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**Belwood Investments**

*RISING STAR:*

**Taylor Hirst**

*PROFILE:*

**Mandy & Brandon Shepard**

**POWER  
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## TABLE OF CONTENTS



**08**  
Preferred Partners



**16**  
Profile: Renee & Maic Friedrich, The Friedrich Team: eXp Realty



**24**  
Partner Spotlight: Belwood Investments



**32**  
Rising Star: Taylor Hirst, Navigate Realty



**36**  
Profile: Mandy & Brandon Shepard, The Residence Real Estate Group



**42**  
Cover Story: Jamie & Jeromy Pierroz, Realty One Group Complete

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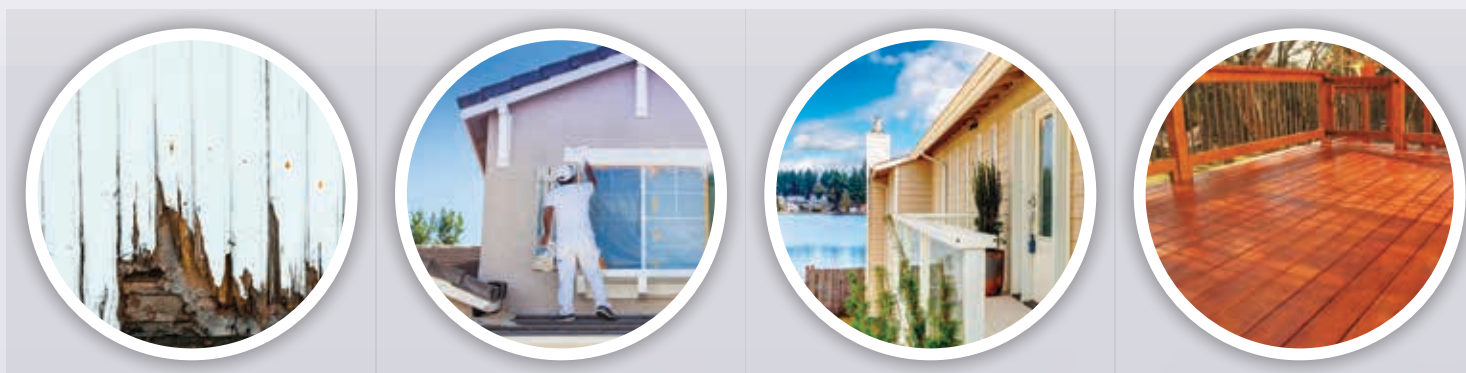


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# VALENTINE'S DAY. *Ah, Love.*

As we settle into 2021, I'm feeling incredibly grateful for the place I find myself in life. I'm thankful for this community and the opportunity I've been given to be let into so many of your stories, families, lives. This month we are highlighting some of the top couples working in Real Estate together, challenging each other, cheering for each other and making each other better year after year.

I wouldn't say my husband and I would ever qualify as a "Power Couple" like the ones you'll read about in this issue, but I thought it only fair, after spending the last year asking you all to tell me YOUR stories, that I share a little about my other half as well. His name is Ryan and we have five kids together, ages 16 down to 8. Ryan and I met at Cal Poly, San Luis Obispo where we dated and got married the summer we graduated college at the ripe old ages of 21 and 22. (And no, we had NO idea that we were absolute babies,

but you could not have told us so anyway; we were NOT listening. Haha.)

Over the past 19 years, we have learned a thing or two. We have grown up together, evolved as humans, and navigated a million different twists and turns together. The most recent being that wild year we all had - 2020 - which happened to not only be when the whole wide world went crazy, but also when both of us decided to embark on new career paths simultaneously. There was more than one time throughout last year that I think we looked at each other and said, "Oh no, what did we just do?!" We are in so much trouble." Still, I knew we would make it through, just like we always have. Life with Ryan has always held that sort of confidence. He just makes me better. He makes me braver and pushes me to believe in myself when I simply do not. And I'm incredibly thankful for that.



I wrote this Facebook post last year before we knew ANY of how 2020 would play out; we only knew we were headed down an unknown path. I thought it fitting to memorialize it in this issue, which happens to be the last month of Sacramento Real Producers'

first full year in print! It's a little bit of a milestone for us, so thanks for indulging my mushy tribute. See you next month for our ONE YEAR ANNIVERSARY ISSUE!

Happy Valentine's Day everyone! Cheers to the ever-unfolding journey!



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"I'm not sure we were that much alike when we first met, but we cared enough about the same key things that it drove us together. And it has kept driving us for the past 19 years."

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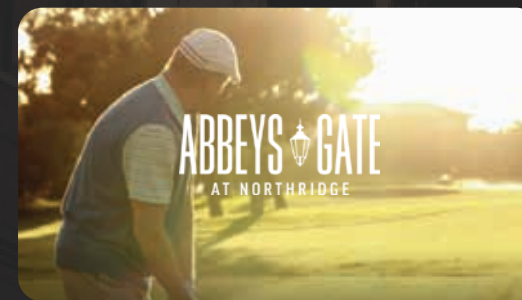
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04 Top Picks

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# RENEE & MAIC FRIEDRICH

THE FRIEDRICH TEAM: EXP REALTY

By Selena Boyts • Photos by Aerial Canvas

*Renee and Maic Friedrich are the very definition of a Power Couple. Having successfully built The Friedrich Team, they lead their business side by side while remaining true to their core values – honesty and integrity. What they have achieved extends far beyond industry recognition and their hundreds of successful sales; they will tell you that it's the people they have come to know – clients, neighbors, and other small business owners – that continues to drive their passion for the business.*

“Of course, we have financial goals we want to accomplish, but all of that comes after,” Maic said. “When I receive a great review from a client it drives me to want to do more.”

“The gratitude we receive from our clients is fuel to the fire, for sure,” Renee added.

#### FAMILY FIRST

Maic and Renee have two sons, Dominik and Alex, who are their purpose and passion. Everything they do is aimed at providing their boys with a better life. And the boys have done their fair share of behind the scenes work to contribute to the family business.

Dominik is currently studying film and music production in Santa Barbara and working part-time to earn money to help with living expenses. He rents an apartment there but makes a few trips home every semester to enjoy a home-cooked meal and do laundry. Dominik has always been an independent thinker and not one for following rules – which was frustrating for Renee and Maic at times – however, they believe he will be an incredible adult because he knows who he is and what he wants. They are proud of him for pursuing his passion.

Alex is a freshman in high school and a good student. Renee says he is fast and his quick footwork makes him an excellent soccer player. At the age of 13, he was enlisted by Mom and Dad to record “Alex’s Angle” for their YouTube channel where he gives tours of listings and discusses some of the aspects he likes about the home, such as where to place the TV so you can play your Xbox, the best rooms for throwing parties and the Taco Tuesday room (aka the dining room). Dominik filmed and edited those videos, and did a fantastic job.

The family is thankful for their incredible support system, especially Renee’s mom and dad who have been a huge help with the boys over the years. Renee and Maic have several work-related trips each year and Renee’s mom is the one who steps in to take care of the boys while they are gone. Without this kind of help they aren’t sure how they would have been able to build their business.

#### #TGIF

Maic and Renee began a video series called #TGIF: Thank Goodness it’s Folsom (and beyond) – an all-access pass to the best places to go and places to see, the best dining and all of their favorite hot spots in and surrounding Folsom Lake. They also produce a video series called “The Renee and Maic Show” where they discuss the housing market and current trends.

They consider themselves to be a little goofy, but it makes their bond unique - and their clients love them for it. They send videos directly to their clients every month and have difficulty staying on script and being serious. One year they sent a Christmas video while wearing Santa Hats. And they can be seen air-fiving each other at work in their Introduction video. It’s obvious to everyone who knows them – they love to laugh.

#### THE GATHERING PLACE

The Friedrich Team enjoys gathering with the people closest to them and hosting exciting parties. Every fall they host Oktoberfest in lederhosen and Dirndl dresses to honor Maic’s German heritage and show appreciation for their clients. Many tasty treats are served including soft pretzels made by a locally owned proprietor, delicious brats, and locally brewed beer. If you are ever in the mood for a good laugh search #frgOktoberfest to get an idea of the shenanigans that take place during this annual event. Just be ready to smile.

“Most of our clients become great friends,” Renee said. “Maic is an excellent cook and we love eating food and drinking wine with our friends. It’s a great way to stay connected and learn about their lives.”

“Our clients are like family,” Maic added. “I believe the deepest bonds are made through breaking bread.”





Our family's Covid-style porch photo session: Renee, Maic, Dominik, Alex and Piper. Photo by: Charlene Lane of Charm Photography



IF YOU FOCUS ON NEVER-ENDING IMPROVEMENT IN EVERYTHING YOU DO, THAT WILL COME THROUGH IN YOUR BUSINESS.

Renee and Maic are invested in not only the financial success of their clients but also their future success as well. They are building a community of clients rather than a client base. They love working with like-minded and hard-working people who see the value in building each other up in order to create a strong community for all – and this network benefits everyone.

“We really believe in understanding our clients’ lives: their business, their family,” Renee emphasized. “We love helping people.”

**GIVING BACK**

Renee and Maic made the decision early on that their business would be focused on building up families and communities. As a husband-and-wife team, they understand the importance of a strong community which is why they love volunteering and giving back to their local community.

They featured Friends of Folsom in one of their #TGIF videos in order to draw attention to the good work the non-profit does in the community. Maic is a member of the Folsom Fraternal Order of Eagles and has been active in Rotary

while also serving on the board for the National Chamber of Commerce.

Renee is a past President of the Junior League of Sacramento and was on their board for five years. She was also on the board at Stanford Settlement for a year.

Together, they donate to several charities throughout the year including 3 Strands, Friends of Folsom, CASA and many more.

**STRENGTH IN TEAMWORK**

Renee and Maic found their roles in the business together and developed a mutual push and pull. They cultivated

an environment of collaborative teamwork through communication and accountability.

Renee communicates with the clients on the front end of the business. She is personable and loves to stay connected with everyone. Maic, along with their assistant Sara, work on the back end of things – behind the scenes. The whole team strives for improvement and pushes themselves to be better and do more year after year.

“Real estate is like a contact sport,” Renee said. “You have to be in the

field and building relationships with people. You also have to push yourself by learning and growing. If you focus on never-ending improvement in everything you do, that will come through in your business.”

**INNOVATIVE SOLUTIONS**

Renee and Maic created a Concierge Service for clients who may need a few easy projects completed in order to sell their home – projects such as landscaping and painting. They even began helping clients stage their



# 66

IT'S PRETTY SIMPLE: **WE FRONT MONEY** IN SERVICE TO OUR CLIENTS KNOWING THAT IT WILL HELP THEM SELL THEIR HOME AND GET A MUCH BETTER RETURN. **IT IS A WIN-WIN.**



homes for showings. This service has made a huge difference in the lives of their clients and the success of their business. Recently one client let them paint, deep clean and stage his home and the result was phenomenal; \$65,000 over the last sale in the neighborhood as a result of their concierge service.

"It's pretty simple: we front money in service to our clients knowing that it will help them sell their home and get a much better return. It is a win-win," Maic commented.

"Helping people has always been a driving force behind our work," Renee said.

### A FEW FUN FACTS ABOUT RENEE AND MAIC

Maic used to be a competitive ballroom dancer and Renee is addicted to reading and is guilty of owning multiple copies of multiple books.

They also love to travel – going to Mexico several times a year where they are hoping to expand their network by building a team of people for the business – and to Germany, where Maic's family lives.

Renee and Maic believe they are a little boring because they don't do "a whole lot of exciting things" for themselves. They don't boast of incredible golf handicaps, luxurious vacations or expensive pastimes. Instead, they have centered their lives around their family and the family business – going out of their way to make others feel important – and *that* is what makes them exciting, successful people – they put others first.



## A Special Thanks MARSHA TOMS

Thank you for being my A-Mazing Teacher and Friend. I appreciate the time you have spent helping build up our TC community in addition to inspiring me with your knowledge. The guidance you offered has empowered me to offer a higher level of service in our industry.

**TEAMWORK** MAKES THE *dream* WORK

**To My TC Community**

"Your kindness has allowed me to see that we could be helpful to one another instead of competition."



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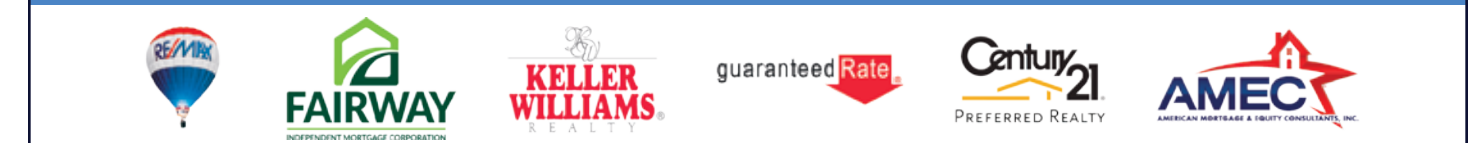
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## ▶▶ partner spotlight

By Dave Danielson • Photos by Nicole Sepulveda - XSIGHT Creative Solutions

# BO BELMONT & MEGAN PRICE

## BELWOOD INVESTMENTS

### A POWERFUL JOINT VENTURE

Life is full of adventures. But when you join forces with someone you feel connected to in life and business, it can be life-changing for you — and for the world around you.

Bo Belmont and Megan Price are living proof of this truth.

Bo is CEO and Founder of Belwood Investments and Co-Owner of the BIG Team with Megan, who delivers a dynamic difference to clients each day through her life as a REALTOR®.

Together, Bo and Megan are engaged to be married. At the same time, they've embarked on a truly powerful joint venture in every sense of the word.

#### **CHANCE MEETING. DESTINED PARTNERSHIP.**

Megan recalls meeting Bo through the course of her daily life as a REALTOR.

"I got a call from a friend who had an investor she wanted to refer to me in Rancho Cordova," Megan recalls. "The house is about two miles from

where I grew up, and I knew the area very well. I showed up, and the investor was Bo. He was looking to buy and flip the property. I represented him, and the rest is history. We're engaged and planning to get married in 2021."

Some things seem destined. Like Megan, Bo had a strong interest and experience in real estate.

My background in real estate is on the mortgage side," Bo explains. "My mom is also a REALTOR®, so I've had her influence. In the early 2000s, I got into Ameriquest Mortgage, and started another brokerage. I did that until 2008, then I segued from subprime lending to flipping houses. I picked up my first flip in 2008 and did the first three completely by myself. Since then, we've added crews and have done more than 1,300 transactions."

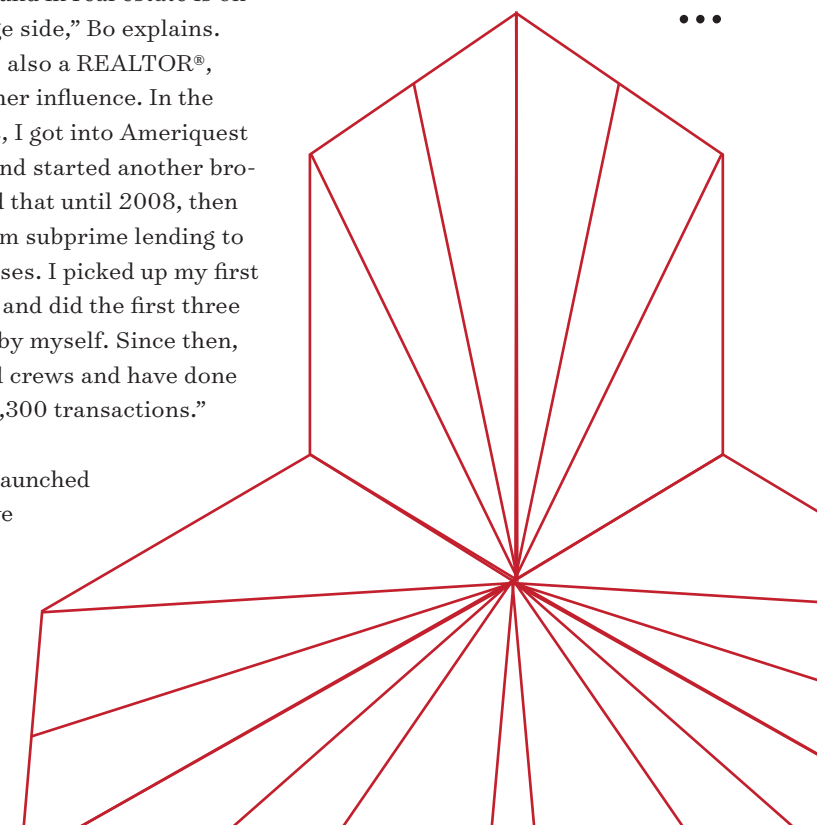
In time, Bo launched an innovative and unique

investment company — Belwood Investments. The firm has gained a lot of attention and powerful traction. In turn, the BIG Team hit the ground running in October 2019, as a sister company — facilitating the majority of Belwood Investments' transactions.

#### **MARKET IMPACT**

Belwood Investments is a fast-growing brand with understandably lofty goals.

...





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 BUSINESS,  
 WE'RE  
 COMPLETELY  
 ON THE SAME  
 PAGE. THAT'S  
 A TRUE  
 BLESSING  
 ☺



...  
 "This is the first of its kind. We feel that Belwood Investments will basically change the way people invest in real estate," Bo emphasizes. "We're bringing real estate investments to people who may never have had the time, money or opportunity before. We've never lost an investor's dollar. In fact, the average return is 29 percent over a short period, and we've already experienced over 1,000 percent growth in 12 months. In the process, we're proud to have attracted partners such as Home Depot and PPG Paints."

One of the most rewarding aspects of the shared experience in life and business that this dynamic duo shares is about the real-life impact they're having on those around them.

"It feels very good to be able to help those who may not have a lot of money. With what we're doing, we're helping people invest in real estate and make a very good return on their money in 100 days, so they're able to do things like pay college tuition, or pay off medical bills, or their vehicles," Bo explains. "I think that's part of why we are successful in what we're doing. We both know the power of the new company. In turn, it instills a real sense of passion in what we're doing together."

"Since starting the BIG Team, we've done about 150 deals," Megan smiles. "Plus, in the course of launching the team, we launched the Belwood App, with the vision of making it as successful as Zillow."

**DYNAMIC BOND**

The dynamic bond between Bo and Megan comes through loud and clear.

"What we do together instills a sense of passion. With business, we're completely on the same page. That's a true blessing to be able to work in our company that we're able to benefit from ... and we're able to do it seven days a week ... and yet we love





Bo Belmont, his son Brody, and his fiancé, Megan Price.



... what we do,” Bo explains. “Our relationship would still be strong even if we were in other industries, but it’s a true testament to our relationship. We are able to capitalize on all of the things we have. Our fiancé relationship is awesome, plus we are true friends and business partners. It’s an amazing feeling knowing that Megan and I meet eye-to-eye on a lot of different levels.”

In their free time, Bo and Megan enjoy time spent with Bo’s 12-year-old son, Brody, who is in his first year of middle school.

“Golfing, driving and listening to music, Costco trips (aka adult alone time), hot yoga and walking the dogs are our favorite pastimes,” Megan says.

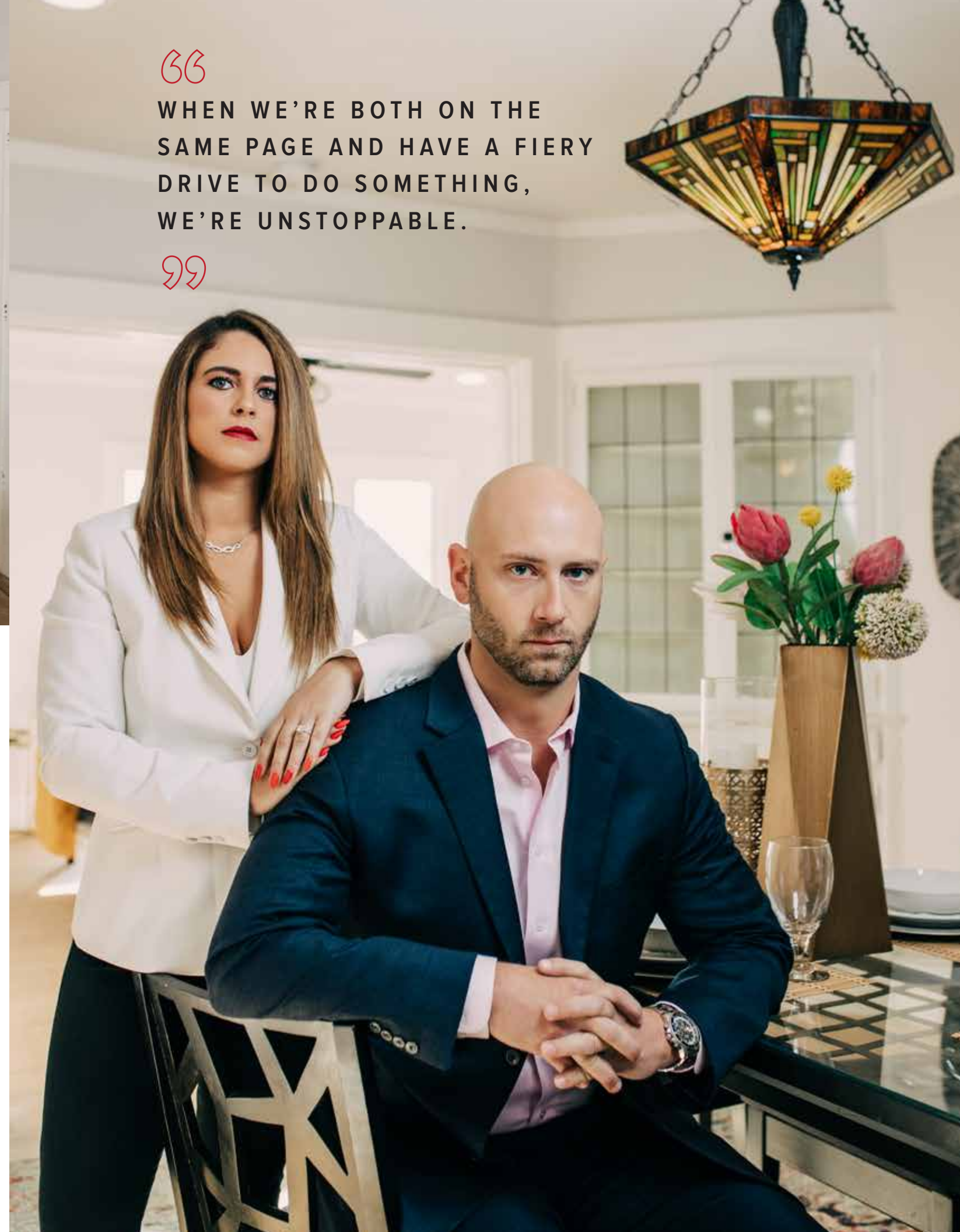
Life and business can go hand-in-hand when you have a passion for what you do and who you do it with. Those are qualities that perfectly describe the bond Bo and Megan enjoy.

“We definitely need to be more intentional than most couples. We need to set time for personal time. We love what we do. We eat, breathe and sleep what we do. So we are usually talking about work. It’s nonstop. But we do find time to step away and be intentional about our personal time,” Megan says with a smile. “We are both strong-minded people. When we’re both on the same page and have a fiery drive to do something, we’re unstoppable.”

For more information about Belwood Investments:  
Contact: [www.belwoodinvestments.com](http://www.belwoodinvestments.com)  
Phone: 916-990-3010  
Email: [support@thebigco.org](mailto:support@thebigco.org)



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STEP 02

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STEP 03

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STEP 04

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STEP 05

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— BO BELMONT, PRESIDENT & CEO



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# Taylor HIRST

## NAVIGATE REALTY

Meet Taylor Hirst of Navigate Realty. She recently hit the exciting milestone of closing her 100th transaction while simultaneously marking four years of being a licensed REALTOR®. All while raising her kids, renovating homes, and running a family farm alongside her husband, Derrick. This power couple is a force that is just getting started, and we guarantee you will be hearing more from them as they continue their upward trajectory.

### What has been the most rewarding aspect of your business?

I love that we get to create it how we want. I have a vision for how I want to make my clients feel, and we are getting closer and closer every year. It is such an asset to have Derrick home full time; I get full support from him at home on the farm and also with my big ideas in business. He manages the girls, the home renovations, our hobby farm and really is such a huge part of my everyday tasks. He gets involved and learns who the buyers and sellers are each time, and really checks in to the process/highs/lows. Somedays he just wants to drive me to showings and turn the car into

my mobile office, while just spending time together. I love doing life with him, so getting to run the business together, too, is really a bonus we never imagined we could experience.

### What has been your biggest challenge as a REALTOR®? In entering the industry?

We have met a different series of challenges, but each consistently fall into two categories: The pressure to have all of the answers, and the skillset to separate work/home life. My first year I was dead set on “making it.” I traded a comfortable, salaried job to pursue this career, and then my first seven months I didn’t close a single transaction. I studied, I hustled, I showed all of the homes and made all of the calls. I held many Open Houses and just couldn’t get that first transaction under contract. Then the second half of the year I think I closed 12 deals and we were thrown into the hurricane that is Real Estate. I remember panicking because we didn’t have any processes set up, I didn’t have systems, and I was frantic. At home I was often stressed

and frazzled and always took everything personally. It’s a never-ending learning curve, but in 2020 we had our best year in terms of volume, and we also spent more time as a family. It was a much better balanced year for enjoyment and overall happiness and flow. It finally feels like the balance is closer and the pressure has started to lessen as we fine-tune our business, our communication, and our processes.

### What’s your favorite part of being a REALTOR®?

I am free to be unapologetically me. This has been a learned skill, too, but I love that my brand is so true to me now just four years in. This is important because I don’t have pressure to be someone I am not. I don’t have to wear a pantsuit and heels daily. I can be the Millennial REALTOR® Mama, and some days, that might mean coming straight from the mini

donkey pasture to make sure a client gets an exclusive showing in a hot seller’s market. If I had to get dressed a certain way or sit in an office all day to exude a certain image in order to get business, the balance and joy would just be sucked right out of the home life. My vibe is attracting my tribe, and it has created such a joyful work atmosphere that keeps us coming back for more. I love helping my buyers and sellers. I love educating them so they are fully aware of what happens during an escrow. The best part is truly connecting on levels that have nothing to do with buying/selling a house. It’s the real conversations that take place, the emotions, the excitement and overall experience I really enjoy being a part of for all my new friends.

To what would you attribute your rapid success in the industry? My mentor, Kelli Griggs, paired with the ability to be “coachable” while also being unapologetically myself, and having the support from my husband and family to really pursue this and be 100% in. Early on, I was told a few times that I looked too young, or spoke too fast or “just had a baby, so must not have time” and those things stung, until I decided to lead with those unchangeable characteristics. I am only 30 (gasp!) and I am a mama, and I didn’t want to hide the best parts about what I bring to the table. Instead, I branded myself with those aspects so potential clients could identify with me (or not). As a result, I rarely have to have those hard conversations about why someone may not want me as their agent. When someone comes to my social media pages, they will know right away if they want to work with me or not. It’s all-around better for my confidence and allows me an opportunity to work with so many like-minded clients that become friends. I don’t feel silly if a client happens to call when I am in the pasture and a goat maaas or a donkey brays. I am so thankful for them being so understanding and relatable. When I started, I also absorbed everything. I watched other agents I admired and took tidbits of what they did that I also liked and implemented it with Taylor flair. As soon as it clicked that I am the only one that can be a great Taylor Hirst, and I would always be a second-rate Kelli Griggs (or other top producer I admired) it really changed how I ran our business.



### What are your future goals and your plan for obtaining them?

Derrick is getting his real estate license now and we have big plans. I already share his skills with my clients when it comes to tile work or handy-man type fixes, but with him also being licensed, it’s going to allow us to shift and share responsibilities within the business. We want to send Derrick into the field to sit at inspections and appraisals, and meet the clients for showings and walk-throughs, while I manage the office work and behind the scenes stuff more with our three kids. Personally, I really want to WOW my clients and spend more time with them.

So by having him join our little Hirst Home Team, I really think the customer service aspect is going to get exciting for our buyers and sellers. Derrick is the smartest, and most handy man I know – having him help with showings is going to be a value add, too. In terms of tangible goals, this next year is solely focused on satisfaction. Yes, it’s great to want to reach 15M in sales volume again, but not if no one is talking about it. So this next year my goal is 30 reviews on the year. A “30 Under 30” would be fun too, but since I am already 30, I want to really just be home more, tackle this next

renovation we just closed on, serve my clients completely, and hopefully grow by three more mini donkeys by the end of the year – they’re my guilty pleasure.

### What advice or recommendations would you give to agents just starting out?

Find a true mentor that believes in YOU, sees you, and invests in you. Take a DISC profile test (Tony Robbins) and know your Enneagram type, then really fine-tune your processes to fit who you are and delegate/hire out the rest early on. The earlier you can get your processes down, the quicker you can find the balance we are always looking for! Also, don’t expect to be able to take many days off. At least not consistently. We commit to taking moments off now, and intentionally planning days with lighter workloads, but it’s difficult to expect clients to understand you aren’t available

for them for 24 full hours mid-escrow, which is a stressful time for them. Also, implement date nights where no work-talk or phones are allowed! This is huge, because eventually, all that REALTORS® know what to talk about is real estate, so you have to be able to completely turn it off. And finally, there’s enough room for all of us at the top and there is opportunity to create the journey however you want it to look like.

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►► profile  
By Dave Danielson  
Photos by Aerial Canvas

BRANDON  
MANDY



SHEPARD

BRANDON  
MANDY

## THE RESIDENCE REAL ESTATE GROUP

### A Personal Touch

When you visit with Brandon and Mandy Shepard, you feel the deep sense of care they have for each other, and the responsibility they feel for the people they serve.

As Owners of the Residence Real Estate Group, Brandon and Mandy carry out their work with a true personal touch.

“We are pretty easygoing people, and we’ve made a lot of lifelong friends through real estate. The personal side and social side of what we do are very important to us,” Brandon says.

As Mandy adds, “We want people to feel like they are being taken care of by us and keep coming back. We aren’t big into social media. Our personal preference is to spend time in person or on the phone with people. That’s very important to us.”

### Getting Their Start

Brandon started his journey in the business 16 years ago, while Mandy got licensed and joined him five years later.

Brandon played baseball and attended college at the University of Kansas. After that, he moved back to Elk Grove, pursued sales and had a family member who encouraged him to give real estate a try, something he did a year after graduating from college.

In the meantime, Mandy completed her college at UC Santa Barbara, then started her career in marketing and sales.



“Once we were married with two small children at the time, I decided it was time for me to help him out, so I got my license and we took off together,” Mandy says. “Initially, I got my license to supplement him. But it wasn’t long before I started taking on my own clients, and it has evolved from there. Our business has grown to where we are today with five agents.”

### Choosing Their Spots

It’s clear that Mandy and Brandon share a rewarding partnership.

“We aren’t doing every single thing together all the time. We have that separation where we take on our own clients and transactions and have that separation,” Mandy explains. “It’s rewarding watching this business grow so quickly and seeing the number of

people we’re able to work with. We had always talked about doing that. Being able to say we’ve done that and done it successfully is a wonderful feeling.”

As is the case with many leading couples, Mandy and Brandon share similar qualities.

“We’re both Scorpios. We’re fiercely loyal and we feel very strongly about that. When one of us is feeling a little stressed or over-stretched, we can pick up and take something off the other person’s plate and step in and help out. We try to keep that balance and help each other the best we can. The loyalty thing is paramount for us.”

Today, Mandy and Brandon are joined by three additional agents on the firm that got its start a year ago.

### Family Foundation

Away from work, Mandy and Brandon enjoy time with their daughters—14-year-old Stella, and 12-year-old Sierra. Both girls are in junior high. In the process, Mandy and Brandon are involved with volunteering at school and coaching their soccer teams.

“IT’S REWARDING WATCHING THIS BUSINESS GROW SO QUICKLY AND SEEING THE NUMBER OF PEOPLE WE’RE ABLE TO WORK WITH.”





“Our involvement in their daily life is huge. They both are in leadership through school activities,” Mandy says. “We are proud of them.”

In their free time as a family, the Shepards have a love for travel, snow skiing, boating and more. Brandon enjoys fishing and golf. Mandy and Brandon also enjoy playing tennis and wine tasting together. Plus, Mandy enjoys yoga and shopping. As a family, they also support the local restaurant scene and other local businesses.

Giving back is central to their lives, as well. They support Project Ride in Elk Grove, and the organization’s valuable horse therapy that aids those with special needs. They also support the SAR College Fund, along with local athletics and schools.

**Making an Impact**

As Mandy and Brandon consider their careers and the impact they enjoy making, they focus on that personal preference of building relationships with those they serve.

“That’s one of the biggest compliments we could receive ... people describing us as being personal and knowing that we are emotionally invested in their goals and that we will get the job done for them.”

Congratulations to Brandon and Mandy Shepard for demonstrating how they carry out life as a Power Couple with a personal touch.



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# JAMIE & JEROMY PIERROZ

REALTY ONE GROUP COMPLETE

### SPARKING RESULTS

When two people find each other in life, there can definitely be the spark of something special. And when that mutual bond carries over to business, the impact can be remarkable.

Such is the case with Jeromy and Jamie Pierroz.



“

**WE PUT ALL OF OUR FAITH IN GOD,  
AND MADE THE LEAP. WE CAN  
CLEARLY SEE THAT IT WAS THE  
RIGHT CHOICE!**

...

As REALTORS® and Team Leaders with The Pierroz Group with Realty One Group Complete, Jeromy and Jamie definitely spark results.

Those sparks first came into view — out of the blue — during a Super Bowl party nine years ago. It wasn't long before the two fell in love and were married.

#### **THE JOURNEY BEGINS**

Jamie got her real estate license in 2013.

“When we met, Jeromy and I had three children between us from previous relationships,” she remembers. “When we got married, we had two babies together. About six months after we got married, I started working as a REALTOR®. I closed the first deal while I was in labor with our first baby in 2014.”

As he came of age, Jeromy had served in the U.S. Navy from 1991 to 1995. At the time Jamie started her real estate career, Jeromy worked full-time in construction.

“I had gotten injured at work,” Jeromy recalls. “While I was recovering, I was off work. So I decided to take my real estate classes and got my license. I thought that would be a way to help out. Five months after I got my license, I was running projects for Sacramento County and Jamie called me, saying, ‘It's time. We need to do this.’”

...



“

WE ARE SO THANKFUL THAT WE ARE IN THIS TOGETHER AND ARE ABLE TO GROW THE BUSINESS AND LEAVE A LEGACY FOR OUR KIDS, ALL WHILE MAKING GOD, OUR FAMILY, AND EACH OTHER A PRIORITY.



So in 2017, Jeromy and Jamie started their real estate journey together.

As Jeromy says, “We put all of our faith in God, and made the leap. We can clearly see that it was the right choice!”

**GROWING TOGETHER**

Their shared path is rewarding.

“We had some natural growing pains when we first got started in the business together. It takes time to understand each other’s roles,” Jamie explains. “It’s wonderful. Jeromy is fantastic to work with. I run the transaction side of things, and Jeromy is boots on the ground. I’m doing the negotiations, and he’s doing the showings, inspections and appraisals.”



“Jamie tends to run everything with our team with the management side of it. We collaborate on ideas and she puts them into motion,” Jeromy smiles. “She has awesome ideas, great leadership and personality and people love her.”





...

The teamwork Jamie and Jeromy enjoy at work happened organically.

“We were so busy. Today, it’s almost like we don’t work together side-by-side many days, because we are working on separate things,” she says. “What we do is a two-person job. There’s no way I could do the Pierroz Group without him leaving his job. Life is wonderful being teamed up like this.”

**WHAT MATTERS MOST**

Away from work, Jeromy and Jamie cherish time spent with their children — 15-year-old Jade, 15-year-old Lexi, 14-year-old Amaya, 6-year-old Hudson and 4-year-old Ryder.

In their free time, Jeromy, Jamie and their children enjoy active outdoor activities, including hiking. They also enjoy time together over dinner and attending church on Sundays at Bayside Blue Oaks Church.

Today, Jeromy and Jamie have a team of 12 talented professionals at The Pierroz Group.

“We have such an awesome team with us, including Jeni Beames, our

Transaction Coordinator. She is our Experience Manager. She handles so many things in a fantastic and consistent way. That consistency has helped us grow. We wouldn’t be where we are without her and the people with us,” Jamie says. “We are very picky about who is on our team. The dynamic is so important. We have amazing agents who are doing business the right way. In turn, they are gaining referrals and relationships for life.”

Jeromy and Jamie live and work with a deep sense of gratitude.

“I think what we do together in business makes our relationship stronger,” Jeromy says. “Even though it can be taxing at times, at the end of the day, we realize how much we appreciate each other.”

“It’s so nice that we have this experience together and for the kids to see how we work as a well-oiled machine most of the time ... they can see that we can grow this business, making them, God, and each other a priority.”



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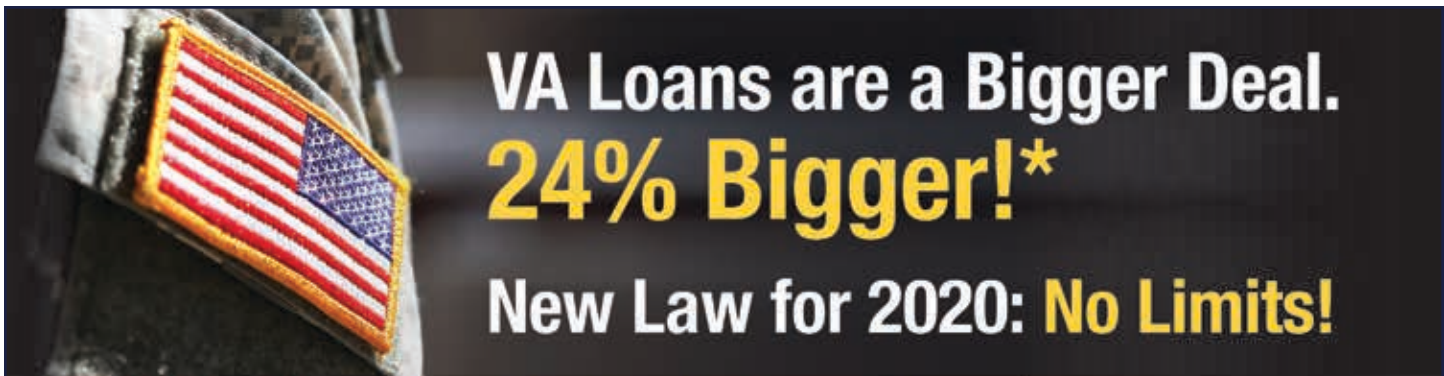


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