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*Mya Lopez*

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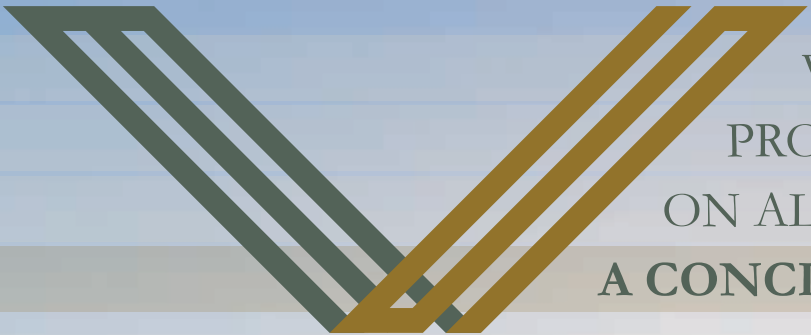


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►► publisher's note

“For I know the **plans I have for you**,” declares the Lord, “plans **to prosper you** and not to harm you, plans **to give you hope and a future**.” (Jeremiah 29:11)

**Dear South OC Real Producers,**

We're settling into 2021 now and I've been reflecting on the past year. Hardships truly can make or break us. Each of us is given the choice to press forward and allow ourselves to be transformed or remain in fear and negativity. Despite the challenges we have all faced in 2020, we can choose to seize this moment as an opportunity to move forward to create better lives for ourselves and a better world for all.

I love what has happened with this issue of *South OC Real Producers*. Featured on the cover is Maryam Samini, a single mother who used the COVID lockdown to pause and reflect on where she was at in life and where she wanted to be. The events of 2020 allowed her to push past fear and go after her destiny.

I feel honored to have worked with this community of top performers for over a year now. Your strong mindsets are truly inspiring. Instead of bowing down to adversity, you choose to face challenges head-on—in fact, adversity is what has made most of you so successful. I've had the pleasure of meeting so many of you...I would love to hear and share your stories of the challenges you faced in 2020 and the positive things that grew from them.

If we have not yet met, please reach out to me to schedule a Zoom meeting so I can get to know you. Let's begin to celebrate, as a *Real Producers* community, the innovative ideas, stronger relationships, greater perspective, and higher levels of professional success that many of you are experiencing. To nominate a fellow agent you would like to see featured in the magazine, please contact me at 949-280-3245 or email me at [michele.kader@realproducersmag.com](mailto:michele.kader@realproducersmag.com).

I hope that going forward in 2021 we will all find light in the darkness and focus on the good. Rising up is always uncomfortable, but I believe we are being called to a higher level and can press forward in all ways—emotionally, spiritually, professionally, and relationally. Maybe 2020 wasn't without its silver linings after all.

I am sure by now you know I am a woman of faith; I do believe our best days are ahead!

Yours in gratitude,



**Michele Kader**

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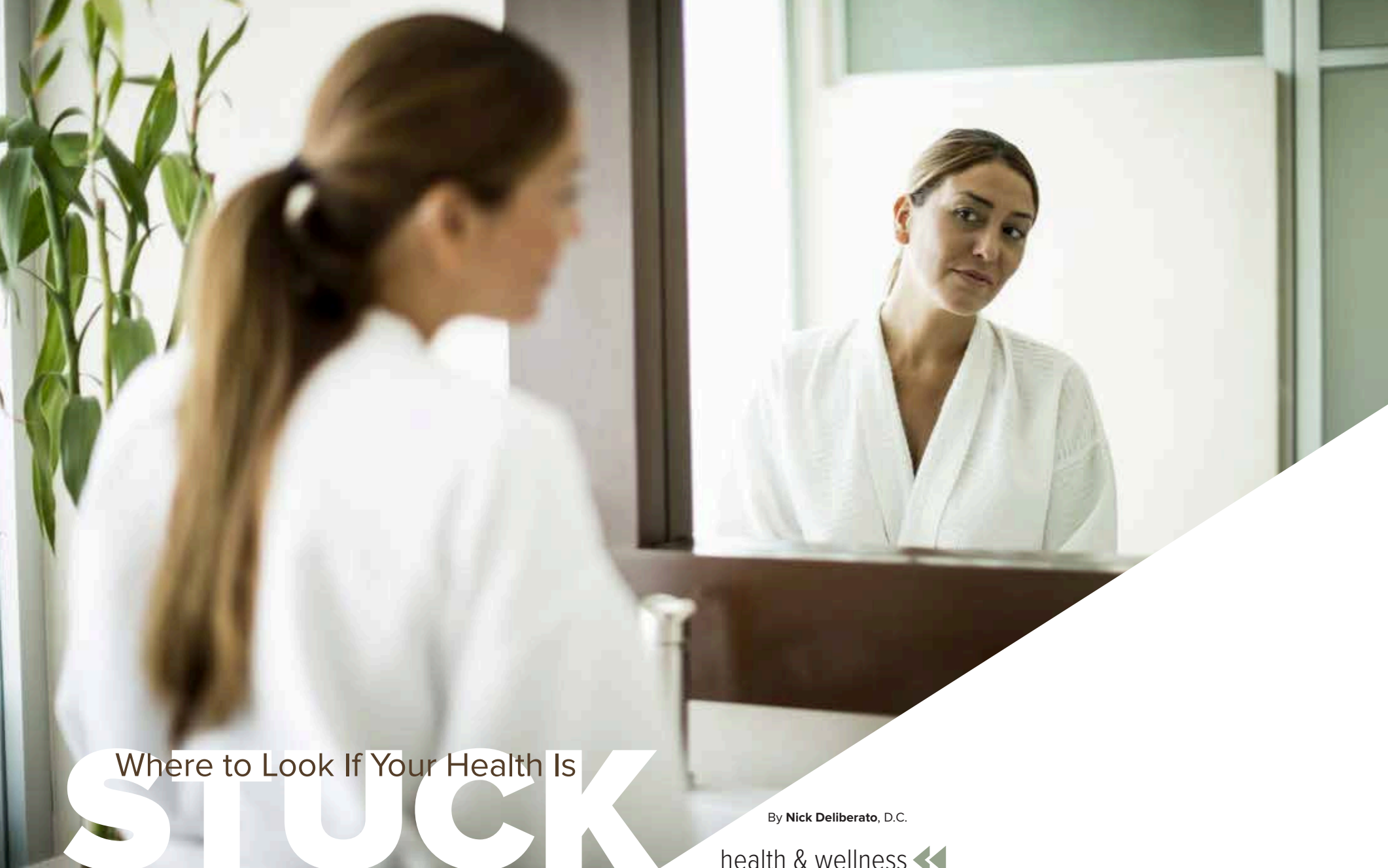
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# Where to Look If Your Health Is STUCK

By Nick Deliberato, D.C.

health & wellness ◀◀

*It's not unusual for one's perspective on their personal health to change at different points in life. For some, there is indifference, frustration, and reactivity. For others, there is clarity, deep involvement, proactivity, and even identity. Each person has their own "health documentary." Typically, it's a of factors that include your health history, family's eating habits, psychological health, environmental factors, financial pressures, value systems, and other lifestyle habits.*

I want you to pause and think about how you engage with your own health and possibly your family's health. Do you think about the future of your health? Is it your responsibility or is it a transaction to be had with a doctor at a perfunctory check-up? Are you competent enough to embrace your own inner doctor, barring some critical situation?

You may be familiar with the term functional medicine. Functional medicine was born out of necessity. It is a systems-based approach that looks to reverse disease by identifying the drivers and causes. This form of personalized

medicine is practiced by MDs, DCs, DOs, naturopaths and a host of adjunct practitioners.

Allopathic, or conventional, health-care excels in acute situations and provides disease management. Where it is lacking is in disease prevention and health optimization. If you only treat symptoms, people want pills. Show people the root cause and they will demand a fix.

For the most part, you don't "catch" disease. You build it through life exposure, sometimes referred to as

the exposome. The exposome is a collection of environmental factors, such as stress and diet, to which an individual is exposed and which can have an effect on health.

Let's get back to your health. Imagine that you just landed in your body. Time for an appraisal. Can you move well? How do you feel? What's your emotional and mental state? Is it a fixer-upper or does it require just some basic maintenance?

Perhaps you want to take a closer look at your physiology and chemistry by running predictive lab work. But before you even seek out a doctor, what is in your immediate control? Your lifestyle choices! Let's touch on a few.

#### 1. Manage stress wisely.

Stress is ubiquitous and affects us all. Stress can have a profound effect on your gut. There is ample evidence that many chronic metabolic diseases start in the gut. Exposure to prolonged stress alters brain-gut interactions, ultimately leading to the development of a broad array of psychological and GI disorders.

#### 2. Focus on nutrition.

Food is one of the most effective tools for bringing balance to your body. When we optimize our diets we see improvements in detoxification, energy, and metabolic health. We are a society in a chronically fed state. Too much processed foods derail our metabolism. Eating low-carb and the occasional keto cycle can retrain your metabolism and provide a necessary reboot.

#### 3. Intermittent fasting.

Our high school biology teachers failed to mention that fasting is not only an evolutionary skill, but also the best way to activate your body's own "house cleaning" systems. It's referred

to as autophagy, and it promotes healthy cell cycles and deep cellular detoxification. When paired with a proper diet it can help balance blood sugar, prune the microbiome, and build metabolic flexibility. Metabolic flexibility means your body can use protein, fats, and carbohydrates efficiently.

#### 4. Exercise.

Physical activity has endless possibilities. Research shows that we get the best results when we mix up our routines and change how we stress our bodies.

- Fasted-cardio in the morning can help support healthy blood sugar and utilize body fat for fuel. *(2–3 times per week)*
- Post-meal activity can put circulating blood sugar to work. *(This is 20- to 40-minute walks a few times a week after lunch or dinner.)*
- High-intensity interval training (HIIT) is a great way to work your metabolic machinery and increase insulin sensitivity. *(2 hours per week, total)*
- Strength training — you can't go wrong having a higher proportion of muscle-to-fat-mass ratio. Free weights, body weight, and resistance bands all work well. *(3 times per week, 20 to 30 minutes)*

*This article does not provide medical advice. It is intended for informational purposes only. It is not a substitute for professional medical advice, diagnosis or treatment.*



Nicholas Deliberato, D.C., performed his undergraduate degree at Miami University, in Ohio. He graduated magna cum laude from

Southern California University of Health Sciences, where he obtained his Doctorate of Chiropractic. Nick Deliberato holds the designation of ADAPT Trained Practitioner from Kresser Institute, the only functional medicine and ancestral health training company. Nick lives in Irvine, CA, with his wife and son.





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► cover story

By Lindsey Wells  
Photos by Bodie Kuljian

# MARYAM *samini*

## *Following Her Heart and Taking a Leap of Faith*

Many in the real estate industry remember the profound impact that COVID-19 had during its first few months in the United States. Sellers pulled their listings, would-be homebuyers halted their searches, and agents were forced to find a way to adapt to the uncomfortable and unprecedented circumstances they were facing. One real estate broker, Maryam Samini, chose not only to adapt, but to take the bull by the horns and break down barriers that had been holding her back for so long.

Though she later discovered that a career in real estate checked all of the boxes for what she was looking for professionally, the industry was not initially on Maryam's radar. She earned an undergraduate degree in political science and then went on to law school, where she earned her Juris Doctorate. While she originally planned to practice law, Maryam instead found a passion for teaching it. "I ended up working with a lot of inner-city kids and people from very disadvantaged backgrounds — people with whom I otherwise might not have crossed paths, and that was really pivotal for me. Life changing, actually," she says.

Maryam's interest in real estate was piqued in 2010 when the economy was tanking. Her neighbor, a partner at Surterre Properties who knew of Maryam's legal background, encouraged her to get her broker's license. "It wasn't so much that I had a passion all along for real estate, but once I got into it, it became very apparent pretty quickly that it perfectly aligned with and complemented my existing skill set: my background in law, negotiating on behalf of my clients, and ease with navigating a contract and using it both as a sword and a shield to protect my clients' best interests," Maryam says. She earned her broker's license in 2010 and



transitioned into real estate, although she continued teaching law for the next five years. In those five years, her real estate career steadily grew, and in 2015, Maryam opted to stop teaching and focus 100 percent of her efforts toward this part of her life.

For a few years, Maryam was Broker of Record and legal advisor for a top-performing team at a local brokerage in Corona Del Mar, then an agent for another local, top team. Finally, in 2020, after 10 years of working under someone else's umbrella, Maryam decided it was time for her to start her own team.

"After the pandemic hit, for the first time in forever, I was forced to pause. I'm usually go, go, go. In that pause, I started to reflect on whether I'm being authentic to where I am in my life right now and in my career. I realized that I absolutely wasn't," Maryam says. "I realized that, at this juncture, with this level of experience, I shouldn't apologize for wanting more and believing in myself to be able to say, 'Hey, I don't need to be someone's number two. I can actually step forward and own that space in my own right.' It was time. I just felt like, 'If not now, when?' It was time to double down on myself, if you will."

This realization was further cemented when Maryam reconnected with Nikisa Razban, an agent she'd worked with at a brokerage years before. When they crossed paths again in 2020, Maryam and Nikisa both found themselves at a place in their lives where they were ready for a change.

"We realized, 'You know what? It's time to hang out our own shingle and deliver the kind of concierge service we know we can provide and be authentic to who

“

Despite the *madness that was 2020*, this *leap of faith* that I took, for the first time, has changed my life for the better and *I have no regrets whatsoever*.

”

we are," Maryam says. The Samini Razban Group of First Team-Christie's International Real Estate was born in October 2020 and has had great success. Maryam is a contributing member of the Forbes Real Estate Council. She and Nikisa are looking forward to growing their team in 2021.

As a single mother, Maryam said she wouldn't be where she is today without the support of her children, her son Arya, a college student in New York, and her daughter Sara, a high school freshman. Maryam gives credit to her ex-husband and children's father, too, with whom she still has a very close co-parenting relationship and friendship.

It's been said that we are only confined by the walls we build ourselves. Maryam encourages anyone looking for a change in their own lives to follow their heart. "Despite the madness that was 2020, this leap of faith that I took, for the first time, has changed my life for the better and I have no regrets whatsoever," Maryam says. "Follow your heart, because that's your North Star."



“

*Follow your heart, because that's your North Star.*”



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►► business partner spotlight

# RESCUE ROOFER

By Lindsey Wells  
Photos by Bodie Kuljian



From left to right: Eric Enriquez, Dan Leinonen, Ethan Guttman, Darrin Guttman.

## SAVING HOUSES ONE ROOF AT A TIME

**rescue**  
/ˈreskyoo/  
**verb: To save someone from a dangerous or distressing situation.**

In 1993, two 26-year-olds, Eric Enriquez and Darrin Guttman, full of tenacity and drive but limited knowledge, set out on an entrepreneurial venture into the roofing industry. Little did they know a natural disaster was looming on the horizon that would change the course of their lives. In 1994, the Northridge earthquake rocked San Fernando Valley, annihilating both of their homes plus thousands of others'. What began as a tentative start-up business quickly turned into an organization that was

essential to the wellbeing of the community. Celebrating 28 years in business this year, Rescue Roofer's mission has remained the same: to change the way people experience the construction industry and to be the company they can count on to rescue them in tough situations.

Those in the area may recognize Rescue Roofer's mascot, a Saint Bernard, a breed which was originally bred for rescue work. What many may not know, however, is that the mascot represents a real-life Saint Bernard who lives right here in San Juan Capistrano.

"Two years ago," Eric recalls, "I happened to be driving through

a neighborhood on my way to an estimate and this Saint Bernard just jumped out at me. He was walking with his owner and I thought, 'Wow, that is the most beautiful Saint Bernard I've ever seen.' I remember just making a mental note of this, and I went on." As luck would have it, Eric encountered the dog for a second time that day and struck up a conversation with its owner. One thing led to another, and the dog's owner agreed to let him be the company's new mascot. Upon parting ways, Eric asked the dog's name. "Rufus," his owner replied. "I couldn't have picked a better name," Eric says, laughing. "That was a sign. The business name was Rescue Roofer, and our new mascot's name was Rufus."



...

Real estate agents are a large part of Rescue Roofer’s business, and this company knows that time is money. If needed, with their expedited inspection service, agents can obtain thorough, detailed inspection reports within 24 hours. Another service that many REALTORS® take advantage of is Rescue Roofer’s Roofing Advisor Hotline. “With our hotline, people can call in and actually ask questions to a professional roofer,” Darrin says. “Like a consumer, a real estate agent might also have a lot of questions about their client’s roof. For zero cost, our hotline can answer questions about repair, restoration, and replacement services we can offer them.”

This company strives to be an advocate for its Realtor partners. “At the end of the transaction, what does the Realtor want?” asks Darrin. “They want to sell a home or property and they want to make sure the buyers and sellers have a great experience. We come in as an advocate to help them through that.”

Something else that separates this company is its employee training. In addition to the elite knowledge and on-the-job experience that each of the roofers possesses, the advisors and production management team are T.E.A.M. Certified. “The idea behind it is that they can offer the Time, Education, and Assistance to enable customers to make the best decisions for their needs,” says Ethan Guttman, the company’s marketing coordinator. “We want to make sure the property owners we work with can sleep with their decisions. They’re able to take into account their budget and their specific roofing circumstance. We value giving customers all of the tools needed because we view that as being the best way to make them happy.”

When asked what they most enjoy about what they do, Eric, Darrin, and Ethan agreed: it truly is all about the customer. “What I found from the very beginning is that the construction industry was frustrating for homeowners; they don’t know who to trust or where to start,” Eric says. “We want our customers to have that sigh of relief that they’ve found a company that will guide them in the proper direction and really listen to them, then propose what’s best to them. That’s what keeps me going every day, to get in there and be empathetic to our clients and Realtors. Because, otherwise, I would



Eric Enriquez, Founder & CEO



Darrin Guttman, President & COO



Dan Leinonen, Roofing Advisor



Ethan Guttman, Marketing & Brand Coordinator

just be working for another roofing company and I wouldn’t get up every morning for that.”

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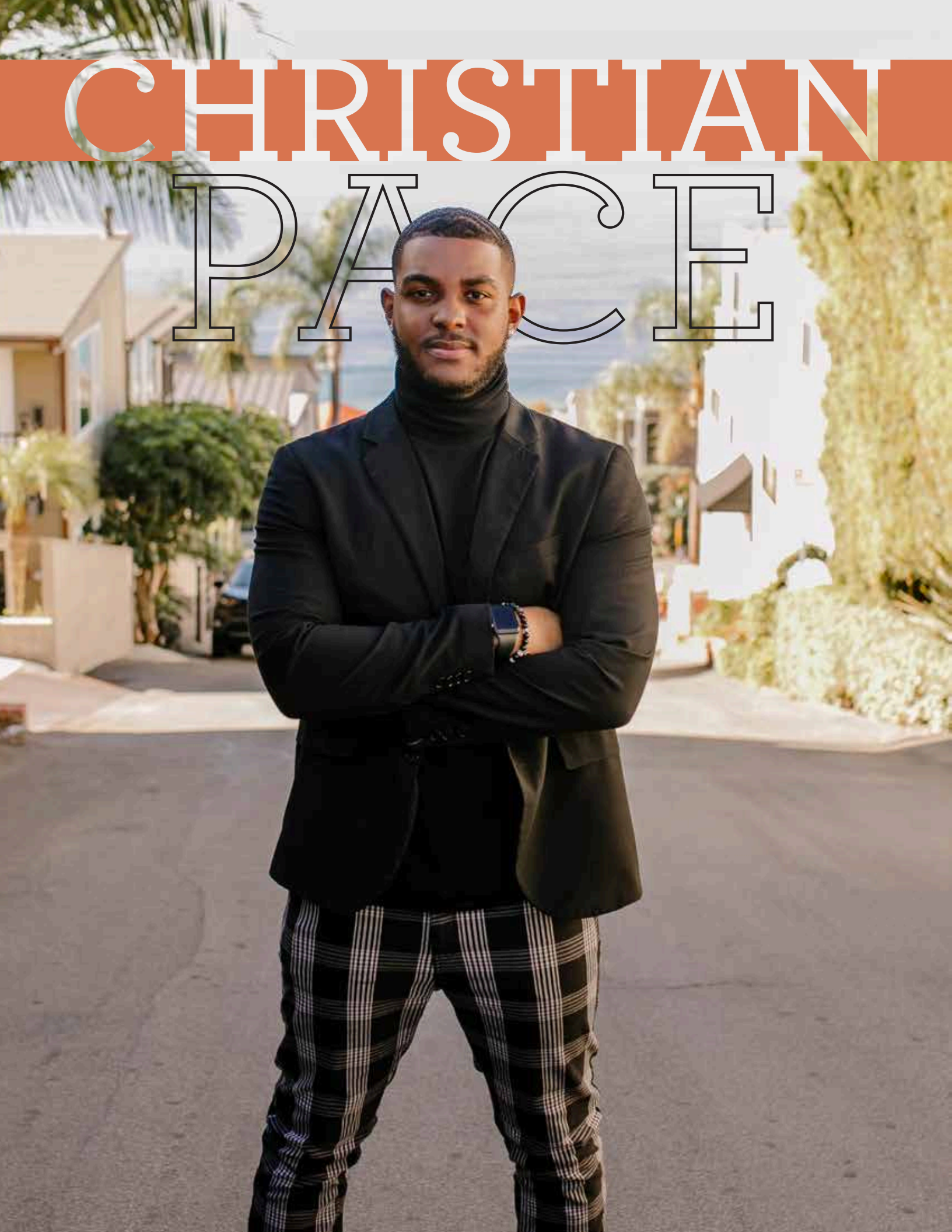
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# CHRISTIAN

# PACE

» rising star

By Lindsey Wells | Photos by Bodie Kuljian

## PASSION AND POSSIBILITIES

*It comes shining through when you work with someone who takes pure pride in what they do. If a person possesses a passion for what they do and those they serve, anything is possible. That sense that everything is possible is what clients experience when working with Christian Pace, a REALTOR® with Harcourts Signature Properties in Laguna Beach.*

It was 2015. Fresh out of high school, 18-year-old Christian was attending Riverside Community College (RCC) for musical engineering and business with hopes of later transferring to the University of Southern California on a partial basketball scholarship. Two years later, life, as it often does, threw Christian a curveball. He welcomed his first son into the world in 2017 and suddenly found that his priorities were shifting. While he'd never considered real estate as a career, his interest in the industry was piqued by a friend's mother.

"Ever since I was 17, she would tell me, 'Hey, Christian, you should really get into real estate. You dress well, people like you, and I think you would be great,'" Christian says. Already possessing a love for business and an entrepreneurial mindset, Christian took a leap of faith and got his license in 2018. To say he made the right decision would be an understatement. Christian is studying for his broker's license now and plans to take the test in 2021.

While he ultimately decided not to pursue a professional career in music or sports, for Christian, real estate serves as an avenue to still be able to experience both. "What makes me happy is that I get to work with musicians, I get to work with athletes, and do business—pretty much everything that I went to school for, all in one," he says. "I was just able to correlate everything that I love to do into one career."

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...

Christian says he couldn't have reached this level of success in real estate without his partner and best friend, Wali Rahman. "Since I started my real estate journey, Wali has been with me day and night. His goal is to create great content to be seen worldwide to expand his name and create a team," Christian says. "Wali and I had similar goals in regards to creating a worldwide portfolio with athletes and entertainers, and instead of doing it separately, we decided to brand together while bringing a new and exciting style and aesthetic to the realm of business."

Perhaps one of the things that sets Christian apart is his ability to listen, not only to the things that are being said but the things that aren't being said. "I'm passionate about listening to other people's stories," he says. "Some people have some really exciting stories that you would never, ever be able to hear if you didn't ask the right questions and sit back and listen. And listening and observing can often lead to discovering things that they might not have known about themselves."

Christian was born in Moreno Valley and currently resides in Riverside with his wife, Jasmin, and son, Carter, who will turn 4 years old in March. Christian and Carter share a birthday week—Christian's on March 24 and Carter's on March 29. "It's funny," Christian says, "every year I turn a different age, he's 20 years and five days younger." When they're together, Christian and Carter can usually be found out riding skateboards, playing basketball, attending art shows, or shopping. In his own down time, Christian's main hobby is playing basketball. If he's not working, he's dribbling a ball somewhere with his friends.

When asked to define success, whether personally or professionally, Christian sums it up perfectly: "In my opinion, I feel like anybody is successful as soon as they make a plan and start working towards accomplishing it. A lot of people feel like they're successful if they have a certain amount of money. Whatever the case may be, if you have an idea, or a goal, or a plan, write it down. Think about it constantly. Manifest it. Then, if you work towards it and do a few things every day that can really help you accomplish that goal, I feel like anybody can be successful."



Christian Pace (right) credits his business partner and content creator, Wali Rahman (left) for a great deal of his success.



Christian with his wife Jasmin and son Carter.

“

If you have an idea, or a goal, or a plan, **write it down**. Think about it constantly. **Manifest it**. Then, if you work towards it and do a few things every day that can really help you accomplish that goal, I feel like **anybody can be successful**.









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