

INLAND EMPIRE

REAL PRODUCERS[®]

CONNECTING. EDUCATING. INSPIRING.



MEGANN
CENTENO

OCTOBER 2021

LEARNING ABOUT TITLE INSURANCE
DOESN'T HAVE TO BE SCARY!

*I am here to help educate you and
your clients on all of your title needs!*



CHICAGO TITLE

Lavonne Benyola,
ACCOUNT EXECUTIVE

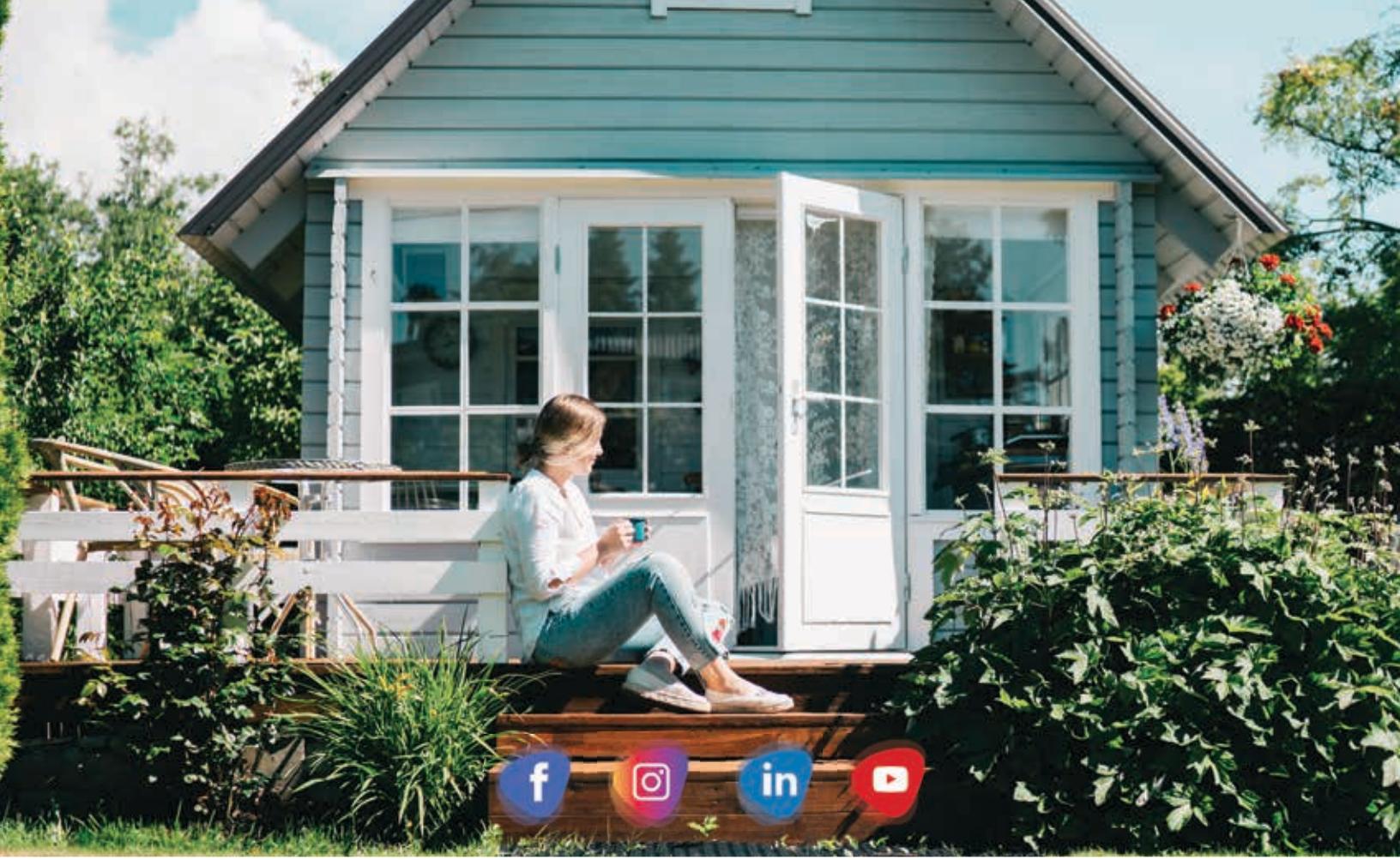
Territory - Redlands, Yucaipa,
Calimesa, Beaumont, Banning

Direct: 951-453-7380 | Office: 800-722-0824

Customer Service: 800-356-8299
lavonne.benyola@ctt.com

chicagotitleconnection.com

560 E. Hospitality Lane,
San Bernardino, Ca 92408



Lara Locke, Broker Owner

Lara@lockeyourloan.com
www.lockeyourloan.com

951.405.2454



How buying a home should be.
Nice and Simple



LOCKE YOUR LOAN

Lara Locke

NMLS 949406 BRE 01953203 CO. NMLS 1939219 CO. BRE 02092167

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. Locke Your Loan is an FHA Approved Lending Institution and is not acting on behalf of or at the direction of HUD/FHA or the Federal government. Subject property and borrower income and credit must qualify to USDA guidelines. Certificate of Eligibility required for VA loans.

TABLE OF CONTENTS



06

Preferred
Partners



08

Rising
Star:
Rana
Alhilo



12

Chicago
Title



14

August
Magazine
Reveal
Lunch



16

Cover
Story:
Megann
Centeno



22

Featured
Realtor:
Tessa
Wilkerson

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# 184795



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, (609) 935-6342. Licensed in all states but UT, AZ Mortgage Banker License #922450; Licensed by the Dept. of Business Oversight under the CA Residential Mortgage Lending Act; Ca Residential Mortgage License #22495; Illinois Residential Mortgage License; MA Mortgage Lender/Broker License #MC-6521; MO branch: 1115 Remington Plaza, Suite A, St. Louis, MO 64083, Licensed by the MO Dept. of Banking and Insurance, Licensed Mortgage Banker - NYS Dept. of Financial Services, 152 Madison Ave., 23rd Floor, New York, NY 10016; RI Licensed Lender; 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. 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

Help Your Clients Conquer Competitive Bids



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 Ridgegate 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





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

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
Robert Maletti
(909) 213-8923
www.ChicagoTitle
Connection.com

HOME INSPECTION

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

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

REAL ESTATE
TECHNOLOGY
& MARKETING

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

MORTGAGE

American Financial Network
Steve Rodgers
(909) 772-8138
www.loanmover.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

MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



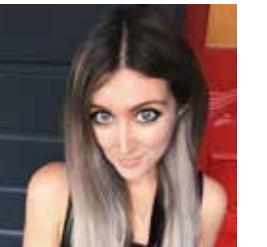
Mike Maletich
Co-Publisher



Marissa Menezes
Co-Publisher &
Photographer



Chris Menezes
Writer



Lanie Schaber
Ad Strategist



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.



Cronees
Technology Co.

**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

f Cronees

Croneestech

RAINA ALHILO

Rana Alhilo credits her ability to connect with people as one of the secrets to her success in real estate. "I'm like a chameleon.

I can morph into anything if need be. Being me has been working for me, using humor and keeping things light is how I like to live life. Not taking life too seriously is another key to my success."

Prior to real estate, Rana was a manager at a restaurant. The long hours and lack of stability in the restaurant world made it difficult for Rana who is a single mom to Leila and Aiden. She started with Fadi Haweileh and his brother Ibrahim even before they experienced all their success with Pacific Realty Group and has never looked back! "My favorite thing about working with Fadi and PRG is the vibe. Everyone has such good energy, and we all try to stay positive and keep things fun. Fadi and his brother Abe are two of the most generous and loyal guys I have ever met. Having them behind me

has given me the boost that I needed coming from where I was in the past."

Rana loves walking through properties and seeing the beauty in which some people get to live in. It really is your sanctuary at the end of the day and some people's sanctuaries are pretty damn cool. I really enjoy that. It's like walking thru an art piece in some of these gorgeous houses and She says, "It also feels pretty good to make people's wishes a reality." When she's not working, Rana loves cooking, bicycling, running, hiking, traveling, and exploring the world and all its beauty. She also loves interior design and fashion. Rana says "I couldn't do any of this without my biggest fans, my mom and dad. They are two of the most amazing people in my life. Helping me with my kids and anything I need. I seriously hit the parent jackpot with these two. Ghada and William Hilo are my heroes, and I will forever look up to them!"



► rising star

Photos by Marissa Menezes



66 **I'M LIKE A CHAMELEON.**

I can morph into anything if need be. Being me has been working for me, using humor and keeping things light is how I like to live life. Not taking life too seriously is another key to my success.



chicago Title

Patti MacGregor,
Robert Maletti,
AND
Lavonne Benyola





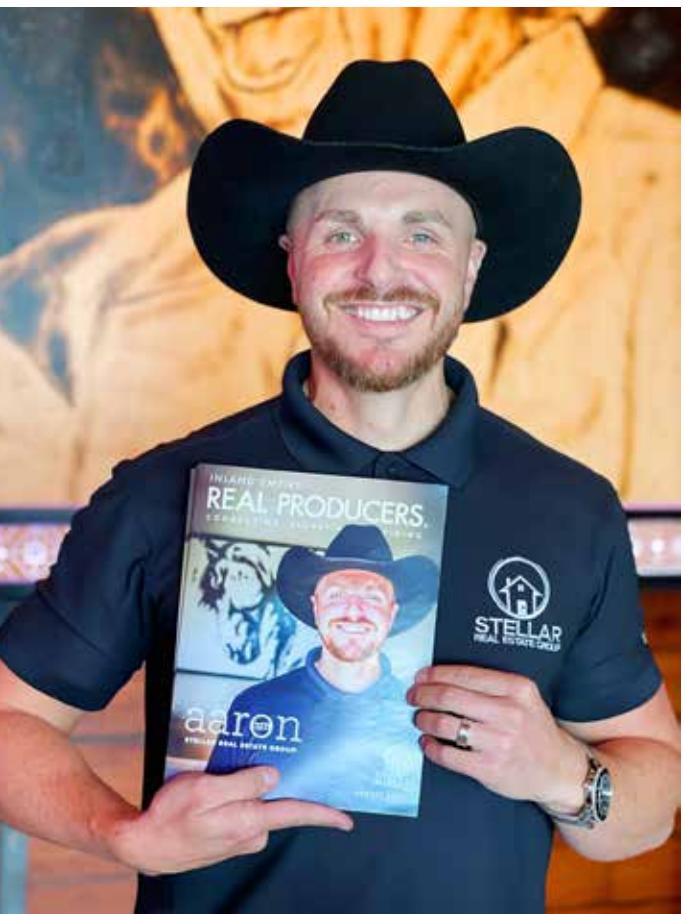
August Magazine Reveal Lunch —Mama Por Dios—



Greg Terry



Brittney Jeanson



Aaron Stel



MEGANN CENTENO

OMEGA REAL ESTATE

COVER STORY

Newlywed Megann Centeno's entry into real estate was a fluke. Growing up in Ontario she had been working at a compressor manufacturer in Corona as a procurement specialist and was laid off. She reached out to a mom on her slow-pitch softball team and, fortunately, her husband was hiring an administrative assistant for his appraisal and real estate business. Megann interviewed, got hired and the rest is history.

Megann says, "I am proud of myself. I have come *very* far and would never have

imagined being where I am now. I was my own worst enemy: on a bad path, making bad decisions, living check to check, broke, not trustworthy, selfish, and drinking way too much. This was about seven years ago. To think about where I was compared to where I am and what I have made of myself, I look at myself and say...*I am proud.*"

Megann is now co-owner (with David Spears) of Omega Real Estate. In addition to creating her own success, she is building a team that is helping

others find success "I am excited to watch all of my agents grow. It makes me so happy to watch my agents go from renting to buying, from decent cars to NICE cars, from being single to getting married, from no babies to growing cute little families. I love witnessing and being a part of this with them." Megann loves the feeling of giving her clients the keys to their new home or successfully selling a home and making her clients lots of money.

In addition to work, Megann is busy playing softball twice

a week, including a team made up of her real estate team, working on her house and making it beautiful with her wife, Janeth, hanging out with family, and taking their dogs to different dog-friendly restaurants. "I am excited about my future in business and personal life. I am excited to keep growing our team with amazing agents, have Omega continue to blow up, and help more families buy and sell. I am excited to have babies and be a mom and am excited to continue my life with my new wife."

“

I AM PROUD OF MYSELF. I HAVE COME VERY FAR AND WOULD NEVER HAVE IMAGINED BEING WHERE I AM NOW.

”



Megann and Janeth Centeno



Co-owners Megann Centeno and David Spears

AGENTS:

Alyssa O'Connor
Mario Sotelo
Zach Blount
Mark Peckham
Shade Spears
Anthony Johnson
Maisie Andrade
Marcus Yzaguirre
Rose Rodriguez



“

I AM EXCITED
ABOUT MY
FUTURE IN
BUSINESS AND
PERSONAL LIFE.

”



► featured realtor

tessa Wilkerson

PROVIDENT REAL ESTATE



Tessa Wilkerson with her husband Brian Costello, their dog Sophie, and cat Sean Connery.

Where did you grow up?

I grew up in Riverside, CA!

How did you get into real estate?

I always dreamt of getting into real estate when I watched my grandmother selling homes in Big Bear, as a child. After high school, I worked as a law assistant for a number of years, but I did not feel fulfilled. My now-husband convinced me to get my real estate license; he always believed that I could do it, and the rest is history!

What is your favorite thing about what you do?

I would say my favorite thing about my career is my ability to help people navigate the largest financial decision of their lives; plus, I get to put a roof over their heads that is their own, not the landlord's!

What are your hobbies/passions?

I am very passionate about animals!! I have a dog and cat who are so sweet, and I absolutely love them! I also volunteered at the shelter near my house and it was such a fulfilling experience. I am also a car enthusiast. I just got married, and all I wanted to do beforehand was rent a supercar.

What are you excited about?

I'm really excited about the future of real estate, specifically the way COVID has changed the market. Now that people have seen that working from home is viable, there have been mass migrations from large metropolitan hubs, into less expensive, inland markets. We are truly seeing a BOOM in Riverside County.

Do you have a favorite local spot?

I love walking along the bamboo-intertwined paths between the two lakes that make up the Dos Lagos shopping and dining outdoor mall! I find it super peaceful.

What do you feel is one of the secrets to your success?

I try to maintain a positive outlook no matter what happens. I am constantly learning from training, podcasts, and books, and I am confident in my listing ability. I have the grit to keep going even after 100 "nos".

What do you do to keep bringing the fun and playful energy to your work that you are famous for?

I truly love what I do, and I am so blessed to work with my husband who has the same sense of humor. We play off each other and laugh with each other over the smallest thing. I try not to take myself too seriously.



What is your favorite part of your job?

I love to win and nothing feels more like a win than when I'm walking out the door of a listing presentation with a signed contract.

What's your secret for living a full life and how do you make it all happen?

I couldn't do the level of production that I do without my team and Briguy, my husband! My listing manager, Sherissa Love, and broker Nazar Kalayji do everything in their power to help me transact at the highest level possible and give our clients the best level of customer service! I've learned so much from them.

•••

...

“

*I truly love what I do, and I
am so blessed to work with my
husband who has the same
sense of humor.*

We play off each other and laugh with
each other over the smallest thing. I try
not to take myself too seriously.

”



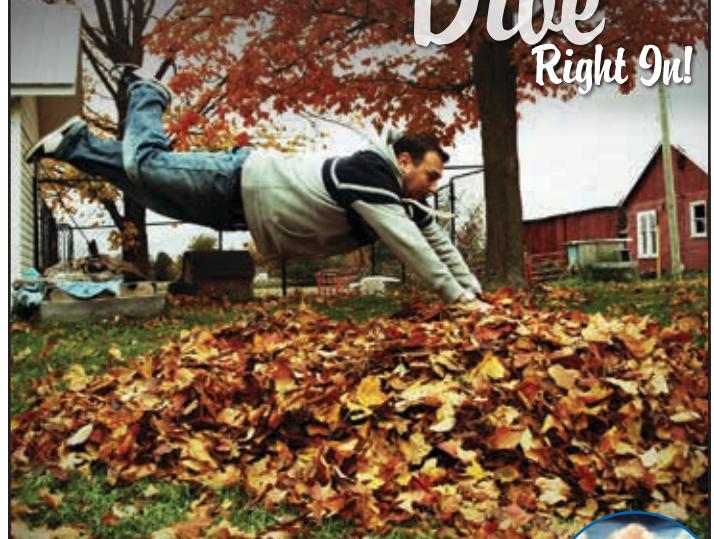
GET EVERY ISSUE ON YOUR PHONE

DOWNLOAD OUR MOBILE APP

Search Digapub - Choose California - *Inland Empire Real Producers*.



Finally - A Home Inspector
Who Isn't Afraid to **Dive** Right In!



Greg Terry is Honored to be Inland Empire's Home Inspector of Choice!



951-351-1855
gtdpi.com

Service You
Will **Fall** For!

AMERICAN FINANCIAL NETWORK INC.
FINANCING THE AMERICAN DREAM



Steve Rodgers "Captain America"
Branch Manager • US Army Veteran

NMLS #242955
Cell: 909.772.8138
10 Pointe Dr. Brea, CA 92821
Corp NMLS 237341
LoanMover.com
Steve@loanmover.com

VA FHA USDA, DPA HECM (Reverse) Conventional

I Finance The
American Dream!

And I Insure The American Dream!



Connie K. Blake
Blake Insurance Agency/
Insurance Broker/Agent
Lic. #OB41780
Phone: 951.736.1525 Fax: 951.746.1581
4193 Flat Rock Dr. • Suite 200 • Office #289
Riverside CA 92505
www.blakeagency.com
connie@blakeagency.com



Auto • Home • Life • Health • Medicare Supplements
Dental • Business • Commercial

EASY
branding

FOR EVERY 6 GIFTS ORDERED, RECEIVE 2 FREE!

Take advantage of our fall promotion and stay ahead of the busy holiday season! Incorporate Cutco Closing Gifts into your business and build relationships that last through 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



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



YOU WILL
FALL FOR
25% OFF

CUTCO
CLOSING GIFTS

HELPING REALTORS® RETAIN THEIR CLIENTS IN THE INLAND EMPIRE FOR OVER 22 YEARS



FINANCING THE INLAND EMPIRE
One Community at a time.

\$360
MILLION
CLOSED IN 2020

AVERAGE
CLEAR TO CLOSE
13-15
DAYS

PARTNER
PORTAL
LOGIN 24/7
KNOW WHERE
YOUR BUYERS STAND

CLOSE IN 21 DAYS OR LESS,
NO HIDDEN FEES & LOW RATES.

REACH OUT TO ONE OF OUR
LOAN SPECIALISTS TODAY!

