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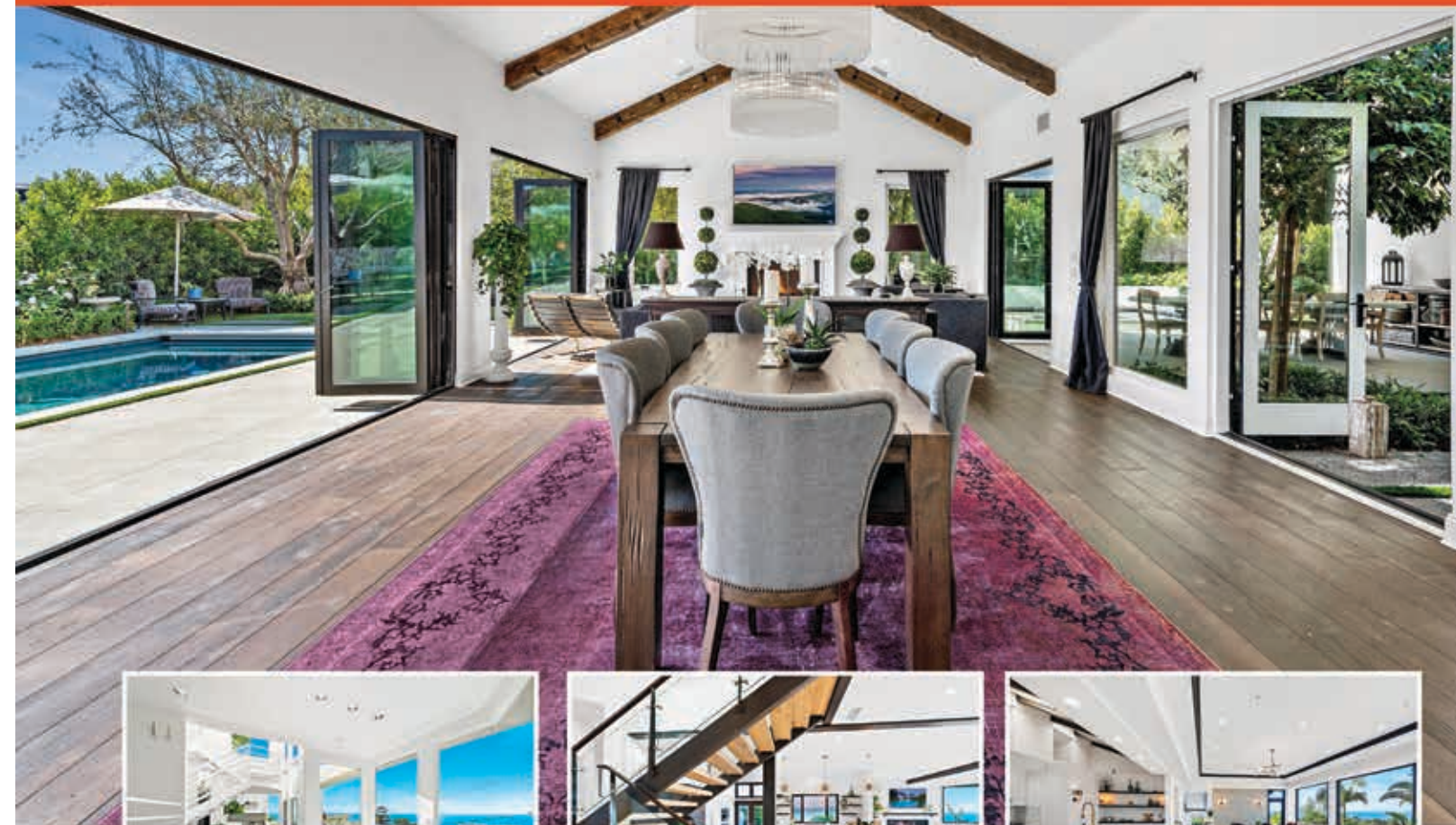


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FAQ

ABOUT THIS MAGAZINE

By Michele Kader



We realize that *Real Producers* is a new concept here in South OC, and some of you may be wondering what it's all about. That is why we have created an "FAQs About This Magazine" page. Here we will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community – this publication is 100 percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in South OC's MLS. We pulled the MLS numbers (by volume) from January 2019 to December 31, 2019, in the South OC area. We cut the list off at number 500, and the distribution was born. For this year's list, the minimum production level for our group is \$7 million in 2019. The list will reset at the end of 2020 for next year and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has first been nominated. You can nominate other Realtors®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention, because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at michele.kader@realproducersmag.com with

the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told – perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to michele.kader@realproducersmag.com.



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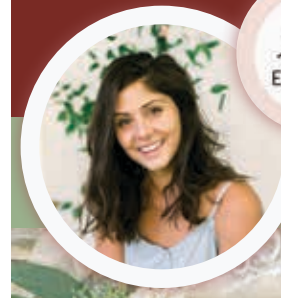
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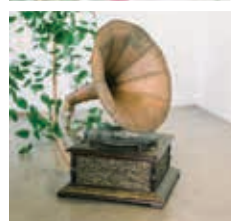
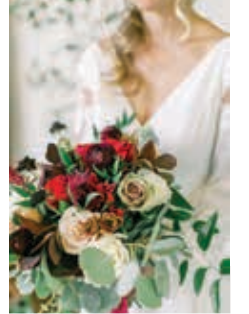
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Catching up with Rising Star

BREE HUGHES

▶▶ where
are they
now?

South OC Real Producers caught up with one of our very first Rising Stars, Bree Hughes, to see how she was doing. Just three years in the business so far, Bree has onboarded new teammates who have helped her continue to grow her business to \$35 million in the past year alone.

For 2020, on a personal level, Bree has resolved to have more balance, to be more intentional with her time, and to focus on her health. She set a goal to complete 250 workouts this year and is right on track to do it. Recently, she's lost 18 pounds, and says she's never felt better!

Like everyone else, Bree is dealing with having no open houses, juggling working from home, managing her household with two small children, and preparing to launch her son George into kindergarten virtually. But despite COVID, Bree's business continues to be up, year over year, and she is tracking to do over \$40 million in sales this year. Great job, Bree!

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ANDY GALFI

**Making Homeownership
Dreams Come True**



One of Andy Galfi's favorite things to do is take the family on an off-roading adventure in the Polaris RZR.

“Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome while trying to succeed.” —Booker T. Washington

A true passion for helping his clients achieve the ultimate American dream of homeownership is what has led Realtor® Andy Galfi to the top of the game in the industry and at his company, Landmark Realtors. Before earning his real estate license, Andy worked as a home inspector but always had that entrepreneurial itch. A born leader, he knew he would excel in a career that allowed him to work with people and be his own boss. Andy was first intrigued by a career as a real estate agent after receiving encouragement from a team of agents with whom he became acquainted through his job as an inspector. He took a leap of faith, became licensed, and now has 15 years of experience under his belt.

When he first started, he worked at First Team Real Estate and was lucky to have Mark K. as a manager and mentor. “Mark is the best in the business, and his extensive knowledge in real estate is invaluable,” Andy says. Andy followed Mark’s instructions and soon became a top-producing agent.

Andy’s life story begins in Budapest, Hungary, where he and his family lived until he was two years old. Longing to provide a better life for their family, Andy’s mother and father packed up their kids and belongings and emigrated to the United States. “It’s kind of the same old story that you always hear about people emigrating from different

...

places of the world,” Andy explained. “Back then, Hungary was still under Soviet Communist rule. My parents put our whole lives into six suitcases, had a little bit of money in their pockets, and jumped on a plane.” Andy has been in California ever since; to him, this is home. Both of Andy’s parents have since passed away. The youngest of three children, Andy is the only family member who still resides in California; his older sister now lives in Sydney, Australia, with her family, while his older brother chose to stay back in Hungary when the family left.

Because he’s been around the world, having traveled to several different countries and witnessed other cultures and ways of life, Andy takes nothing for granted living in the United States. This, perhaps, accounts for his stellar work ethic and ability to continue to push forward even through the toughest of obstacles. “I like being busy and constantly going. We do a lot of transactions — four to five homes per month; I would never be able to be in this business if I only sold five homes a year,” he says. “And I like the interaction with people and just helping people find homes.

The satisfaction of getting someone into a home and helping them become a homeowner is rewarding.



Andy Galfi and his wife Kelli with their children, Landon and Kaylie.

That’s probably the reason everyone is in it, right? The satisfaction of getting someone into a home and helping them become a homeowner is rewarding.”

While his real estate career is an important part of his life, Andy’s true passion is inventing and creating. When asked what he hopes to be remembered for, he says, “For me, I want to be remembered for being an inventor of products, or finding a solution, or being creative. It would be cool to be remembered for a successful product.” He already has a couple of products in the works, one of which is an electronic hose nozzle, which would be ideal for people who have arthritis. “Nothing big yet, where it’s mainstream. I do have one big idea which I’ll probably start working on here in the next few months.”

The biggest joy of his life, though, is his family. Andy and his wife, Kelli, have been married for 10 years and have two children: seven-year-old son Landon and two- year-old daughter Kaylie. One of their favorite things to do together



Andy Galfi works closely with his listing partner, Julia Hunter.



Julia Hunter loves spending time with her four-year-old son Corbin.

is to load up the RV and travel to national parks. Or, have fun with the Polaris Razor and take off on an off-roading adventure. Andy is also a licensed pilot since 2013. He enjoys flying on small day trips and plans to buy a small, four-seat airplane for more adventures with the family.

Andy operates as an individual agent with Landmark Realtors, though he works closely with his listing partner and well-seasoned Realtor®, Julia Hunter. Julia treasures her time with her son, Corbin (four), and loves to spend time outdoors and venturing off to new places. But when it’s time for real estate, she is a straight shooter. Julia has developed checklists for all aspects of real estate transactions to make sure everything is done — and done correctly.

Andy began his career as a real estate agent at First Team Real Estate, where he achieved many Top Producer Hall of Fame Awards for being in the top one percent among 1,800 other agents. He made the switch to Landmark Realtors three years ago and has continued to utilize his market knowledge and negotiation skills to provide top-notch service for every client.

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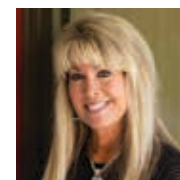
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By Lindsey Wells

Photography by Bodie Kuljian

ANDREW WALSH

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with a Passion to Serve

...
“LIVING TO INSPIRE OTHERS.”

This motto is a way of life for Andrew Walsh, whose path took a sharp turn just over two years ago when he was introduced to the world of real estate. Now one of the top title reps in all of Orange County, Andrew works for WFG National Title Company. Andrew has woven his relentless personal drive and determination into the everyday operations of his career and works very closely with several top-producing real estate agents in the area.

Before real estate, a career in this industry was nowhere on his radar. Fitness has always been a major part of Andrew’s life, having played football in college at California Polytechnic State University San Luis Obispo, going on to earn a degree in communications as well as obtaining certifications in personal training, nutrition, and functional movement. In addition to his personal training, post-graduation, Andrew used his functional movement certification to work with college and professional athletes, as well as construction and office workers, to lower their risk of injury through comprehensive injury prevention programs. “Helping and going out of my way to be good to people has always been something I loved to do, whether it was helping a client recover from an injury or paying a compliment to a stranger to brighten their day,” says Andrew.

The turning point in Andrew’s professional life occurred while at the gym. A man who, at the time, Andrew knew only as a guy from the gym, asked Andrew to write out a nutrition plan for him to help with weight loss. As luck would have it, the man turned out to be the CEO of an escrow company. Andrew expressed his interest in real estate, and the CEO told him he had been waiting two years for him to ask about a career in real estate. Two days later, he was hired at the company. “It all happened within seven days,” Andrew says. “I just felt like this was God calling me to make a change; there was a lot going on in my life, and I truly felt God closing one door and opening this one, so I took a leap of faith and changed careers.”

Eight months later, Andrew, with bigger dreams in mind, left that smaller escrow company and began working for WFG National Title. “At the time, I had never heard of WFG and had offers from other title companies, but wanted to go somewhere where I felt we could really grow a brand and not be a small fish in a big pond,” Andrew proclaims. With branches across the United States, WFG is now the fastest-growing title company in the nation. In his time there, WFG has gone from the 13th ranked title company in open title order business to currently second. Andrew, as the youngest salesperson in the company, is already leading the company in sales, and his wife Gemma also works at WFG as the Orange County Administrative Manager in charge of their three OC branches. “It’s great to work for the same company with my spouse; she works on the inside and I’m out in the field, so we know all the same people within the company and feel like a crucial part of the success the growing WFG family has been blessed with,” says Andrew.



Andrew and Gemma Walsh both work at WFG National Title Company.



His clients and the people he meets in his business are one of the most important aspects of Andrew’s job. “I really believe that who you surround yourself with is who you become, and your net worth is the average of individuals that you spend the most time with,” he says. “I feel like I’m in a very entrepreneurial mindset now, being in real estate, surrounded by go-getters and self-starters, because as a salesperson within the company,

I really do run my own business. This environment gets me motivated to keep growing, constantly bringing in new clients, and finding new ways to stand out from the crowd. I’m able to apply the same methodology that I do in real estate to fitness, to my marketing company, and all these other side hustles that I have, like my podcast and YouTube channel. Every part of it feeds each other. The way you do one thing is the way you do everything.”

In addition to his position at WFG National Title, Andrew owns and runs his own popular online fitness company, *Andrew Walsh Fitness*. His journey into this business stemmed from a devastating back injury he suffered in college that almost left him paralyzed. After he recovered, Andrew discovered a newfound passion for fitness and helping others who feel like hope

might be lost to find the power within to keep moving forward.

Since the COVID-19 pandemic hit the United States, Andrew has been waking up every morning at 4 a.m., meditating, praying, focusing on self-development, and writing his own book, titled, *From Fired to Six Figures in One Year*. His plan is for the book to be a New York Times Bestseller within three years. “It’s a testimonial story about my life, involving mindset, faith, prayer, self-confidence, and a lot of inspirational stories, helpful tips, and strategies.”

When this power couple has downtime on the weekends, Andrew and Gemma enjoy taking it easy and spending quality time with each other. Whether they are watching a Netflix series or taking a drive down the California coast, they make their

relationship a top priority. Andrew said, “Gemma and I, even though we are married, never want to stop dating each other.” They also love going to church, hanging out with friends and family, and looking at homes and home décor stores. “We really do love real estate,” Andrew adds.

When asked what he hopes to be remembered for, when all is said and done, Andrew’s answer was simple, yet powerful: “What I want people to take away about me is ‘that I lived life to the fullest, gave my absolute best in every task, no matter how small, and lived every day with the mentality of living life to be a miracle for someone else.’”

To learn more about Andrew or WFG National Title Company, contact him at 949-300-9101, email awalsh@wfgtitleco.com, or visit him online at andrewwalsh.wfgtitleco.com.





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CHRISTINE MORGAN

COOKING UP A STORM IN REAL ESTATE AND IN THE KITCHEN

AFTER SITTING DOWN FOR A CONVERSATION WITH
REALTOR® CHRISTINE MORGAN, THREE THINGS
BECOME ABUNDANTLY CLEAR: SHE IS A WOMAN WHO
LOVES HER FAMILY, SHE LOVES TO COOK, AND SHE
LOVES HER REAL ESTATE CAREER.

Christine, an agent with Douglas Elliman Real Estate of California, followed in the footsteps of her real estate broker parents and earned her license right out of college. Simply put, real estate is all she has ever known. Licensed in 2007, Christine built her business and reputation from the ground up and takes joy in helping others, whether they be clients or fellow agents.

While Christine operates as an independent agent, she is the leader of a team consisting of five other women, all of whom also function independently. “I’m trying to help these other women with their own businesses,” she says. “When I started taking on new team members, I told them, ‘This is your business, and I’m here to support you in that. I want you to be able to go out there and get your own leads, and I’m just here to support you.’” Christine’s fellow team members include Michelle Wahler, Tina Horgan, Jessica Rocha, Melissa Hamik, and Tiffany Gray.

Because her husband, Daniel, works in the investing side of real estate, Christine can help her clients create wealth by offering them investment opportunities and educating them on building other income streams through multiple real estate platforms.

Christine and Daniel have two girls, Kate, three, and Elizabeth, five. One of the family’s favorite things to do



Christine Morgan Team (Front row, left to right: Tiffany Gray, Christine Morgan, Jessica Rocha; Back row, left to right: Tina Horgan, Michelle Wahler, Melissa Hamik).

together at home is to play indoor laser tag. “We have a set of laser tag guns, and we turn off all the lights in our house and have fun with the kids,” Christine says. Something about Christine that others may not know is that she is an advanced piano player. Having been playing since age six, she taught piano from high school through college. “That’s basically what put me through college,” Christine says.



Christine Morgan with husband Daniel and their daughters Kate and Elizabeth.

One of Christine’s greatest passions in life, however, is cooking. “My mom told me at a young age, ‘If you don’t learn how to cook, you’re never going to get married,’” she says, laughing. “That always stuck with me. Growing up, my parents cooked every meal for us at home. I watched them do that and learned how to cook for myself. I’m a huge, huge self-proclaimed foodie; if I want to eat it, I usually try to make it for myself.” Christine cooks dinner for her family almost every night and says that her husband jokes he is on the “Body by Christine Diet.” She also enjoys delivering food to her clients when they need a home-cooked meal.

Those who follow Christine on social media may already be familiar with her love of cooking. “I post a lot of cooking videos to my social media and interact with a lot of my clients and even non-clients that way,” she added. “I do a lot of Asian cooking because I’m Chinese. But my go-to meal when I’m having a nice sit-down dinner with clients or friends is my wine-braised short ribs.”

Christine’s success as a real estate agent can no doubt be attributed, in part, to the fact that she is passionate about ensuring that every client she comes in contact with has a positive experience from the beginning of the transaction to the end. “It is honestly one of the most rewarding things to help people find a home. I don’t look at it as all business, and I don’t see myself as just a salesperson. One of the things that all my clients tell me they appreciate is that I never try to push them into buying anything; I’m just here as a wealth of information for them so I can help guide them in the right direction at the right time.”



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