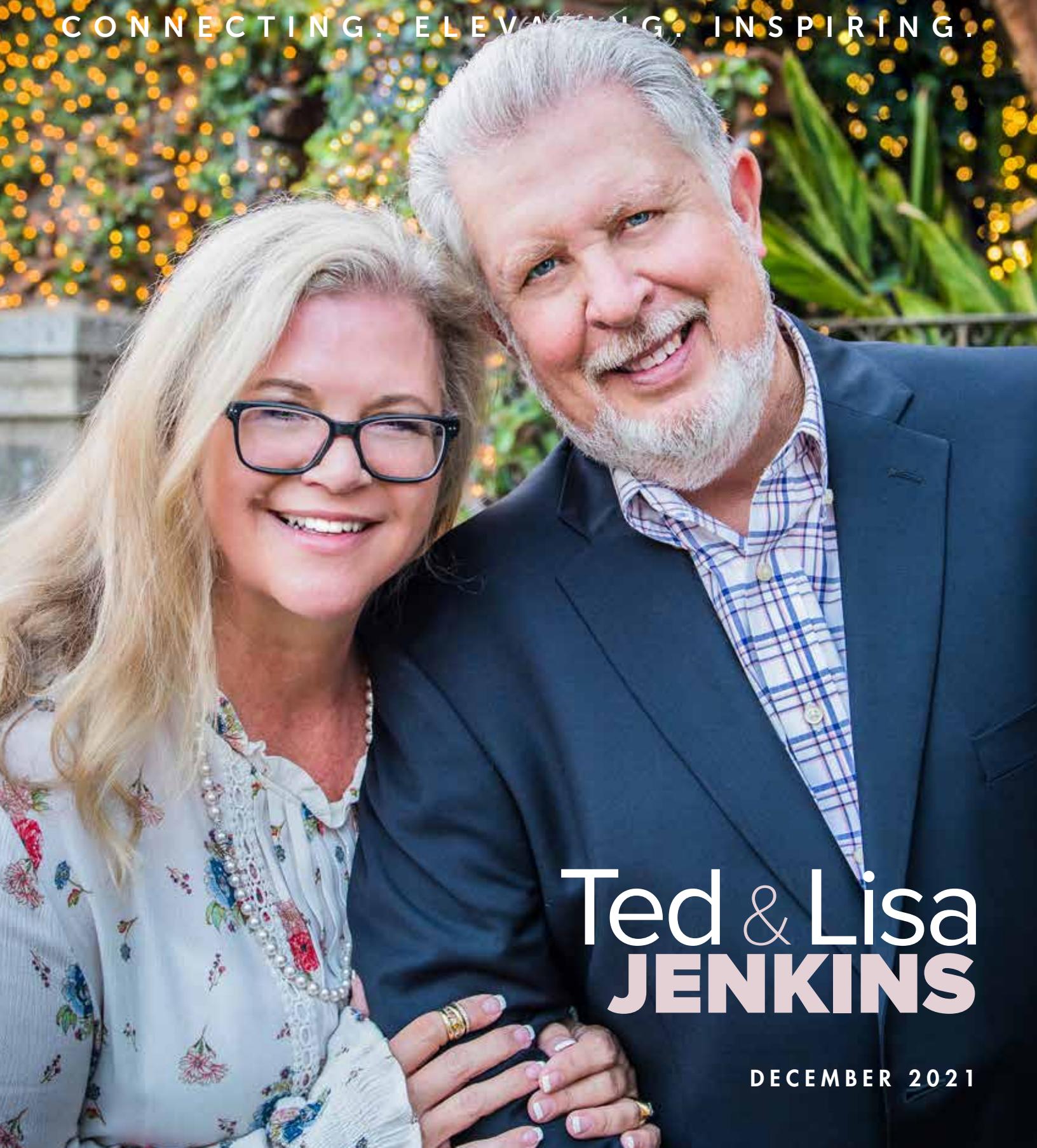


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and your
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a wonderful
holiday season



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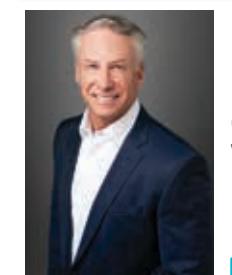
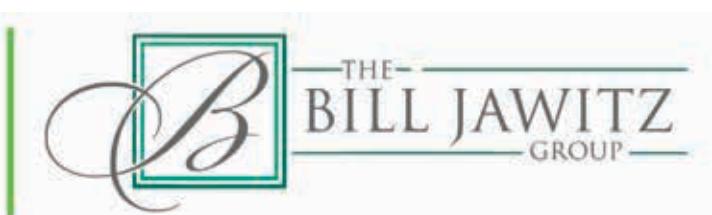


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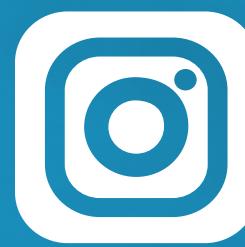


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MAGAZINE REVEAL LUNCH

At Gloria's in Ontario

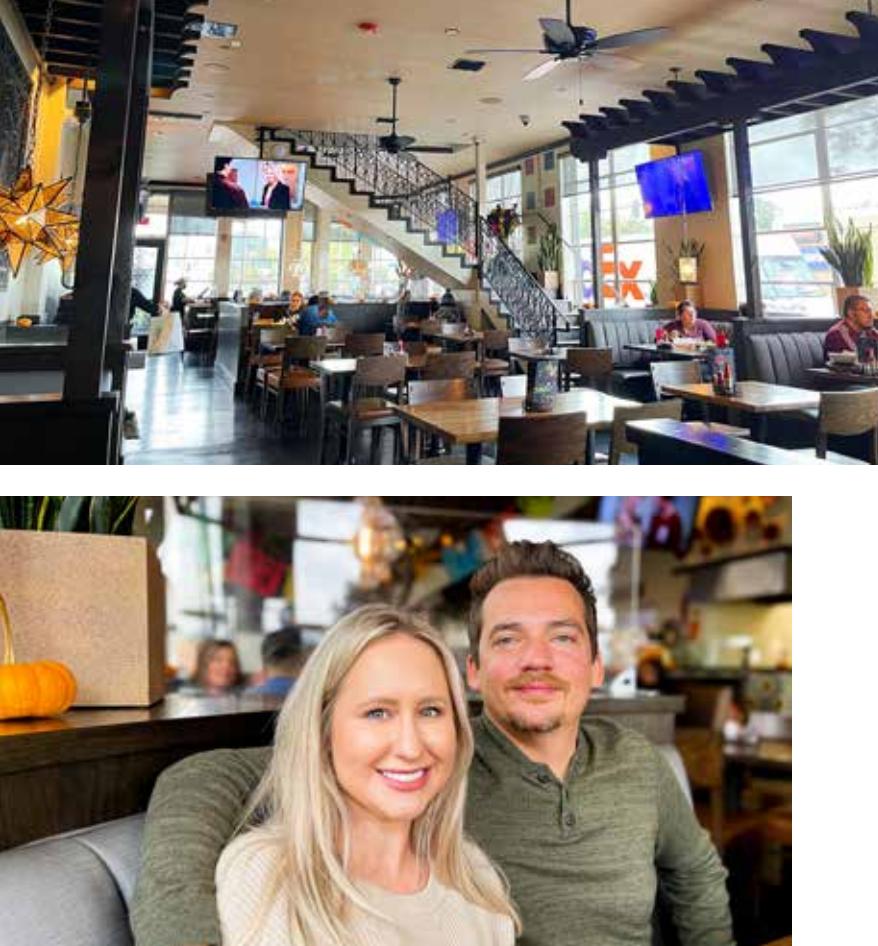


We love the opportunity to gather each month for lunch with the people who were featured in that issue of the magazine. It's always so fun to get together and provide a chance for realtors and vendors who wouldn't normally meet to get to know each other on a more personal level. It's especially great when the person featured on the cover, in this case, Megann Centeno, is generous with their wisdom and experience!

Megann Centeno



Tessa Wilkerson



Rana Alhilo



Ted & Lisa JENKINS

1999 was a big year for Ted Jenkins. Not only did he turn 40, but he also got his real estate license and became a born-again Christian. The tides were definitely shifting for Ted, transitioning from a 25-year career in the automobile industry into real estate sales. By 2001, he was a new man, full-time in a new career where he could make his own schedule, be creative, and make unlimited amounts of money by helping people.

Of course, that was just the beginning or, rather, "the new beginning" for Ted. Ted was born in Santa Ana and grew up in Garden Grove/Stanton in Orange County, playing baseball. When he was in high school, he recalls one of his friend's fathers being in real estate and admiring his lifestyle, unbothered to a 9-5 job and working for himself.

After high school, Ted went to California State University, Long Beach to play baseball, but ended up dropping out. And that's when he entered the automobile industry. Ted had a successful 25 years in the automobile industry. He was the Chevrolet Truck Salesman of the Year for seven years straight and then transitioned into Cadillac sales. Ted remained with Cadillac for 17 years and served as General Sales Manager for the last nine of those years.

Consistency, loyalty, and top-level performance – three qualities that remained unchanged in Ted's new beginning in real estate. The driving factor for his success, however, was pure determination after being told he'd never make it in real estate – though there were a couple of times when success seemed questionable. The first time was just six months into his career.

"I hit a brick wall and was like...now what? Where do I get my next clients?" Ted

recalls. "Then I found out about Brian Buffini and his amazing system on marketing and keeping in touch with my own sphere of influence, not having to 'farm' or 'cold call'...and I went all-in with his system."

Ted's wife, Lisa, eventually joined him in the business, forming the CasaCrew, and followed the same system. And today, approximately 95% of their business is from either repeat business or referrals. They are still serving clients that they first served 19 years ago.

Service is the name of the game for Ted and Lisa, pouring into their clients and forming genuine relationships. For years, they committed to consistent follow-ups, throwing events, and sending monthly mail-outs to their clients. And while it took some time to cultivate, they saw a significant turnaround in their business about nine years ago and have been enjoying the fruits of their labor ever since.

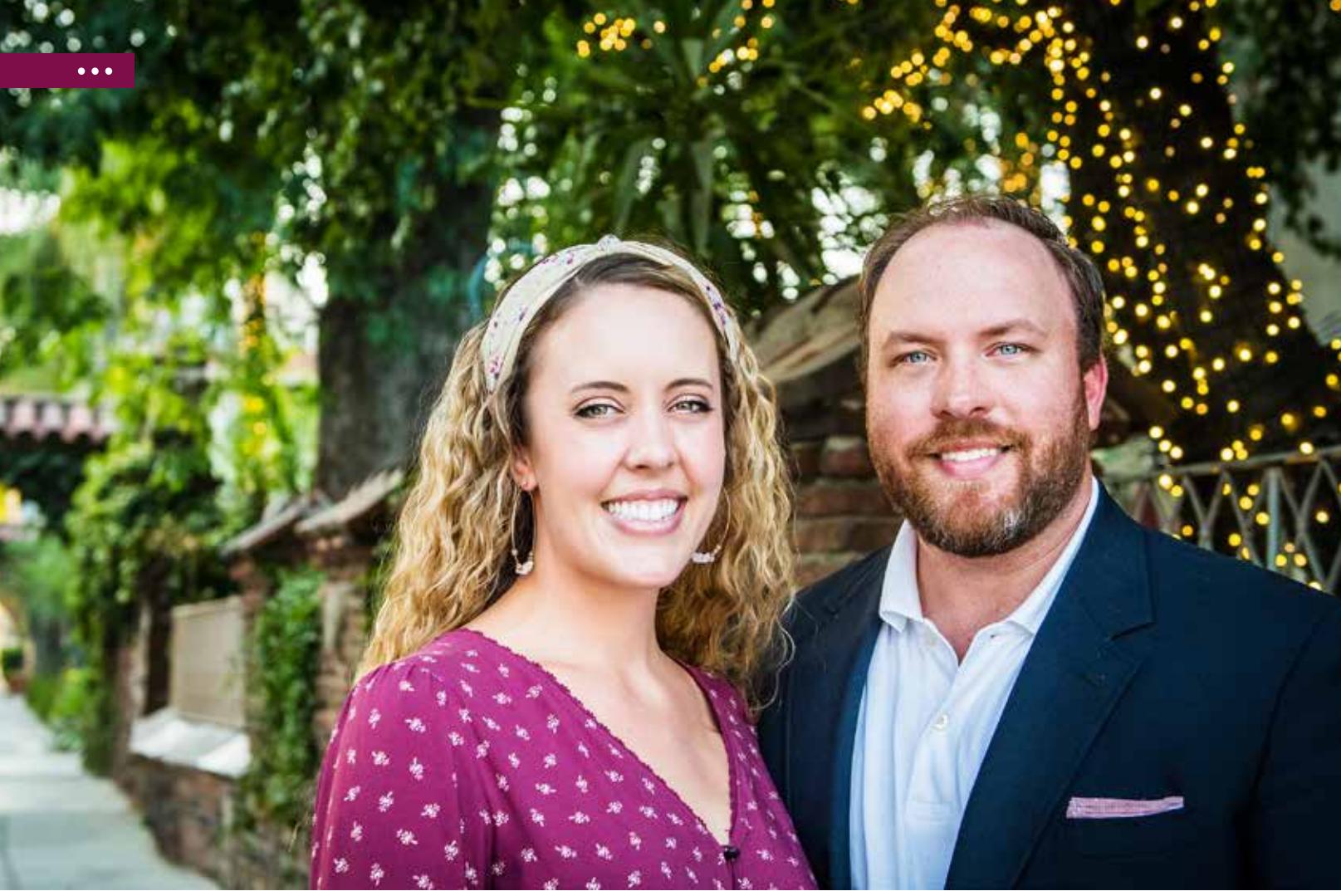
Of course, there was the whole crash of the housing market and Great Recession that occurred in the middle of it all, which actually wiped Ted and Lisa clean for a bit. "We lost

everything...except love for each other and our children, love for the Lord, and the passion to keep moving forward," Ted explains.

As Ted and Lisa continue to faithfully move forward with their business today, placing all their emphasis on serving the people in their life, they hope to continually grow and get better each year and eventually pass their business down to their children.

Ted and Lisa have two adult children, Matthew and Ashley. Matthew and his wife, Sharaya, enjoy spending time together. And Ashley is currently part of the CasaCrew but is on hiatus while she and Adrian take care of their new baby, Emma Pearl, Ted and Lisa's new granddaughter. Outside of the business, Ted and Lisa enjoy serving at their church – Harvest Christian Fellowship – traveling, and rooting on the Dodgers.

Though Ted, as a lifelong lover of baseball, devout Dodger fan, and Christian businessman, will most definitely experience more new beginnings in life, like becoming a grandfather, some things will most certainly never change, and that's okay.





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”



► new baby

WELCOME, Julian Chase MEDINA

Congratulations to Linda Hao and her husband, Andrew Medina, on their new baby, Julian Chase Medina! Julian was born September 22 and weighed 6 lbs 7 oz. Julian has a cousin who is five days younger than he is, which will be so fun growing up together. He loves to snuggle with his mom while she closes deals!

...



Angela XIAO

Willing a Dream

From a small town in Zimbabwe, Africa, to top producing REALTOR® in California, Angela Xiao's story is that of dreams, resilience, and determination. Though she always had big dreams and felt her home lay elsewhere, her arrival in the United States was done out of necessity, seeking a safer life for her family.

"I faced a lot of hostility and rejection in Zimbabwe, and sadly never felt that was my home," Angela recalls. "I was constantly teased and mocked because of the color of my skin and because I was so skinny. I do remember carefree days running on the road barefoot, wearing hand-me-down clothes from my older sister that were too big for me, climbing trees, and stealing fruit from the neighbor's fruit trees. I was this little girl, in my own world, with my own dreams, knowing that was not my place and I would one day find it."

While Angela's parents worked long hours, they could barely provide for Angela and her siblings. And when her father left them to fend for

themselves, they had to endure hardships they never expected. Angela's mother could no longer afford for Angela to attend high school. Instead, at 15 years old, Angela got a job working at a DVD club for extra money.

"We endured a lot of hardships and watched my mum fight and stay strong through it all. She never gave up! I will always be grateful to her for encouraging me, teaching me, making me do the things I didn't want to do, and being hard on me. That allowed me to stay strong and keep moving forward no matter what."

With dreams of becoming a model, Angela left home and traveled to China at age 17. The "opportunity" she was chasing turned out to be a scam, however, and she had to fight her way out of it. Persevering, she continued to do more research about becoming a model in China and worked her way up to living her dream for a few years.

...

After marrying, Angela went on to study Imports and Exports and got into the business of exporting goods out of China and into Africa. She did that for four years and as she began seeking a safer life for her family, she received the opportunity to come to the United States.

"I have found a home here in the U.S. I found safety, acceptance, and have been surrounded by a lot of good people that have uplifted me. I have been blessed immensely!"

While Angela was grateful to land in California, starting a career in real estate in 2018, with no sphere of influence, no friends, and no knowledge of the area was not an easy feat. She truly started from scratch but resolved to learn as much as she could and to do the work, which was the easier part.

The difficult part, she says, was having the confidence to believe in herself—believing she deserved to succeed. But by surrounding herself with good people, people



“
I have found a home here in the U.S. I found safety, acceptance, and have been surrounded by a lot of good people that have uplifted me. I have been blessed immensely!
”





...

like Christy Shoemaker and John Simcoe, and by seeking continual growth (mentally, spiritually, and emotionally), she overcame those doubts and succeeded despite them.

"Christy was that one person who saw in me what I couldn't see in myself," Angela says. "She believed in me from the beginning and has stood by me and guided me ever since. John is the most humble, kind, and willing-to-help top-producing REALTOR® I've ever met. I have been truly blessed to have had the pleasure to close a few transactions and learn master skills from John!"

Angela built her business on genuinely caring for her clients and helping them reach their goals. By making honesty, integrity, and sincerity the core foundations of her business, she says everything just followed after that.

As Angela continues to grow her business, she is aiming to hit the 30 transactions a year mark and wants to eventually start her own team. In the meantime, she will continue to love her new life and career in real estate, while dancing, shopping, having spa days, spending time with her son, and chilling with her dog as much as she can.

"If the mind can dream it, and the heart can believe it, then the body can achieve it," Angela emphasizes. "No matter where you are from, you can do anything you put your mind to! If I could do it, and am doing it, then anyone can!"



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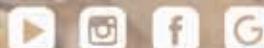
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