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If you are interested in contributing or nominating Realtors for certain stories, please email us at [mark@realproducersmag.com](mailto:mark@realproducersmag.com)

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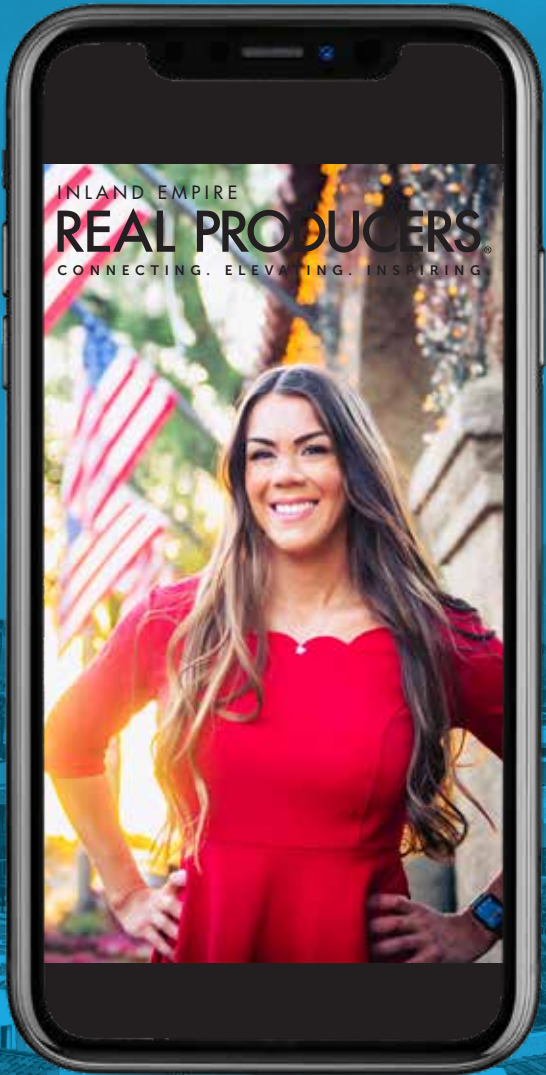
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## MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



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# Gabriela HANSON

Windermere  
Tower  
Properties

## **Born in Argentina, Gabriela Hanson is a first-generation immigrant.**

Her family moved to the US when Gabriela was 6 months old; she and her five brothers grew up in Long Beach and then later moved to Moreno Valley when Gabriela was a teenager. Gabriela started working early, finding an internship in Retail & Merchandising at 16 which led to an immediate job. In 2004 her aunt needed an assistant and so Gabriela started working for her and then got her license in 2006. She has worked in all parts of real estate as an office manager, transaction coordinator, escrow officer and short sale processor before becoming a full-time REALTOR® in 2014. Gabriela says that time and some great mentors helped her gain experience and skills that have helped her become efficient and organized with systems that help her business run like a well-oiled machine. She thrives on marketing and being innovative in this fast-changing market and finds the challenge of consistently doing things that are out of the box exciting. When she's not working or being a mom to Victoria (18) and Jesse (14), Gabriela loves to play soccer and does strength training and cardio five-to-six days a week. She competed in her first fitness competition last year and will do another one this year.





Gabriela with her kids, Jesse (14) and Victoria (18)



Gabriela with her Transaction Coordinator (and brother) Enrique Benitez and assistant Stephanie Flores

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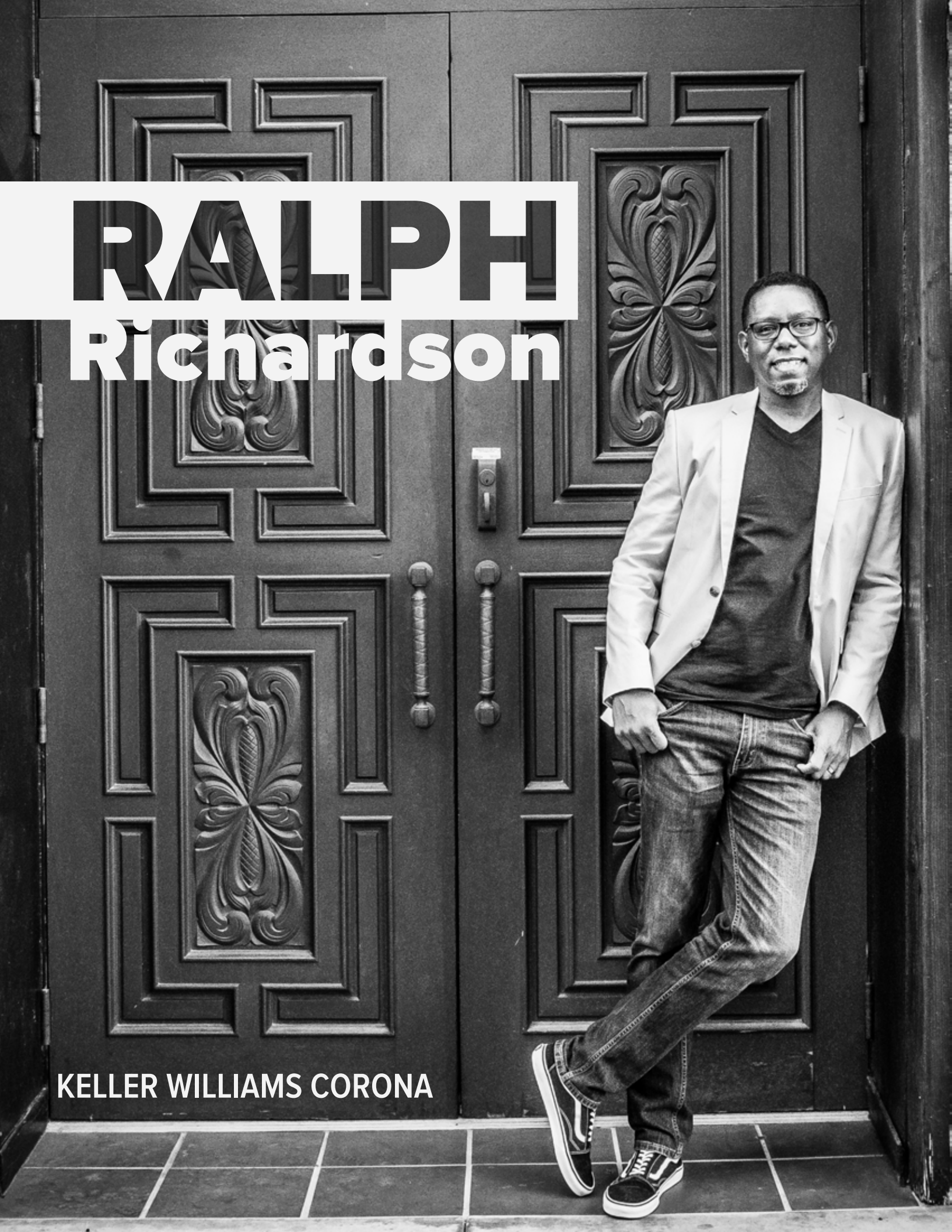
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*Title Talk*





# RALPH Richardson

KELLER WILLIAMS CORONA



▶ rising star

Photos By **Marissa Menezes**

**WHERE DID YOU GROW UP:**

I grew up on the beautiful island of Bermuda! Home of pink sand beaches and Bermuda shorts! As a kid, I spent most of my early years working as a deckhand on tour boats with my father. I have plenty of fish stories!

**HOW DID YOU GET INTO REAL ESTATE:**

My interest in real estate was piqued during my tenure at Butterfield Bank overseeing various construction projects. I really enjoyed working with the architects and contractors. Years later, my digital creative agency provided branding and website development services for real estate related companies like The Rancon Group, local mortgage companies and real estate brokers. I found the work these companies did to be fascinating and determined that if I ever switched careers, it would be in the real estate sector. Here I am!

**WHAT IS YOUR FAVORITE THING ABOUT WHAT YOU DO:**

Being a Home Buying Coach is one of my most rewarding roles as a Realtor.

**WHAT ARE YOUR HOBBIES/PASSIONS:**

I love getting outdoors and making EPIC memories with my family and friends! I spend ridiculous hours making dramatic films of our RV and camping trips, then we have huge watch parties with popcorn and a red carpet to relive the fun all over again! We've made over 100 of them now and it's fun to watch them with the kids years later.

**WHAT ARE YOU EXCITED ABOUT:**

I'm really excited about my volunteer work as Curriculum Director of The C3 Initiative ([www.thec3initiative.org](http://www.thec3initiative.org)) where we teach minority kids to code using story lines from the MARVEL cinematic universe. We've partnered with the City of Riverside, ESRI and other local tech companies to help prepare kids for the tech jobs of today and the future.

**DO YOU HAVE A FAVORITE LOCAL SPOT:**

I love to hangout in Downtown Riverside

...



“

I believe that true success is defined as having peace of mind. For me, this has meant shifting my emphasis away from the destination and placing my focus on the journey.

”

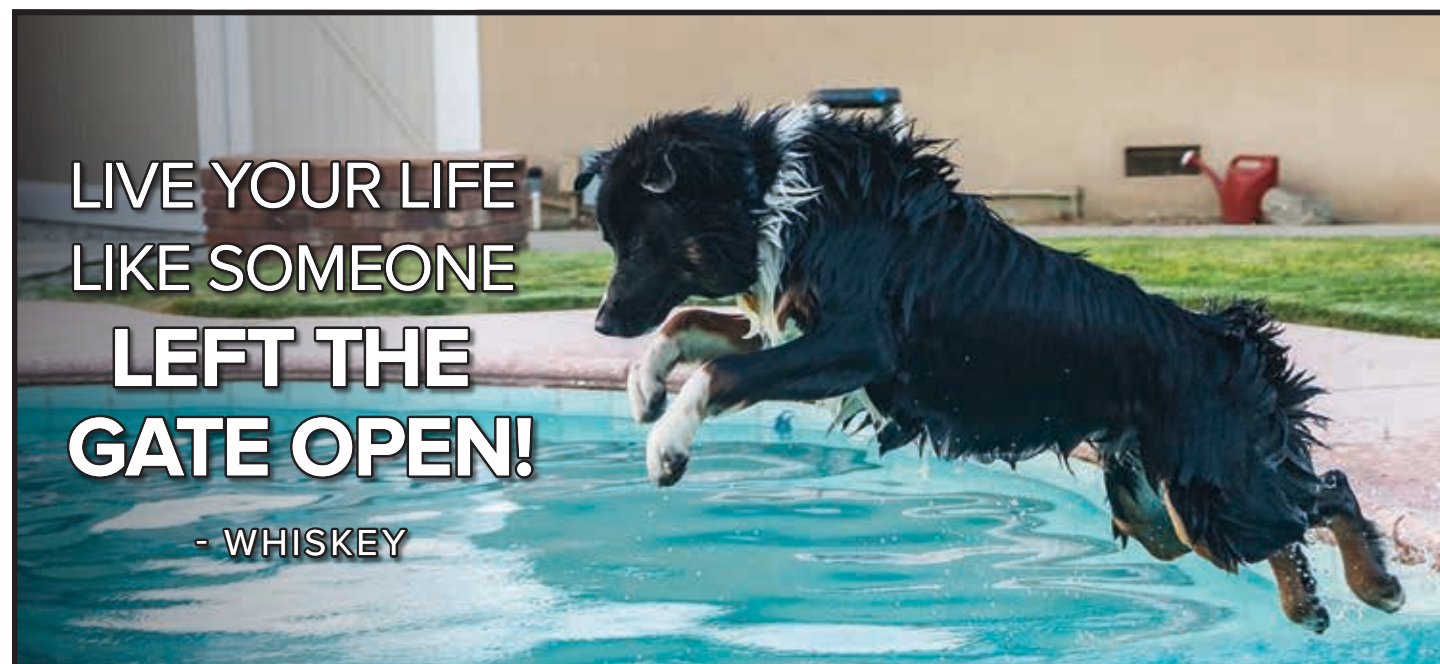
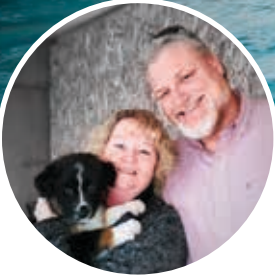
It has meant enjoying the process of learning, practice, and finding joy in the small daily incremental improvements. So I guess one could say, the quest for inner peace drives me to succeed.





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