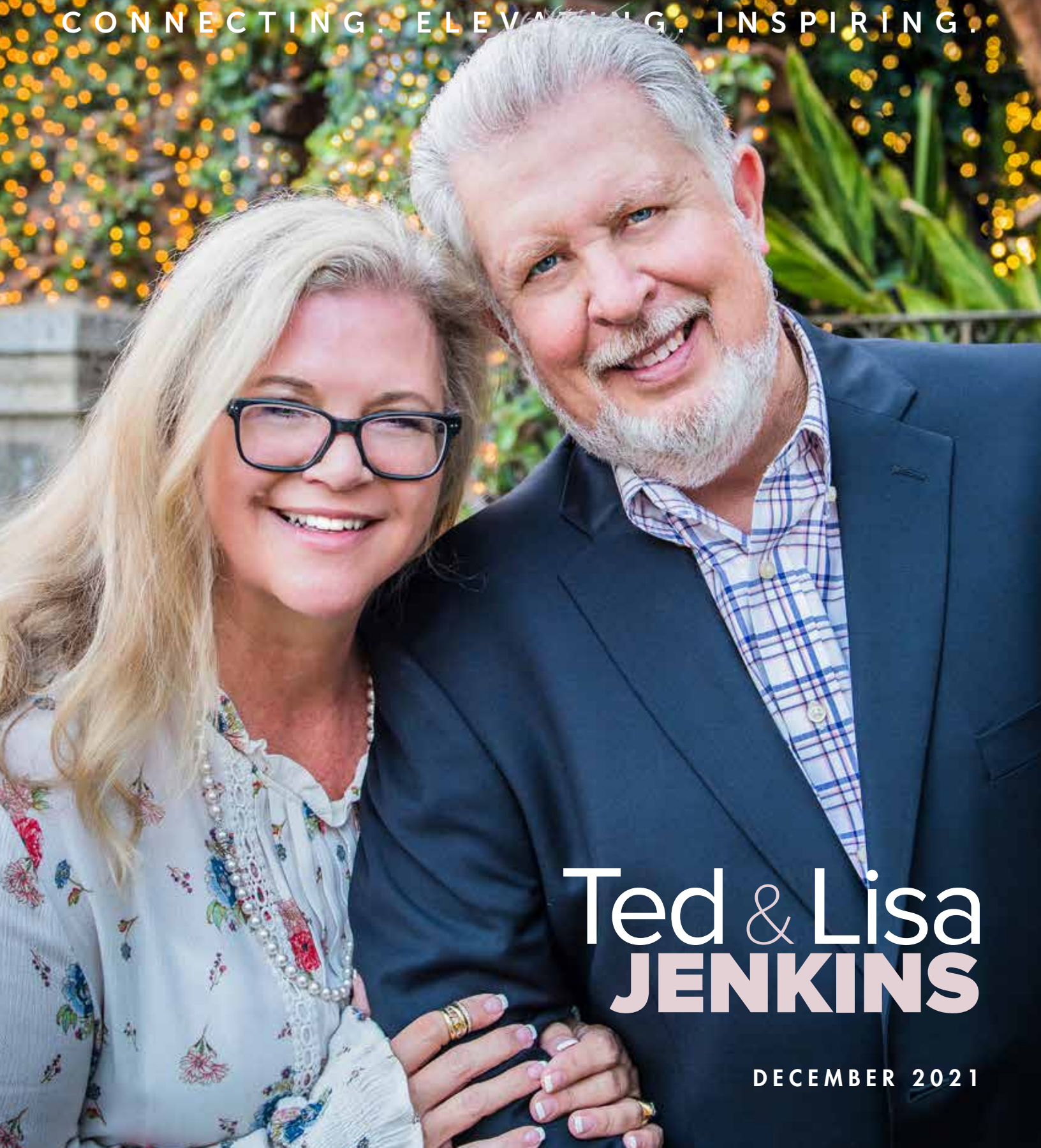


INLAND EMPIRE

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



Ted & Lisa
JENKINS

DECEMBER 2021



EASY
branding

FOR EVERY 6 GIFTS ORDERED, RECEIVE 2 FREE!

This winter, discover how Cutco Closing Gifts can help you build relationships through the power of thoughtful gift-giving.

- ✓ Custom engraving with your logo & contact info
- ✓ Creates top of mind awareness for your business
- ✓ 100% tax deductible*
- ✓ Generates a lifetime of impressions and only needs to be given once!
- ✓ Potential referral opportunity

American made since 1949

*consult your CPA

Di💎monds
aren't
the only gift
that lasts
forever...



Andy Burton
Independent Area Director
951.334.5301
CutAboveGifts@gmail.com
CutAboveGifts.com

CUT ABOVE
Gifts.com

CUTCO
CLOSING GIFTS

HELPING REALTORS® RETAIN THEIR CLIENTS IN THE INLAND EMPIRE FOR OVER 21 YEARS

A New Home for the Holidays?

Home Loans Done With
Integrity



Lara Locke, Broker Owner
Lara@lockeyourloan.com
www.lockeyourloan.com
951.405.2454

Call Us Today!

NMLS 019406 BRE DIGEST CO. NMLS 193219 CO. BRE 02002167

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. Lockeyourloan.com is an FMA Approved Lending Institution and is not acting on behalf of or at the direction of HUD or the Federal government. Subject to property and borrower qualifications and credit requirements, subject to USDA guidelines. Certificate of Eligibility required for VA loans.

TABLE OF CONTENTS

	08 Magazine Reveal Lunch At Gloria's in Ontario		10 Cover Story: Ted & Lisa Jenkins		16 New Baby: Welcome, Julian Chase Medina		20 Rising Star: Angela Xaio
--	---	---	--	---	---	---	---------------------------------------

MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



Mike Maletich
Co-Publisher



Marissa Menezes
Co-Publisher & Photographer



Chris Menezes
Writer



Shane Dasher
Ad Manager



Antonio Vong
Videographer



If you are interested in contributing or nominating Realtors for certain stories, please email us at mark@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Inland Empire Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Hope you and your teams have a wonderful holiday season



The Bill Jawitz Group

The housing marketing doesn't have to feel like a battle for your clients. When they finally find the home of their dreams and they are equipped with a **Fairway Advantage™ Pre-Approval***, you and your clients can rest assured knowing the offer is competitive with cash.

The Fairway Advantage™ Pre-Approval* program works with your clients to help them get conditionally approved for their mortgage by a Fairway underwriter before they even begin house hunting. Not only does this make their offer strong, but it also gives you and your clients the confidence needed to emerge victorious in the quest toward homeownership!

Contact us Today and let's get your clients home!



Bill Jawitz
Branch Manager

NMLS #208309
O: 951-757-1885
W: billjawitzgroup.com
E: billj@fairwaymc.com
1 Ridgeway Drive Suite 115 Temecula, CA 92590



Copyright© 2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Distribution to general public is prohibited. All rights reserved. * Fairway Advantage Pre-Approval is based on a full review of borrower's creditworthiness and is contingent upon there being no material changes in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan amount; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the pre-approved monthly payment amount. Loan must close before the expiration date provided in the pre-approval. TX Location: 1800 Golden Trail, Carrollton, TX 75010





@ierealproducers



DIAMOND
PROPERTY INSPECTIONS

Inland Empire REALTORS® choose DIAMOND

Is Your Home Ready for Santa's Landing?



Greg Terry 951-351-1855 gtdpi.com

Serving Riverside County since 2003

PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING GIFTS

Cut Above Gifts
Andy Burton
(951) 334-5301
www.cutabovegifts.com

Homebridge
Financial Services
Nancy Kenny
(909) 225-8787
www.homebridge.com/
nancykenny

REAL ESTATE
TECHNOLOGY
& MARKETING

Cronees Technology Co.
(214) 676-0126
Cronees.com

HOME INSPECTION

Diamond
Property Inspections
Greg Terry
(909) 910-9905
www.diamondinspect.com

Locke Your Loan
Lara Locke
(951) 405-2454
www.lockeyourloan.com

TITLE COMPANY

Chicago Title
Patti MacGregor
(951) 852-9545
www.ChicagoTitle
Connection.com

MORTGAGE

Fairway
Independent Mortgage
Bill Jawitz
(951) 365-3120
www.thbilljawitzgroup.com

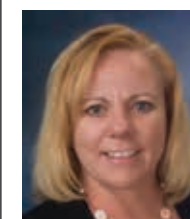
Secure Choice Lending
Mark Hossler
(951) 707-9364
www.securechoice
lending.com

Chicago Title
Lavonne Benyola
(951) 453-7380
www.ChicagoTitle
Connection.com

LET US HELP YOU
GROW YOUR BUSINESS!

TAKE ADVANTAGE OF ALL THAT
HOMEBRIDGE HAS TO OFFER
YOUR BUSINESS!

- ✓ CO-BRANDED DRIP CAMPAIGNS
- ✓ CO-BRANDED FLYERS
- ✓ OPEN HOUSE SUPPORT
- ✓ FINANCING FLYERS
- ✓ SINGLE PROPERTY SITES
- ✓ POST-CLOSE ANNIVERSARY, BIRTHDAY AND HOLIDAY EMAILS
- ✓ QUARTERLY REAL ESTATE AGENT MARKET MATTERS TRAINING SESSIONS



Nancy Kenny
We Can finance Almost Anything Attached To The Ground!
Construction Loan Specialist.
NMLS# 322084
(909) 225-8787
Nancy.Kenny@homebridge.com
Homebridge.com/NancyKenny
6800 Indiana Ave #140
Riverside, CA 92506
Branch NMLS# 1847975

Homebridge®

Contact me today to learn how to begin utilizing
Homebridge marketing to enhance your business!

Homebridge Financial Services, Inc. Corporate NMLS ID #6521 (www.nmlsconsumeraccess.org) 194 Wood Avenue South, 9th Floor, Iselin, NJ 08830; (866) 933-6342; Licensed in all states but UT, AZ Mortgage Banker License #922458; Licensed by the Dept. of Business Oversight under the CA Residential Mortgage Lending Act; CA Residential Mortgage Licensee #22495; Illinois Residential Mortgage Licensee: MA Mortgage Lender/Broker License #MC6521; MO branch: 1116 Remington Plaza, Suite A, Raymore, MO 64083; Licensed by the NJ Dept. of Banking and Insurance; Licensed Mortgage Banker - NYS Dept. of Financial Services, 152 Madison Ave., 23rd Floor, New York, NY 10016; RI Licensed Loan Broker; TX branch: 15301 Dallas Parkway, #900, Addison, TX 75001; WA Consumer Loan Company License #CL-6521. This is not an offer for extension of credit or a commitment to lend. Loans are currently being closed and committed at the expressed rates, however these rates may change or may not be available at the time of your interest rate lock-in, commitment or closing. All loans must satisfy company underwriting guidelines. Interest rates and Annual Percentage Rates (APRs) are based on recent market rates, for informational purposes only, subject to change without notice and may be subject to pricing add-ons related to property type, loan amount, loan-to-value ratio, credit score and other factors. Terms and conditions apply. Additional loan programs may be available. This is not an offer to enter into a rate lock agreement under MN law, or any other applicable law. Call for details. 08/2018 LR 2019-509A



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

►► cover story

Written by **Chris Menezes**.
Photography by **Marissa Menezes**.



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, beholden 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.





“OUR TAG LINE IS
**“SERVING OUR
CLIENTS 24 /6”.**

We take Sundays off, that's our time to decompress and rest. Church, going out to breakfast and taking several naps are on the agenda for Sundays!”



►► 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!

...



▶▶ rising star

Written By **Chris Menezes**.
Photography By **Marissa Menezes**.

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!”



Helping REALTORS®
make tech an asset
not a headache.

**CRM & Websites | Lead Engine
Marketing Technology**

***We leverage the latest technologies and
tools to help you build massive growth
and expand your market share!***

***Start building your success
with us today!***

Cronees.com/create





**SECURE
CHOICE LENDING**

SENDING

Gratitude
AND HEARTFELT
Thanks!

During this season of giving thanks
we celebrate and share the little
moments in life that make us smile.
We send you our love and wishes for
a peaceful, joyous holiday season
and we look forward to working with
you in the new year!

- From Our Families at SCL to Yours -

NMLS 1689518 / NMLS 1400446

Stay
CONNECTED

Scan QR code
& Follow

@SecureChoiceLending

Don't Miss Our
Special Holiday
Announcements
& Giveaways!



CLOSE IN 21 DAYS OR LESS | NO HIDDEN FEES | LOW RATES | CALL US TODAY!

7211 MAGNOLIA AVE. RIVERSIDE, CA 92504 951.733.8925 SECURECHOICELENDING.COM