna Hills became home to Ironwood, an upscale dining establishment featuring an eclectic mix of dishes inspired by wine-producing regions around the world.



From left to right: Patrick Fanning (Operating Partner), Robert Barth (Executive Chef), Kyle Simpson (VP/Partner).

Upon approaching Ironwood's front doors, patrons are met by an ironwood tree potted in a wine barrel, the tree aptly placed at the restaurant's entrance to pay homage to its namesake. Ironwood is a dense, heavy wood commonly used in kitchen knife handles and other culinary tools.



Once inside the restaurant, the eye is immediately drawn to the modern, upscale interior, its wine-country atmosphere radiating an air of intimate sophistication. For those who prefer outdoor dining, an enclosed, heated patio featuring retractable awnings and views of the Saddleback Mountains is just the ticket.



The restaurant also doubles as an event space and can accommodate large parties for special occasions.

The food prepared by Ironwood's chef tells a compelling story itself. With a menu featuring ingredients of the highest quality, there is a little something for every palate. The Crispy Jidori Chicken Schnitzel with Maitake Mushrooms is a popular menu item, cooked with garden herb spaetzle, paddy pan squash, char-donnay, and tarragon butter.



Ironwood is also home to the famous House Made Giant Meatball, a one-pound meatball made with a blend of American wagyu beef, jidori chicken, and duroc pork and served with homemade herb pappardelle noodles, spicy pomodoro, and ricotta salata.

Also featured on the menu are market-fresh oysters, a variety of specialty cocktails and craft beers, and to-die-for desserts.

Ironwood is one of four locations in Orange County operating under the same ownership. The original location, Vine Restaurant & Bar in San Clemente, opened seven years ago. Kyle Simpson, one of the restaurants' partners, knows the restaurant industry like the back of his hand. He and the other founders grew up together, working in different restaurants throughout high school and college before the opportunity presented itself to open their own restaurant.

Today, seven years and four locations later, Ironwood and its sister restaurants have attracted the attention of both local Orange County residents and out-of-town visitors alike. The restaurant's staff of team members is just as important to its owners as the customers. "We are constantly coaching and developing and continuously learning and challenging ourselves to make our team better and coming up with new, creative menu items," Kyle says. "We try to source as much local fresh organic produce as we can to deliver the freshest ingredients to our guests."

"The most rewarding thing about this is the people, both our guests and our team. That's what really drives our business," he adds. "We're part of our community, and we like to know the people that come through our doors. Greeting everybody, welcoming everybody back, making it almost like their second home — that's how we operate. Imagine if you hosted a party at your house every night. That's kind of how I feel every night. It's so rewarding to greet these people and welcome them in. We also buy from local farmers to help support them and their families."



Ironwood is open seven days a week and is located at 25250 La Paz Road, Suite 100, in Laguna Hills. Visit them online at [www.ironwoodlagunahills.com](http://www.ironwoodlagunahills.com) or call 949-446-8772 for more information.



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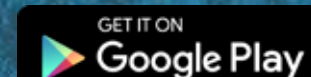
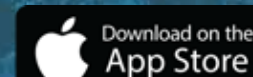
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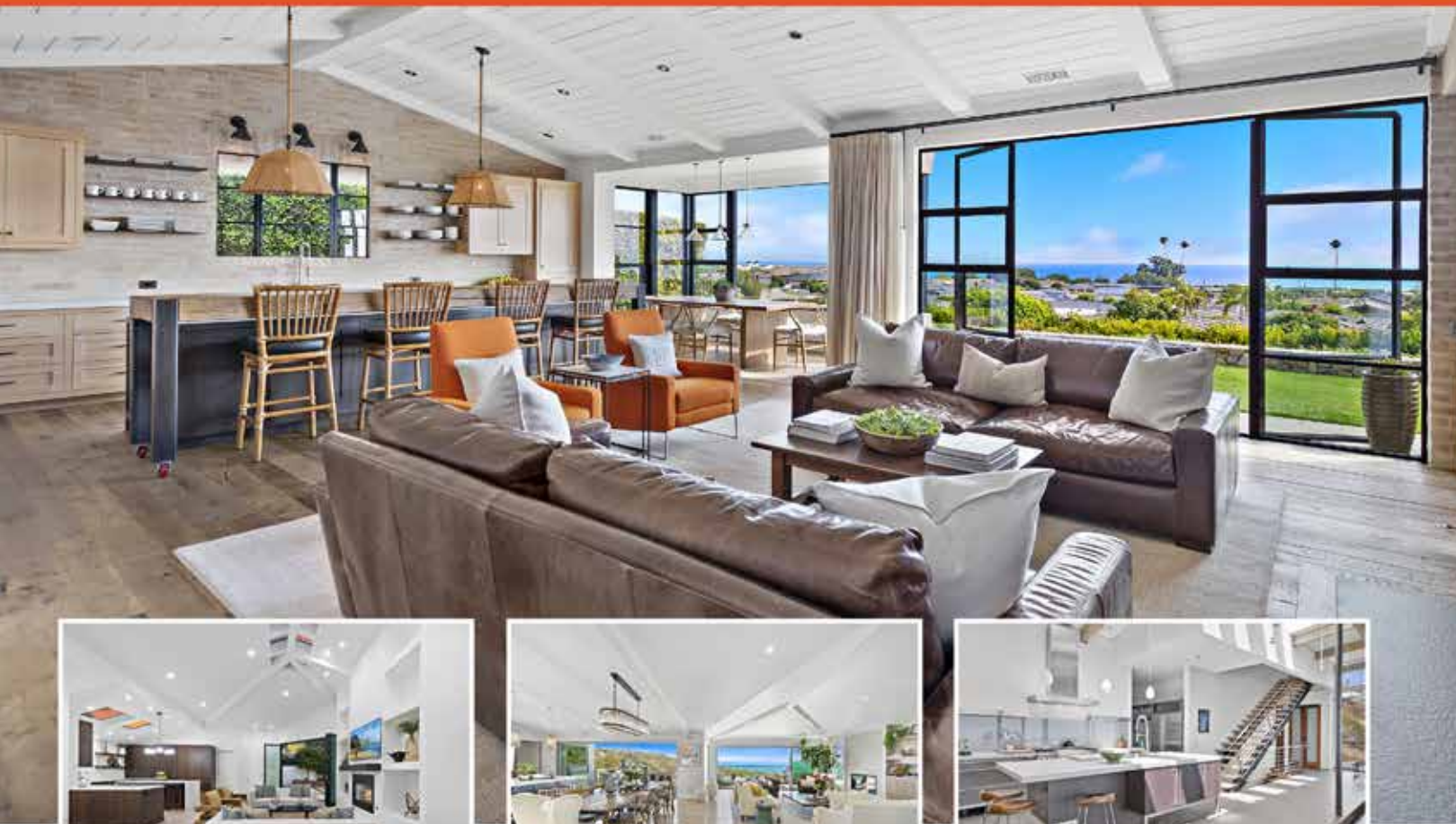


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