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A portrait of Joseph Trujillo, a bald man with a goatee, smiling and standing with his arms crossed in front of a brick wall. He is wearing a blue plaid blazer over a black polo shirt. A patterned pocket square is visible in his blazer's pocket. A tattoo is visible on his left forearm.

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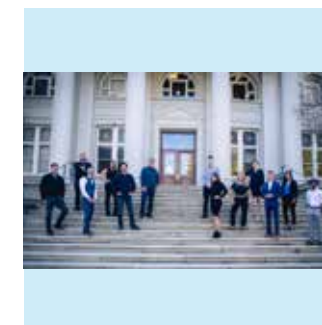
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What I love about my business is taking the skills of team building and leadership that I learned in my years of federal service and real estate to utilize this model in order to build a global organization of real estate professionals who elevate industry standards. ”



Joseph Trujillo served in the United States Marine Corps for 8 years and recently retired from Federal Law Enforcement where he worked for Department of Justice and Department of Homeland Security as a Federal Agent. He initially got his license to sell his own home because he did not want to pay commission and then started selling part time. Joseph sold 25 homes in 6 months, 50 the following year working part time and then joined eXp Realty and sold 62 in his third year. Now he runs California Homes Professionals Powered by eXp Realty. Joseph says “What I love about my business is taking the skills of team building and leadership that I learned in my

years of federal service and real estate to utilize this model in order to build a global organization of real estate professionals who elevate industry standards. As I build this business, our families’ relationships to time and money continue to expand and we are creating a legacy of freedom for generations to come.” Joseph enjoys personally being the “go-to” person for everything real estate for his friends, family and their circles. He enjoys being called and helping answer calls related to loans, taxes, upgrade projects and investing. It makes him feel good to know they are getting the best answers in the business and being taken care of with white glove service. Joseph says that

his philosophy on real estate is clear as day and based on the law of attraction “That law states you will tend to attract what you are thinking about and looking for. I’m always thinking about how to most effectively help families with their homeownership goals. I find myself being attracted to first time buyers and the Heroes of our communities; Veterans, Police, Firefighters, Medical Professionals and Teachers. I have a strong background in these fields and I identify with their needs and wants. The attraction there is helping from a place of pure service and giving back to them a little of they give to us everyday!”



# Andrea Hove

Photos By **Marissa Menezes**

REALTY  
ONE  
GROUP  
WEST

*Where did you grow up?* Anaheim Hills, Chino Hills and Long Beach.

*What did you do prior to Real Estate?* While in graduate school I worked at Astro/Canon in sales. After graduation, we purchased a franchise called Creative Cakery. If you grew up in Long Beach or the surrounding areas you would have had a Creative Cakery bundt cake at some point. I pulled back when we started having kids and spent my time raising them and volunteering for almost everything in our new City of Eastvale. I have been on numerous boards and committees with the City, the JCSD and the CNUUSD school district. I'm currently the Chair for the Eastvale Planning Commission.

*How did you get into Real Estate?* When we moved to Eastvale in 2002, the home prices and price per square foot became my obsession. Just a hobby at the time and I referred many clients to my mom who was in Real Estate. Eventually, she suggested I get my Real Estate license so I could officially refer clients to her and earn a commission. A few years later she retired and I started working alone.

*What are your hobbies/passions?* Dog rescue is my passion and my schedule with Real Estate allows me to help the rescue and foster dogs. I work with 2nd Chance's Rescue Norco and I have fostered hundreds of dogs. My favorite thing is when

an adopter sends me updated pictures for the pup I fostered. I love seeing them in their new, loving home. We sort of fell into tortoise rescue because we have some as pets and when people need to rehome a tortoise, we usually receive a call.

*What are you excited about?* I'm excited about the next 10 years. Lots of changes will be happening within my own family and we are excited for the next step. Our community is growing and lots of new businesses are opening. I grew up in Chino Hills before there was a City of Chino Hills. We watched all that growth happen and it's happening now in Eastvale, Ontario Ranch and Jurupa Valley.

*Do you have a favorite local spot?* We love to hang out with friends. Pre-Covid, we spent a lot of time at the Fieldhouse at Silverlakes or the Derby in Norco. Right now I would prefer to be at my daughter's water polo game or at a concert in the park. I miss our community events.

*What do you love most about your job?* I love my job because of the flexibility it provides me to still be a mom and wife and help provide for my family. I love being able to work within the community where I live and where my kids go to school. I love that clients become friends and neighbors. I love getting a picture of the back of my car texted to me from someone who saw me driving around town.

...





Kate, Karl, Alexandra, Morgan, Andrea & Neil Hove



“

Providing a positive role model for our children has been foremost in the way we have raised them. My dad would joke that I had an MBA and I was wasting that education because I stayed home to raise the kids. My husband would retort that he wouldn't want anyone else home with our kids.

*But as the mother of three daughters, I do feel it's important for them to see that they can choose their life design. They can have a family and a career if they choose. I wanted the kids to see that you can be involved and make a difference. Whether speaking up at a City Council Meeting or a school board meeting or helping with local elections.*

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EFFECT CHANGE.**

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# *Full Circle*

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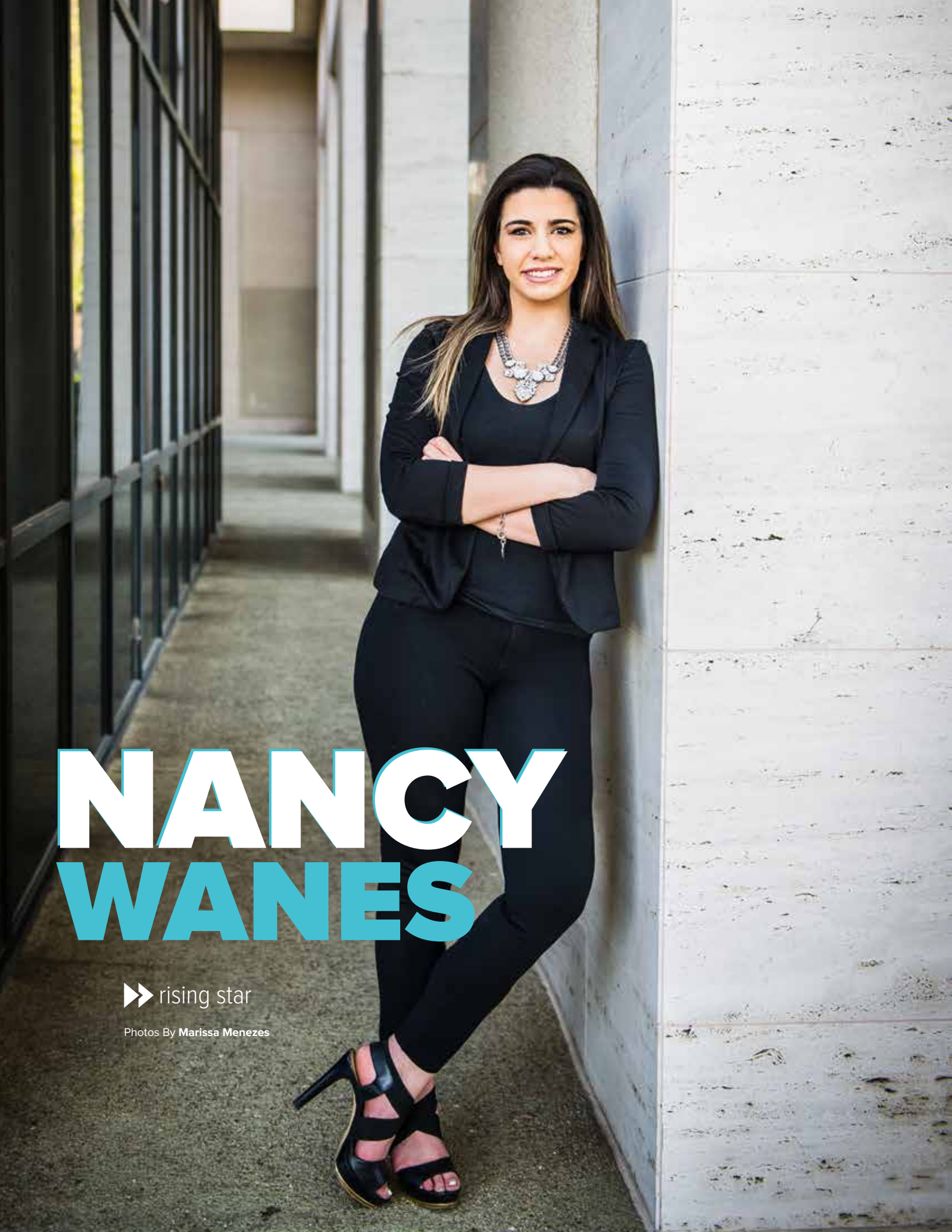
**F**ull Circle Home Loans is known for their elite process, systems and service which are second to none, 24/7 communication, speed, great rates and terms. They pride themselves on their great reputation, which has been built on a foundation of 5-star customer service and the family vibe that comes from a group of people who genuinely enjoy

working together. Led by Seth Anapolsky and started in 2009 (which Seth jokes is possibly the worst time in history to start a mortgage company), Full Circle Home Loans set a goal to be the most ethical, transparent and competitive option for all their clients during a time when the image of the industry overall was disastrous.

Full Circle Home Loans continues to meet and exceed those goals and enjoy consistently getting feedback commenting on their great customer service experience and positive reputation in the market. Seth says "I love hiring new members because we are giving someone an opportunity to earn and learn. I also

truly love helping people buy homes. From investors to first time buyers, we enjoy the process. We really love teaching young families how to buy their FIRST home and I thoroughly enjoy teaching people how to invest in real estate with both short-term rentals, long term rentals, and flips through mortgage financing."





# NANCY WANES

» rising star

Photos By Marissa Menezes



## ■ PowerHouse Realty ■

**N**ancy Wanes moved around a lot growing up and had the opportunity to experience life in a variety of places including San Francisco, Syria, Arcadia and Rancho Cucamonga. Prior to getting into real estate, she was a Medical Assistant when she credits fate with helping her meet a broker who introduced her to real estate and she fell in love with it right away. Nancy loves consulting her clients, showing them the pros and cons of a situation based on data and learning new tricks and tips from other agents and colleagues. Nancy loves the quote, “You can’t control the cards you’re dealt, it’s how you play the hand” and says, “A lot of things in life are out of our control, especially in the industry. With my clients, I make sure they understand we’re a unit, that I’m here to fight for their best interests, and that we’re going to the finish line together...point blank, period. Security and dependability are what most people look for in almost anything, and that’s what I guarantee to each person that becomes my client.” She is looking forward to the future with new transactions, lessons, relationships and memories.

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