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If you are interested in contributing or nominating Realtors for certain stories, please email us at [mark@realproducersmag.com](mailto:mark@realproducersmag.com)

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# KRYSTLE ROTH

► cover story

Photos and Article by Marissa Menezes

She-EO of the Rahill Real Estate Group, Krystle Roth's focus on helping people in her community achieve their goals has turned clients into friends and friends into clients for the past 15 years. At 19, Krystle planned to become a teacher and was working as a par-aeducator in Apple Valley where she grew up. She decided to get her real estate license and realized she loved being in charge of her own business and that this was the career for her. Krystle's mindset of and passion for serving her clients has earned her a faithful following as a trusted name in real estate. Friends and clients know they can find her on Friday mornings, cruising over to Olive Avenue Market in Redlands in her 71 Chevelle, Baby, ready to relax, soak up the beautiful weather and connect with new and old friends. Baby can

also often be seen taking Krystle and her son Hunter for ice cream in downtown Redlands. On balancing being a parent and top producer Krystle says, "Balance? Never heard of it! I, just like all other moms, struggle to balance being the 'best mom' and 'best REALTOR®' and 'best girlfriend' because I am passionate about all of it! In order to make it work and keep my relationships healthy, I have built a team so I can be present with family while always serving my clients at the highest level. Weekends are for family and Wednesday nights are just for Hunter and me. No phone! He literally takes my phone and loves it! But I emphasize to him that my goal in being successful is to teach him and others that you can literally do anything you set out to do if you do it with love and integrity."

...





BUT I EMPHASIZE TO HIM THAT MY GOAL IN BEING SUCCESSFUL IS TO TEACH HIM AND OTHERS THAT YOU CAN LITERALLY DO ANYTHING YOU SET OUT TO DO IF YOU DO IT WITH LOVE AND INTEGRITY.





# TROY F. HAZELIP

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## ► preferred partner

Photos and Article by **Marissa Menezes**

When asked what sets him apart from other loan officers, Troy F. Hazelip says, “I take a dedicated and unwavering stance when it comes to lending. I don’t see just a file. I see a family buying their home. I see professional REALTORS®, escrow officers and title representatives that have made careers out of what they do. They have families that count on them. It is critical to me, to never fail a family. Never fail the REALTORS®, protect their reputation and commissions, of those REALTORS® that have put their trust in me. Always listen first, create solutions and never think in the box.” Growing up in Huntington Beach, Troy found the things he would be passionate about for the long haul early in life. At 19, a REALTOR® from his church recommended he become a loan officer, it was a great fit and as Troy says, “the rest is history.” Troy and his wife Coleen have been together for 31 years and have two awesome kids. They love BBQing,

anything and everything outdoors including boating, jet skiing, taking their toy hauler camping along with the Polaris General and adventuring side by side across the country. After 20 years working in escrow, Troy convinced Coleen to bring her knowledge and expertise to their office and she has helped build a super-efficient staff that keeps their timetables on target. They also work with Everett Rodriguez, who in addition to his talent, work ethic and a knack for keeping the office up to date with technology, happens to be married to their daughter. Troy’s business philosophy and goals are clear cut: “It is my daily goal to be the best ambassador not only for my faith, Platinum Home Mortgage and my family, but for all those I serve. I enjoy being of service for my staff, my loan officer and professional partners. That those that work with us know we are their trusted mortgage advisors and we will get everyone across the finish line.”





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# Paul Washington

## Stellar Real Estate Group

Paul Washington is in his first year in real estate and is hustling his way to the top! Growing up in LA until he was 16 and then moving to Rancho Cucamonga where he has lived ever since, Paul previously worked in the wire and cable industry as an Operations Manager and Outside Sales Rep. His entry into real estate shows the power of building relationships with clients because he is now a part of Stellar Real Estate Group working with Aaron Stel who sold Paul his home! When asked about his favorite things about real estate so

far Paul says he loves meeting people with different backgrounds, building long-lasting relationships and handing over the keys to first-time homeowners. Outside of real estate, Paul enjoys competing in Spartan races, podcasting, motorcycle riding and hanging out at the beach with his family, which includes his wife Irene and daughter, Kayla. Paul says, “My philosophy on balancing life and business is to never let a job or career become your identity. It is easy to become consumed with a

career, I’ve definitely been down that road before and it didn’t feel right. Life is always happening, and I don’t want to miss out on opportunities to create memories with people I love, and I also realize that if I have a strong ‘why’ then I will be successful in my career. Those two things help create balance in my life.” Paul’s favorite local spot is Yardhouse at Victoria Gardens, he loves the atmosphere, service, food and drinks.

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# Jose Navarrete

## CENTURY 21 SHOWCASE

Photos and Article by **Marissa Menezes**

Jose Navarrete is inspirational on so many levels. In addition to being a rising star with Century 21 Showcase, he's an intensely talented artist and does it all while battling Cystic Fibrosis and recovering from a double lung transplant last year. Born in LA but raised in the Inland Empire, Jose found his passion for art as a teenager. Currently, he's painting amazing custom designs on shoes (often white Vans), check out his Instagram @josenavarrete93 to see more examples of his work or commission a pair of your own.

Cystic Fibrosis is a genetic, progressive terminal disease that affects the lungs and other organs. It makes breathing very difficult, compromising and restricting the lungs due to excessive production of thick mucus which also causes persistent infections and scarring in the lungs. Eventually, the only alternative is a double lung transplant, which isn't a cure by any means. Jose says, "You

are basically trading once hectic routine for a less hectic routine." But, the quality of life is much better when proper precautions are taken, "To wake up each and every single day since my transplant and be able to breathe, actually breathe and take a deep breath, is so wonderful. It is a life with new determinations, new plans." Jose credits his motivation and the shifting of his perspective to want to keep setting goals and making 10-year plans to his partner, Abby. "When I met Abby, I realized I had a whole journey to continue and fulfill alongside her. I was no longer comfortable parting ways too soon. I now wanted to live even more than before. I wanted a life filled with new experiences, moments, memories and laughs with Abby." In addition to art and real estate, their next adventure is renovating their Winnebago, Journey, and taking advantage of Jose's new ability to travel as they prepare to cross the country, living on the road and exploring all this amazing world has to see.







“

*The one person I owe everything to is Abby.*

Without her, truly, I wouldn't be here. She and God are the reason for my continued existence. Abby is the one person who changed my perspective and allowed me to have the opportunity for transplant. She is the most patient, compassionate, understanding and is someone who loves unconditionally with all her might. She is my best friend and partner and I am so thankful to share my life with her.







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