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Tucson Real Producers • 3

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left to right Dea Hinrichs, Ronda Argueta, Glenda Grow, Joann Kelly, Judy Grammond, Jennie James, Cheryl Terpening, Barbara Wilson, Joann Fosslard.  
Back Row: Yvonne Ahern, Debbie Shireman, Stephanie Grande, Elizabeth Cherry.



# Women's Council of REALTORS®

## The History

Women's Council of REALTORS® began at a time when women were barred admission from many local REALTOR® associations. The National Association of REALTORS® created this separate group, a "women's division," that was formed at the NAR Annual Convention in Milwaukee in November 1938. Today, the Women's Council 80-year history makes it the most established NAR Affiliate organization with 23 state networks and 227 local networks currently operating. Arizona is one of the state networks with local networks in Tucson, Sierra Vista, Phoenix, Scottsdale, Prescott, Flagstaff, Lake Havasu, and the White Mountains.

## The Legacy

It's easy to see why "#LeadersMadeHere" is the slogan for the Women's Council of REALTORS®. Past and present Women's Council leaders are prominent figures in the membership of local boards like MLSSAZ, Tucson Association of REALTOR®, and Broker/Owners, as well as the membership of national boards and committees. Women's Council represents only 1% of NAR's membership, however, Women's Council members represent 30% of NAR's board of directors, 23% of NAR committees, and 10% of state and local REALTOR® Association leaders. A full 65% of Women's Council membership reports being leaders in other local businesses and brokerages within the community.

As the Tucson network celebrates its 60th anniversary, they would like to also celebrate the many accomplishments of this network's members. They honor the past presidents, many of whom have taken the education and skills gleaned from Women's Council and transferred them to other leadership opportunities within their brokerages, local politics, Tucson Association of REALTORS®, Women's Council State Leadership Line, and the National Association of REALTORS®.

## What Our Past Presidents say about their experiences:

### GLEND A GROW,

United Real Estate Specialists,  
Top Producer and President  
2003 & 2017

"My Women's Council membership and continued participation add to my network of national referrals and to my being a top producer in the industry. I believe my peers recognize my knowledge and involvement in Women's Council as a benefit to those clients that they refer to me and my clients, in turn, refer their friends and family to me for those very same reasons."

### YVONNE AHERN,

Realty Executives Territory,  
Past Local President 2016, Past Arizona  
President 2019

"The Women's Council of REALTORS® has stepped up my real estate obligation, leadership, and communication skills while providing referrals, support, and friendship."

### RONDA ARGUETA, The Argueta Way, Al- titude Mortgage, Past President 2013

"Thank you to the Women's Council of REALTORS® for playing such a pivotal role in my leadership growth and affording me the opportunities to build strong business partners and friendships that have lasted a lifetime!"

### BARBARA ROCK, Broker/Owner Relocation USA, Past President, 2001

"I was a member of WCR for many years before I became the local chapter President. I enjoyed the camaraderie and support from fellow REALTORS® and affiliate members. I made lifelong friends that I am so grateful for. The informative programs and speakers were invaluable, not to mention the FUN events and fundraisers. WCR is family!"

#LeadersMadeHere

▶ celebrating leaders  
Photography by: Casey James

## The Present

2020 President, Stephanie Grande - Tierra Antigua Realty, began this year with an agenda that included industry events featuring national speakers Jeremias "Jman" Manerio, and Sam Powell, Illinois Women's Council State Governor. The 2020 Women's Council Platinum Strategic Partner is Tom Heath, vice president, and senior loan officer at Nova Home Loans. Tom Heath hosts Life Along the Streetcar radio/podcast and presented the council his up to the minute Economic Tour of Downtown Tucson, right before the COVID-19 shut down in March. In April, when meeting in person was no longer available, Women's Council Tucson immediately pivoted to hold their monthly meeting online. National Women's Council 2020 President, Brenda Lee Szlachta, presented "Making Your Attitude Your Superpower" at the first Zoom event. It was very powerful as we faced the challenges of COVID. Brenda Lee's words have never been truer as everyone has had to learn to adapt their business and leadership to overcome the obstacles, we all are facing.

Women's Council of Tucson's next meeting will be held on October 22, 2020, from 10:00 to 11:30 am. Guest speakers include Kristi Frank, 2020 Platinum Strategic Partner and Owner, American Family Insurance, as well as Brian Jones, Chief Hydrologist, Pima County Flood Control.

## The Future

This December 2020, the 2021 President, Debbie Shireman, United Real Estate Specialists, will begin the Tucson Network's Diamond Anniversary Year celebrating 60 years of excellence for this local network. She will focus on next level real estate business through local and national educational topics. Debbie also plans to highlight member benefits for joining including deep discounts at Office Max/Office Depot, US Pay, Avis/Budget, Hotel Engine, Ticket Deals, 1-800-Flowers, Harry & David, Prescription Drug Card, and more.

For Women's Council of REALTORS® Tucson, Membership information, contact Lauren Smith Klase, Membership Director, and Stewart Title Business Development Officer at 520-237-9292, Lauren.Klase@stewart.com.

# 60TH ANNIVERSARY

## STEAMY CONCEPTS

# A GIFT FOR SERVING THE GREATER GOOD

By Dave Danielson



IT'S BEEN SAID THAT ONE OF THE GREATEST GIFTS EACH OF US CAN RECEIVE IS SERVING AND HELPING OTHERS.

One organization that lives that truth is Steamy Concepts.

Steamy Concept's reputation for excellence in its full range of high-quality carpet, tile, and upholstery cleaning is well-known. But that's just the start.

The company, headed by Lori and Matt Horn, also has a strong passion for

giving back. In fact, you could say they have a real gift for serving the greater good.

### HEARTS FOR HELPING

While Steamy Concepts gets involved in giving back to the community in a number of ways, one that holds a special place in their hearts is their role in the annual Toys for Tots campaign.

The campaign was started by Ernesto Martinez and Matt Horn several years ago. The sense of fulfillment is as fresh today as when it began. "We've had the privilege of being part of this for the past seven years," Matt says. "In the process, it has continued to grow through time. We're especially appreciative of the opportunity we had to start partnering with *Real Producers* a couple of years ago. The partnership with Publisher Delilah Royce and the *Real Producers* community of REALTORS® has been fantastic to see."



“

WE DO THIS FOR THE KIDS. EVERY CHILD DESERVES TO RECEIVE A CHRISTMAS GIFT, ESPECIALLY THE UNDERPRIVILEGED ONES IN OUR COMMUNITY.





...

**ADDING SMILES**

Bryant Garcia is the Director of Operations for Steamy Concepts Carpet, Tile & Upholstery Cleaning Division. He and the rest of the team at the company have joined the effort and, through time, have helped collect countless toys to make the holidays brighter for children throughout the Tucson area.

The images are rewarding—knowing that households throughout the area are brightened with the joy of children opening gifts and experiencing the joy of the season.

As Bryant says, “That’s what this is really all about. We do this for the kids. Every child deserves to receive a Christmas gift, especially the underprivileged ones in our community.”

**LOCAL GRATITUDE**

Working with a local company makes a lot of sense for many reasons. One of those is the fact that local organizations are literally invested in the area. It’s the place where their team members live and work.

“Steamy Concepts would not be here if it wasn’t for our local community,” Bryant explains. “We are locally owned, and we take pride in that. Toys for Tots is our way of giving back to our community, to our kids. They are the future, and we always want to make sure we can give them something to smile about during the holiday season.”

**A SPIRIT OF GIVING**

Steamy Concepts gives an outstanding experience to clients — and it also works to deliver that same feeling to the community.

In addition to its involvement in Toys for Tots, Steamy Concepts also takes part in efforts to support breast cancer awareness and research. The company always searches for ways to make the communities where their team members work and live even stronger.

“We look for any way we can give back to the community. Children are a big emphasis for us, so we typically do quite a bit of sponsorship work with local sports teams. Plus, we look for ways to support our first responders, including our doctors and nurses — who get an additional discount for being on the front lines of caring for all of us during the COVID-19 time,” Bryant says.

**THE MISSION TO MAKE A DIFFERENCE**

As Bryant points out, the ongoing mission for helping others is a longstanding tradition.

As he says, “Steamy Concepts started 23 years ago with a community spirit, and continuing that and looking for new ways to give back are natural extensions of that spirit.”

As we move through fall—and through all seasons—you can count on the quality service and results that Steamy Concepts drives home.

In turn, as we head toward the holidays, you can count on Steamy Concepts and the gift it has for serving the greater good.

“It means a lot to see the way the Toys for Tots campaign has become a huge success,” Matt says. “Working with *Real Producers*, we look forward to continuing to make it bigger and bigger for the children in our community.”

For more information about Steamy Concepts:  
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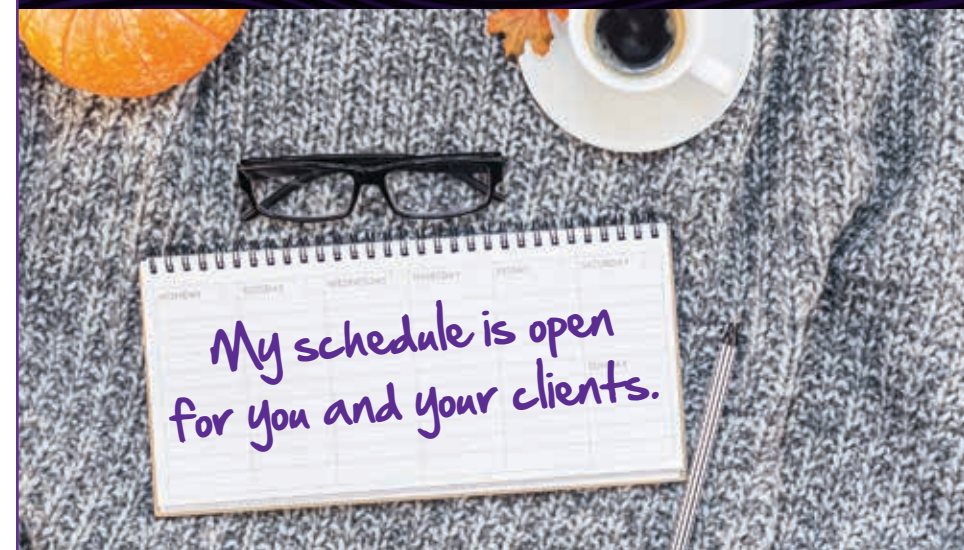
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# HEADSHOTS, LISTING PHOTOS, VIRTUAL TOURS – OH MY!

*Do you need to hire a professional photographer?*



By Joey Ambrose

## Videos, Ariel Photography, & Virtual Tours by *Joey Ambrose*

Sometimes your listing needs some extra marketing to sell. In a hot market, photos are often enough, but what if you need to bring out the big guns? You have several marketing tools to take your listing to the next level.

Video Marketing isn't just for luxury homes. Real estate video is a highly interactive way to attract attention and attract potential buyers of all ages. According to the National Association of REALTORS® (NAR), 73 percent of homeowners say that they are more likely to list with a real estate agent who uses video to market their home; however, only 9 percent of agents create listing videos! Let's debunk a few myths right now: It's easier than you think, and it's not expensive compared to the return on your investment.

### TOP WAYS TO USE VIDEO FOR REAL ESTATE MARKETING:

- Listing videos, either quick "promo" style or longer feature videos (think luxury)
- Walk-through videos (very easy to do yourself!)
- Facebook Live or Instagram Story Videos (also quick and easy!)
- Agent Introduction Videos
- Educational Videos
- Aerial Videos

That brings us to your next tool, Aerial Photography and Video. According to MLS statistics, homes with aerial images sold 68 percent faster than homes with standard images. The case for aerial photos is easy – they are cheap and they help your listing stand out, but like any tool, they aren't always the *right* tool to use.

### WHEN TO USE AERIAL PHOTOGRAPHY OR VIDEO:

- Showing off great views
- Vacant land or large properties
- Showing close-by landmarks or features
- Grab attention with a better perspective

Lastly, Virtual Tours are surging thanks to a rush of out-of-state buyers and Covid-19. It's interactive, engaging, and it's the ultimate 24/7 marketing tool. The latest research from Realtor.com shows Virtual Tours are now the most helpful technology for home buyers, surpassing listing photos 61 percent to 51 percent, and sellers now prefer them over in-person tours or open houses. That's a big shift in just one year!

### HOW TO GET THE MOST OUT OF YOUR VIRTUAL TOURS:

- Quality wins - use a higher quality camera or make sure your provider does
- 3D floor plans make your virtual tour more interactive
- Set up Live Virtual Tours so you can show the home from anywhere



By Jacquelynn Buck

## Headshots By *Jacquelynn Buck*

Have you heard the saying YOU are your brand? That's the surest way of saying that the thing that makes people come to you, refer to you, is YOU. There are tons of realtors or mortgage lenders or (insert word here) in this city. What makes you the preferred professional? You. Your personality, your style, your way of working with people. But how does each person searching for a professional in your field find you for the very first time, before they know you? They search online. And when they search, what *might* make them stop and stay longer than the average three seconds is a unique, colorful, impactful, stunning, interesting photo of you. Images are powerful. The old saying "a picture is worth 1,000 words" couldn't be more accurate.

So what does your current business headshot say about you? What do you WANT it to say? A good photo and a good photographer makes all the difference in helping you stand out in the sea of others in your same profession.

### HERE ARE A FEW QUICK TIPS I GIVE TO ALL MY CLIENTS!

1. Pay close attention to clothing. Too loose can be as challenging to work with as too tight. Be sure to look at yourself from all angles in the outfit you're wearing and like what you see from every angle.
2. Wear something you already love yourself in. You know exactly what that is! It's your go-to color, or the outfit that you wear that almost always gets complimented. Start there.
3. Don't do anything new or different to your hair or makeup style right before the photos. If you're going to change style, give yourself a week or so to settle in and make sure you love it.

I have so MANY more tips to share with you. If you're looking to stand out in your business, let Photography by Jacquelynn help you find your style and vibe with a personal business branding session. These are intensive Tucson business photos that will honor your personality and help set you apart from your competition! Photography by Jacquelynn [www.jacquelynnbuck.com](http://www.jacquelynnbuck.com).



By Casey James



## Photography by *Casey James*

Did you know that home buyers spend close to 60% of their time viewing listing photos? The other 20% is spent reading property descriptions and lastly another 20% on realtor's remarks. With over half of a buyer's time looking at photos, quality is key.

### DO YOUR LISTINGS STAND OUT FROM THE REST?

Professional Photography portrays the best of what a listing has to offer to a potential buyer. Studies heavily show that using professional photographers lead to higher sales prices and faster closings. It is most important to prepare your listing for the photo session as if it was an open house to ensure the photography is efficient.

### HERE ARE SOME KEY POINTS IN PREPARING A LISTING FOR PHOTOGRAPHY:

1. Thoroughly clean whole house (vacuum carpet, mop floors, clean countertops, windows, and mirrors)
2. Turn all overhead lights and lamps ON and Replace burnt bulbs
3. Open blinds/window treatments to let in natural light
4. Remove personal items (pictures, chargers, bags, shoes, clothes, etc.)
5. Feature centerpieces and other unique items like flowers to add a touch of life to the images.

Video Tours and 3D Home tours are other options in marketing your listing to the highest paying buyers. The ease of access to view photos, videos, and 3D tours online are a proactive way to draw potential buyers to your listing. Utilize the tools and professional services available to market your property in your own unique way.

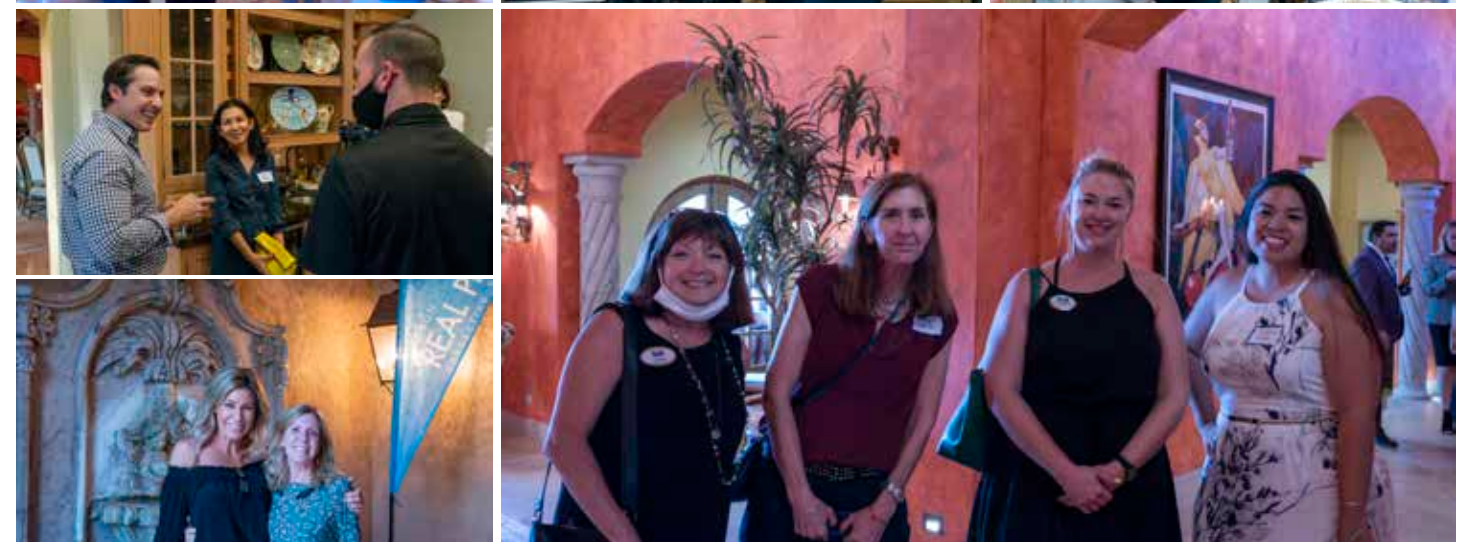
▶ event recap

# “Be OUR Guest & Stuff a Stocking”

FINDING WAYS TO BE BETTER TODAY!

## T H R E E   Y E A R S   A N D   C O U N T I N G !

WOW! I can't believe we have been in print that long. As the months keep mounting TRP becomes more of a staple in the Tucson REALTOR® market. Anniversaries cause us to look back, think of how we have grown, what impact we have made, how to be better and in the midst treasure the memories of the past! Not only is TRP celebrating an anniversary **Woman's Council of REALTORS®** is also celebrating 60 years of camaraderie supporting agents and affiliates of the industry. **Steamy Concepts**, one of our long-standing partners, has been impacting our community through generous donations to Toys for Tots for over five years. We are thrilled to be able to help collect toys alongside **Steamy** for this cause as well! Their whole team is hardworking, trustworthy and ready to help tackle carpet or mold issues. If you have a need make sure and reach out!





**AS WE MOVE FORWARD TOWARD OUR MISSION TO CONNECT! ELEVATE! INSPIRE! IN THIS EVER-CHANGING ENVIRONMENT, WE WERE MINDFUL YET COMMITTED TO BEING THERE FOR THOSE WHO WERE READY TO RE-ENGAGE!**

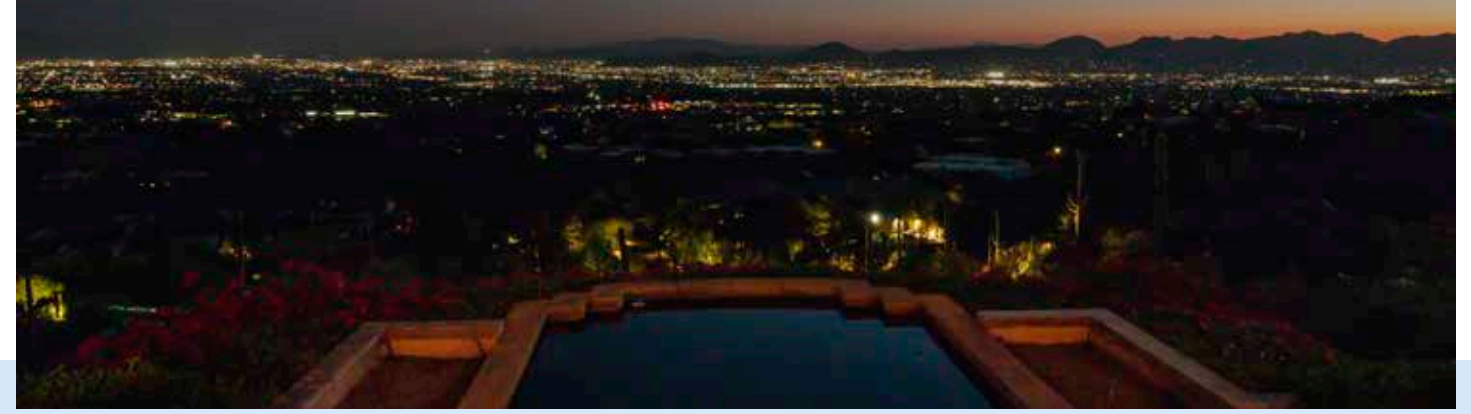
Tucson Real Producers “Be Our Guest” event was a huge success with some of the best REALTORS® and best Partners! As we move forward toward our mission to Connect! Elevate! Inspire! in this ever-changing environment, we were mindful yet committed to being there for those who were ready to re-engage! Everyone who joined us was ready for some real one on one personal connection! A gorgeous home, listed by Kate Herk and Judy Smedes, had over 8,500 square feet of space for us all to enjoy. This beautiful home in The Canyons overlooking Tucson was a perfect place for TRP to start to make up for lost time. The stunning views took your breath away!





## OUR NEXT EVENT WILL BE ON NOVEMBER 12!

Keep an eye out for the details which will be emailed and posted in our *Top 500 Tucson Real Producers* group! We will be having a Toys for Tots drive and a Classic Car Show Combo! If you have a cool car and you would like to participate email me at [Delilah.Royce@RealProducersMag.com](mailto:Delilah.Royce@RealProducersMag.com) and we can talk about how to join our car show.



Many thanks to everyone who joined us!! Including a huge thanks to Judy Smedes and Kate Herk for opening up this fabulous listing in The Canyons! Contact Judy and Kate to schedule a showing if you have a client looking in this area.

Without our Sponsoring partners, none of this is possible! Many thanks to:

- ZACH MOONEY WITH GUILD MORTGAGE**
- CHRISTIAN HERNANDEZ WITH LOAN DEPOT**
- ALL PRO ROOTER & PLUMBING**
- ROB PURVIS WITH VIP MORTGAGE**
- CASEY JAMES WITH LUXE PHOTOGRAPHY &**
- TOM EBENHACK WITH STEPPING UP!**

Also huge thanks to our photographers who captured this event! Joey Ambrose and Casey James! Enjoy!



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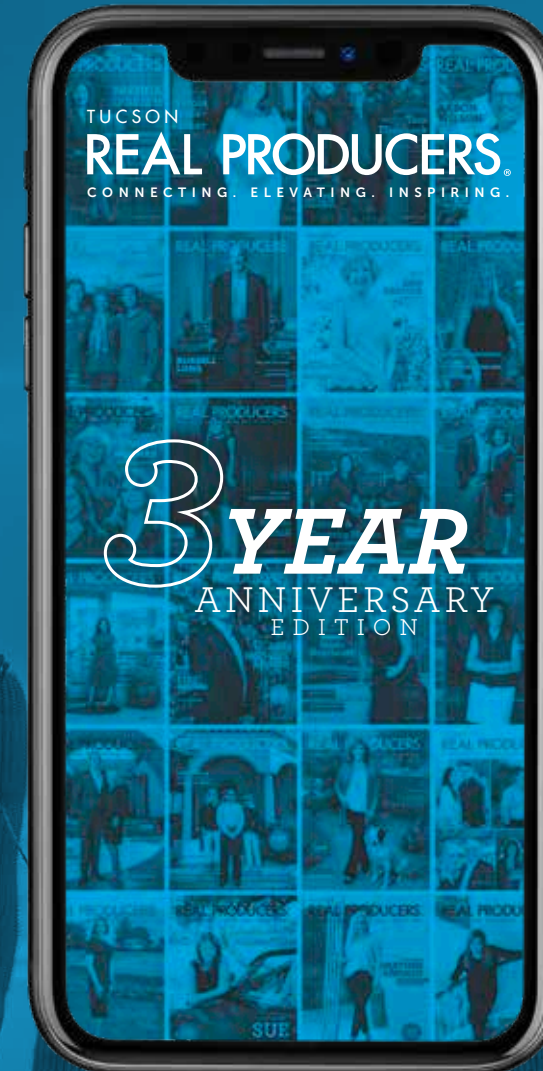
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# cindie

# WOLFE

“

**LIFE IS SHORT;**

I LEARNED THAT FROM

MY NIECE. WE NEED TO

WORK TOGETHER AND

HAVE FUN DOING IT!

▶▶ making a difference

By: **Kylea Bitoka**  
Photography by: **Jacquelynn Buck**

## SPREADING KINDNESS

**I**t was a record 122 degrees outside, the hottest summer day in Phoenix. Cindie Wolfe walked along the sizzling sidewalk. On that day, there was nothing cold about the calls she was making. “The airport had to ground flights because of the heat. I remember looking for a payphone, so I could call the sales office to see if I could come back. The payphone burned my hand; it was miserable in the sweltering heat.”

Cindie sold contracts for janitorial services. “I was good at it, but something was missing. The contracts were a one-time sale. Every day I was cold calling and knocking on doors.” When Cindie transitioned to selling professional hair care products, she discovered what was missing. “The role required calling on the same businesses and hair-stylists every week. It was all about relationships and building rapport; I loved it!” Cindie laughs as she adds, “Also, my hair never looked the same! The stylists would use you as a model to sample different products. It was so much fun!”

Cindie’s sales success and previous restaurant industry experience would lead her to a job in the Tucson wine industry. While she worked hard and grew professionally in each of her roles, there was one career that Cindie held onto in the back of her mind. “From the time a real estate agent helped me purchase my first home, I had been interested in real estate. However, I had young kids. I needed to wait until they were older to pursue it.” At 40, Cindie had built quite the resume from a business analyst at the prestigious Dun &

Bradstreet to restaurant management and then onto sales and sales management. “In 2002, I was working for a boutique wine distributor. It had taken a while to get my territory going. I was handed a 25% pay cut—BOOM!—I was ready to leap into real estate! As a single mom, it was scary to make the jump to earning only commission. I continued in wine sales for a few more years.” As Cindie made her rounds to her restaurant, bar, and store clientele, she talked to them about the latest developments in the real estate market. “Those were my first real estate clients.” It was an easy transition for Cindie; her passion for building relationships made real estate a natural fit.

Cindie always valued time with family, friends, and clients, but in 2015 when she lost her niece, Kelsey Luria, to Acute Myeloid Leukemia, the loss transformed her perspective. “I realized I needed to make some changes in my life to achieve more balance.” Growing up Cindie had witnessed the positive impact of her dad’s generosity, as he volunteered in the community. “My dad instilled philanthropy in all of his children. He served on over 34 nonprofits and was even honored as philanthropist of the year many years ago.” Inspired by her dad and her niece, Cindie focused on new priorities. “My goal was a healthy balance between work and family. I need to spend quality time with my dad and my kids. I also wanted to be involved in the community that has given so much to my family and me.”

As Cindie talked with her brother, Michael, about wanting to be more involved, he mentioned that Ben’s

Bells Project was looking for board members. Cindie remembered how Ben’s Bells had touched their lives. “When I went to my brother’s house the day after my niece had passed, there was a Ben’s Bell hanging. Jeannette Mare, the founder, had visited the hospital and attended the funeral.” Ben’s Bells Project is a non-profit dedicated to “teaching individuals and communities about the positive impacts of intentional kindness and inspiring people to practice kindness as a way of life.” Cindie was honored to have the opportunity to join the board. “We provide kindness education to schools free of charge. We educate kids about how to make kind choices and have kind conversations.” Ben’s Bells also honors community members that are spreading kindness by “belling” them. “You’ve probably seen Ben’s Bells hanging up throughout Tucson as well as the Be Kind stickers. We’ve hung over 70,000 bells. When I go on trips, I take bells with me. I have even hung bells in Europe.” On Arizona Gives Day, Cindie fundraises for Ben’s Bells. “The last three years I have matched any donation that I receive from anyone in Long Realty.” On the last Give Day, Cindie received \$1,300 in donations, and she matched it dollar for dollar donating \$2,600 to Ben’s Bells Project.

Ben’s Bells is not the only way that Cindie is spreading kindness. She also donates and fundraises for her niece’s foundation. “During her cancer treatment, Kelsey had the opportunity to have a professional photoshoot with make-up. She decided to have some of the pictures taken without her wig; those photos

...



Cindie with her daughter Casey, son-in-law Trevor, and her father Don Luria.



From left to right: Glenn Mishler, Hunter Mishler, Ryan McShea, Christian McShea, Casey Adams, and Trevor Adams



Primavera COOKS Fundraiser



were gorgeous. She wanted to give other children the same opportunity. She wanted to empower them to feel good and beautiful without hair.” Bald Beauties Project empowers and impacts the lives of children and young adults with cancer by providing professional photoshoots, offering teen comfort kits (kits include comforting and useful items for hospitalized teenagers), and supporting cancer research.

Each year, Cindie also looks forward to supporting the Primavera Foundation through Primavera COOKS. “The Primavera Foundation provides pathways out of poverty through safe, affordable housing, workforce development, and neighborhood revitalization.” Cindie shares about the experience, “Our whole Long office group participates, it’s so

much fun! We help create the menu and then prepare the meal with the chefs. We spend three days in the kitchen doing prep. On the day of the dining event, we arrive at 8:00 am and don’t leave till about 10:00 pm. We cook and serve the food; it’s a blast, and the dinners are always delicious. I buy tickets for a group of my clients and invite them as my guests.”

As Cindie looks to the future, she is excited about the next adventures; her family and business are growing! “All three of my daughters are recently married; we had three weddings in three years!” she adds with a chuckle, “I’m hoping to become a grandmother soon!” Cindie’s middle daughter, Casey, just relocated back to Tucson with her husband Trevor. “Trevor is currently enrolled at Hogan, and I am going to

be helping him build a long successful real estate career.” Cindie’s other two daughters live out of state, “My oldest daughter, Ryan, is a clinical psychologist working at Boston Children’s Hospital and my youngest daughter, Hunter, is in Pensacola, Florida working towards her degree in early childhood education.” Cindie’s dad, Don, is also in Tucson. “My dad inspires me every day. He has been through some serious health issues, yet he always has a smile on his face.” Normally Cindie and her family love traveling and getting together, but with travel changes and closures due to the coronavirus, it has been difficult this year. However, Cindie stays positive and committed to making a difference right where she’s at. “Life is short; I learned that from my niece. We need to work together and have fun doing it!”



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# DANAE JACKSON

The Tenacious REALTOR®

FINDING LOST TREASURES



Sometimes, the things we carry become priceless family heirlooms that connect us to the people who love us. So it was of an antique silver watch with a pearl face that once belonged to a beloved grandmother. It had been stored away somewhere within an enormous estate that was about to be sold. For Danae Jackson's client, to recover the watch was to preserve a sense of the grandmother's legacy. Danae made it her mission to find the watch and honor her client's wish. Danae decided that she would systematically rummage through the belongings of her client's late uncle to find the watch before the estate sale took place. It would not be an easy task.

"There wasn't a naked spot on the walls of the entire three-bedroom house," Danae recalls. "There were hundreds of wooden mallard ducks, hundreds of watches, and dozens of sets of golf clubs hidden throughout the corners of the house. You couldn't sit down anywhere; couches were full of items, and everything was valuable." There were so many items in the house that clearing it out would eventually take the estate sale company four weeks. The watch was important to the family, and though it was like searching for a needle in a haystack, Danae would search every inch of the home if she had to. Fortunately, her meticulous search paid off when she found the watch after two hours and gave the family the good news.

Stories like this one are not unusual for Danae. She has often found herself hunting for something special in a home full of treasures, all so a client can have what is precious to them. It is part of the kind way she serves her customers. If she sees a way that she can lend a hand, she is quick to do so.

During another sale, she worked with two sisters who were trying to sell their late brother's home. It needed a lot of work, but they had no money to fix it up. At that time, Danae's real estate agency, Coldwell Banker, had just launched a pilot program called Real Vitalize, which provides sellers with interest-free funds to fix up their home before it is sold. The agency makes the money back once the house is sold. Danae talked to the two sisters, and they took advantage of the program.



►► be inspired!  
By Jessica Dennes  
Photography by Casey James



“THE WATCH WAS IMPORTANT TO THE FAMILY, AND THOUGH IT WAS LIKE SEARCHING FOR A NEEDLE IN A HAYSTACK, DANAE WOULD SEARCH EVERY INCH OF THE HOME IF SHE HAD TO.”

With a \$6,000 investment, they were able to transform the house and walk away with a \$30,000 profit. “I felt good about what I was able to offer my clients and how I was able to help their situation,” she says.

Danae has been a real estate agent since 2009. She initially began working as a part-time agent to work with the leads that her husband had left behind. He was licensed before her, but after the market crashed, he decided to leave the field to support his family. “I didn't want the leads to go to waste,” Danae explains, so she began the process of becoming licensed by attending Hogan Real Estate School every Saturday for six weeks. She had just given birth to their third child. Her husband would bring their newborn son to her for mommy time during breaks at the school. In 2013, Danae officially became a full-time agent and saw tremendous growth for her business year after year.

Along with experiencing many memorable moments with clients, she has also learned a lot of lessons throughout her career and usually advises new agents to “Always

tell the truth when you are trying to save a deal.” She explains, “When you're new, you're less brave. Real estate is messy, and there are always bumps on the road, so being upfront is the right thing to do and the best thing to do.”

In addition to being honest with clients, Danae strives to conduct herself with kindness, handle conflict with grace, and work hard for the people she represents. Her work ethic even earned her the label of “Danae, the Tenacious REALTOR®” during a sale that involved six different attorneys. “I'm pretty stubborn,” Danae laughs admittedly, “in this case, it paid off.”

It is no surprise that this stubborn agent is still happily married to her boyfriend from 4th grade. Danae and Chris have been married since 1997. They met in their small hometown of Oakhurst, California, outside of Yosemite National Park. “We did the whole note-passing ‘wanna be my girlfriend’ thing,” Danae remembers with a smile. Chris was Danae's first boyfriend and her first kiss. “We did a quick kiss at recess behind a jean jacket that two friends





were holding up, and we got caught," she laughs. She still has his old notes and a photo of them holding hands at the playground. While their first relationship didn't last, they reunited seven years later before graduating high school.

At that time, Danae's father took a job as a senior pastor at a church in Tucson. Unwilling to separate from Danae, Chris came out to Tucson and started attending Pima Community College. They were married at the ages of 19 and 20. Danae laughs as she shares that they couldn't even rent a

car on their honeymoon. In September 2020, the couple celebrated their 23rd wedding anniversary and are still going strong. They have four children, Rylee (age 17), Jacob (15), Jamin (13), and Reagan (10).

As a family, they have recently begun adventurous activities while traveling like white water rafting in Idaho and completing a ropes training adventure course at Lake Tahoe. They also love riding bikes and playing golf together at the Oro Valley Country Club, where they recently purchased a fixer-upper home.

When she is not with her family, Danae challenges herself with strength training at the gym. She also enjoys playing the card game Nertz with a group of girlfriends because it allows her competitive nature to shine. In the group of 11 women, it is usually expected that she will win the game. Even when she is playing games with her family at home, she says, "I never let my kids win, they have to earn it."

Over the last 10 years, Chris and Danae begin to show their appreciation for local law enforcement officers. They started a practice of paying for officers' meals at every opportunity and always thanking them for their service. "We should support the people who are risking their lives," Danae believes. It is a small gesture that one time turned into a large one.

Several months ago, the Jackson family was eating a meal together at Raising Cane's when two officers walked into the restaurant. As was their custom, Chris quickly got up and handed the cashier his credit card to pay for the officers' meals. He thanked them, and they seemed grateful. Suddenly, as they ordered their food, another officer walks in to join them. Chris motions to the cashier that he will pay for the third officer. After a few seconds, another officer walks in, and then another, and suddenly two sheriffs turned into 12! It was like a scene from a comedy sketch. Danae laughs and says, "The cashier kept looking over to confirm that we were going to pay, and each time Chris nodded yes with a big smile." Apparently, Raising Cane's was the official meeting spot for sheriffs that evening, and the Jackson family picked up the tab for each one of them.

Often selling a home requires more than an agent's time and energy; it can also require compassion and kindness. For Danae Jackson, going above and beyond to serve others in any way that she can is second nature. Her tenacity and care for others are sure to bring her continued success in the years to come.

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For those of you who have been receiving this publication for a while, it means you've consistently ranked within the top 10% of Southern AZ's Real Estate industry, or run a top-notch brokerage in the area. We hope you are proud to receive this exclusive publication, attend our events, and connect with the other top producers. In case you're wondering, all of the agents featured are based solely off nomination and featured completely for free (there's no "pay to play" for articles).

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–September 30, 2020

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	280.5	75,731,326	269,987
2	Kyle Mokhtarian (17381) of KMS Realty LLC (51920) and 1 prior office	269.0	55,452,992	206,145
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	216.0	48,485,447	224,470
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	181.5	43,444,485	239,364
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	141.5	41,734,866	294,946
6	Kaukaha S Watanabe (22275) of eXp Realty (495203)	167.0	36,781,075	220,246
7	Lisa M Bayless (22524) of Long Realty Company (16717)	79.5	35,104,132	441,561
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306) and 1 prior office	81.0	32,868,100	405,779
9	Russell P Long (1193) of Long Realty Company (298)	45.0	31,073,500	690,522
10	Laura Sayers (13644) of Long Realty Company (16717)	80.5	29,844,929	370,744
11	Paula Williams (10840) of Long Realty Company (16706)	56.0	29,209,895	521,605
12	Peter Deluca (9105) of Long Realty Company (298)	74.5	28,488,255	382,393
13	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	114.5	28,291,628	247,088
14	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	109.5	28,124,500	256,845
15	Don Vallee (13267) of Long Realty Company (298) and 1 prior office	69.0	28,098,650	407,227
16	Sandra M Northcutt (18950) of Long Realty Company (16727)	64.0	26,129,971	408,281
17	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306) and 1 prior office	88.5	25,792,920	291,445
18	Denice Osbourne (10387) of Long Realty Company (16707)	63.0	25,424,739	403,567
19	Jennifer Philips (16201) of Gateway Realty International (52120) and 1 prior office	95.0	24,307,515	255,869
20	John E Billings (17459) of Long Realty Company (16717)	65.0	23,659,550	363,993
21	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	23.5	22,487,950	956,934
22	Tom Ebenhack (26304) of Long Realty Company (16706)	65.0	21,461,422	330,176
23	Matthew F James (20088) of Long Realty Company (16706)	34.0	20,805,250	611,919
24	Laurie Hassey (11711) of Long Realty Company (16731)	50.0	20,546,307	410,926
25	Leslie Heros (17827) of Long Realty Company (16706)	51.0	20,143,600	394,973
26	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	18.5	20,032,878	1,082,858
27	Jose Campillo (32992) of Tierra Antigua Realty (2866)	98.5	19,492,320	197,892
28	Barbara C Bardach (17751) of Long Realty Company (16717)	20.0	19,273,928	963,696
29	Brenda O'Brien (11918) of Long Realty Company (16717)	42.5	19,220,382	452,244
30	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	82.0	18,724,295	228,345
31	Patricia Sable (27022) of Long Realty Company (16706)	32.0	18,353,000	573,531
32	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	61.0	17,527,305	287,333
33	Nicole Jessica Churchill (28164) of eXp Realty (495208) and 2 prior offices	67.0	17,510,690	261,354

Rank	Name	Sides	Volume	Average
34	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	17.5	17,401,100	994,349
35	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	79.5	16,787,270	211,161
36	Bob Norris (14601) of Long Realty Company (16733)	61.5	16,586,400	269,698
37	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	50.5	16,526,700	327,261
38	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	66.0	16,496,750	249,951
39	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	48.0	16,347,700	340,577
40	Gary B Roberts (6358) of Long Realty Company (16733)	60.0	16,312,400	271,873
41	Anthony D Schaefer (31073) of Long Realty Company (298)	46.5	16,054,665	345,262
42	Louis Parrish (6411) of United Real Estate Specialists (5947)	30.0	15,913,713	530,457
43	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	61.0	15,746,241	258,135
44	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	65.0	15,642,246	240,650
45	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	41.0	15,639,928	381,462
46	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	40.5	15,465,153	381,856
47	Jim Storey (27624) of Tierra Antigua Realty (2866)	39.5	15,356,848	388,781
48	James L Arnold (142000775) of Tierra Antigua Realty (286614)	27.0	15,340,903	568,182
49	Maria R Anemone (5134) of Long Realty Company (16717)	20.0	14,904,189	745,209
50	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	44.0	14,700,500	334,102

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–September 30, 2020

Rank	Name	Sides	Volume	Average
51	Debra M Quadt (16709) of Redfin Corporation (477801)	45.0	14,551,790	323,373
52	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	35.0	14,292,623	408,361
53	Kristi Penrod (33258) of Redfin Corporation (477801)	39.5	14,180,193	358,992
54	Alfred R LaPeter (32582) of Long Realty Company (16717)	29.5	14,139,561	479,307
55	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	8.5	13,813,796	1,625,152
56	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498305)	47.5	13,536,835	284,986
57	Tom Peckham (7785) of Long Realty Company (16706)	20.0	13,400,275	670,014
58	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	40.0	13,372,100	334,302
59	Michele O'Brien (14021) of Long Realty Company (16717)	38.0	13,167,900	346,524
60	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	72.0	13,161,200	182,794
61	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	16.5	13,113,500	794,758
62	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	49.5	13,100,419	264,655
63	Paula J MacRae (11157) of OMNI Homes International (5791)	29.0	13,073,486	450,810
64	Brittany Palma (32760) of 1st Heritage Realty (133)	50.5	13,044,175	258,300
65	Jennifer C Anderson (16896) of Long Realty Company (16724)	44.5	13,034,432	292,909
66	Tim Rehrmann (25385) of eXp Realty (495206)	42.0	12,485,912	297,284
67	Scott Melde (38588) of eXp Realty (495203)	51.0	12,300,250	241,181
68	Tim S Harris (2378) of Long Realty Company (298)	27.0	12,250,774	453,732
69	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	48.5	12,206,500	251,680
70	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	39.5	12,154,362	307,705
71	Ronnie Spece (19664) of At Home Desert Realty (4637)	41.0	12,072,200	294,444
72	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	55.0	12,050,350	219,097
73	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	40.0	12,034,284	300,857
74	Dottie May (25551) of Long Realty Company (16728)	25.5	11,940,200	468,243
75	James Servoss (15515) of Keller Williams Southern Arizona (478306)	52.5	11,659,350	222,083
76	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	27.0	11,533,200	427,156
77	Jay Lotoski (27768) of Long Realty Company (16717)	35.0	11,459,320	327,409
78	Andrew Smith (38920) of Keller Williams Southern Arizona (4783) and 1 prior office	44.5	11,392,642	256,014
79	Rob Lamb (1572) of Long Realty Company (16725)	23.5	11,369,000	483,787
80	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	47.0	11,364,200	241,791
81	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	18.5	11,323,400	612,076
82	Margaret E. Nicholson (27112) of Long Realty Company (16728)	24.5	11,310,200	461,641
83	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	41.5	11,274,463	271,674

Rank	Name	Sides	Volume	Average
84	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	41.5	11,201,233	269,909
85	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	39.5	11,201,135	283,573
86	Patty Howard (5346) of Long Realty Company (16706)	15.5	11,136,900	718,510
87	Lori C Mares (19448) of Long Realty Company (16719)	38.5	11,087,274	287,981
88	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	37.5	11,070,000	295,200
89	Jameson Gray (14214) of Gray St. Onge (52154) and 1 prior office	19.0	11,041,376	581,125
90	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	25.0	10,952,477	438,099
91	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	41.5	10,947,714	263,800
92	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	58.5	10,888,630	186,130
93	Joshua Waggoner (14045) of Long Realty Company (16706)	11.5	10,859,000	944,261
94	Carlos L Albelais (30953) of Realty Executives Arizona Territory (498306)	54.5	10,805,600	198,268
95	Suzanne Corona (11830) of Long Realty Company (16717)	22.0	10,765,730	489,351
96	Jason K Foster (9230) of Keller Williams Southern Arizona (478306) and 1 prior office	24.0	10,737,700	447,404
97	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	38.5	10,660,700	276,901
98	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	33.0	10,606,900	321,421
99	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	30.0	10,575,114	352,504
100	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	21.0	10,463,400	498,257

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–September 30, 2020

Rank	Name	Sides	Volume	Average
101	Ricardo J Coppel (11178) of Long Realty Company (298)	30.5	10,343,570	339,133
102	Rebecca Maher (11616) of Long Realty Company (16719)	25.0	10,321,650	412,866
103	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	30.0	10,215,525	340,518
104	McKenna St. Onge (31758) of Gray St. Onge (52154) and 1 prior office	16.5	10,106,376	612,508
105	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	31.5	10,088,425	320,267
106	Tyler Lopez (29866) of Long Realty Company (16707)	39.5	10,048,434	254,391
107	Heather Shallenberger (10179) of Long Realty Company (16717)	33.0	10,021,798	303,691
108	David K Guthrie (19180) of Long Realty Company (16706)	30.0	10,012,800	333,760
109	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	37.0	9,982,301	269,792
110	Amanda Clark (39708) of Keller Williams Southern Arizona (478306) and 1 prior office	38.0	9,968,270	262,323
111	Jerimiah Taylor (17606) of Keller Williams Southern Arizona (478306)	45.0	9,899,207	219,982
112	Tyler Gadi (32415) of Long Realty Company (16707)	37.0	9,891,700	267,343
113	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	30.5	9,866,950	323,507
114	Alicia Girard (31626) of Long Realty Company (16717)	32.0	9,855,684	307,990
115	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	26.5	9,816,475	370,433
116	Melinda L Akowski (26025) of Coldwell Banker Realty (70202)	32.5	9,794,650	301,374
117	Catherine S Donovan (28185) of Berkshire Hathaway HomeService (356307)	22.0	9,775,000	444,318
118	Jerri Szach (6050) of Long Realty Company (16706)	26.5	9,763,775	368,444
119	Michael Shiner (26232) of CXT Realty (5755)	34.0	9,721,200	285,918
120	Tori Marshall (35657) of Coldwell Banker Realty (70207)	30.5	9,662,450	316,802
121	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	28.5	9,656,150	338,812
122	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645) and 1 prior office	29.0	9,492,841	327,339
123	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	18.5	9,468,998	511,838
124	Mary Vierthaler (12199) of Long Realty Company (298)	23.0	9,390,290	408,273
125	Pam Treece (13186) of Long Realty Company (16717)	24.5	9,339,600	381,208
126	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	22.5	9,314,300	413,969
127	Pam Ruggeroli (13471) of Long Realty Company (16719)	29.0	9,266,300	319,528
128	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	38.0	9,260,700	243,703
129	Sonya M. Lucero (27425) of Long Realty Company (16719)	34.5	9,074,377	263,025
130	Kelly A Bryan-Johnson (18295) of Realty Executives Arizona Territory -498306	29.0	8,966,672	309,196
131	Sue Brooks (25916) of Long Realty Company (16706)	25.5	8,926,050	350,041
132	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	35.5	8,816,700	248,358
133	Rebecca Crane Ortiz (32933) of Realty Executives Arizona Territory (498306) and 1 prior office	30.0	8,752,000	291,733

Rank	Name	Sides	Volume	Average
134	Misty Morgan Hurley (33341) of Redfin Corporation (477801)	27.0	8,716,000	322,815
135	Judy S Ibrado (27978) of Long Realty Company (16717)	23.5	8,570,284	364,693
136	Kathy Baldauf (17251) of Long Realty Company (16717)	29.0	8,532,400	294,221
137	Madeline E Friedman (1735) of Long Realty Company (16719)	18.0	8,508,250	472,681
138	Steven W Inouye (22297) of Long Realty Company (16706)	27.5	8,473,979	308,145
139	Timothy Looney (16624) of Realty Executives Arizona Territory (498312)	31.0	8,445,522	272,436
140	Cindie Wolfe (14784) of Long Realty Company (16717)	23.5	8,392,878	357,144
141	Pete M Torrez (21748) of Long Realty Company (16706)	15.5	8,351,165	538,785
142	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	23.5	8,317,341	353,929
143	Merle Martinovich (13924) of Long Realty Company (16706)	13.0	8,281,945	637,073
144	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory -498312	26.0	8,244,921	317,112
145	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	19.0	8,210,700	432,142
146	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	14.0	8,201,178	585,798
147	Susan Denis (14572) of Tierra Antigua Realty (2866)	28.5	8,160,070	286,318
148	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	37.5	8,041,312	214,435
149	Victoria R McGullam (31547) of United Real Estate Specialists (5947)	33.0	8,037,550	243,562
150	Dina M Hogg (17312) of eXp Realty LLC (495204) and 1 prior office	31.0	7,988,250	257,685

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