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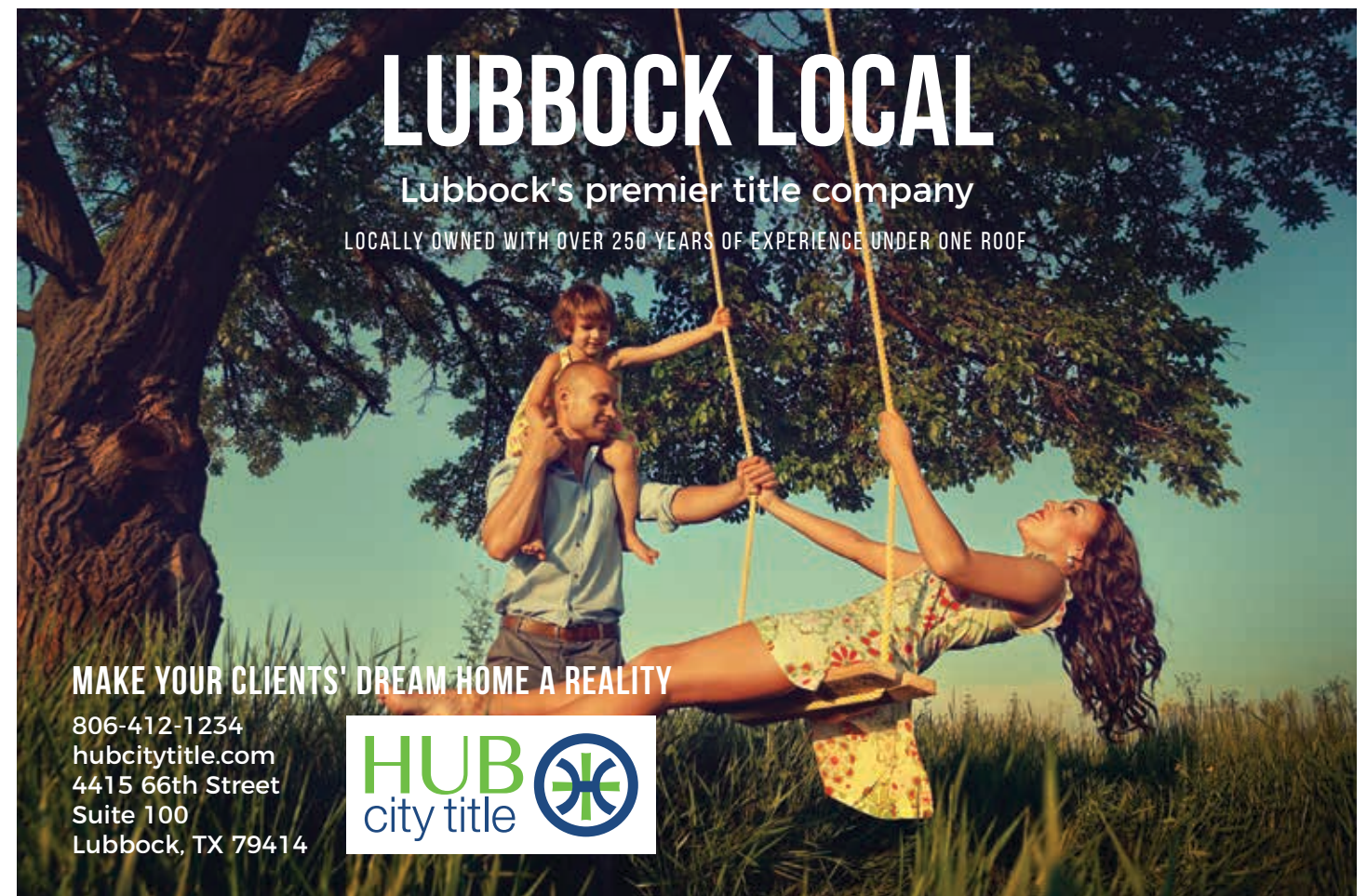
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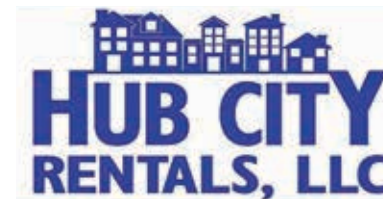
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Story by Jacki Donaldson
Photography by Angela Diamond Photography

Jessica

A L B A R E S

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The vision board that sits in Jessica Albares' closet is a testament to the hardship she has endured and the hard work she has invested in building a life for herself and her family. It displays reminders of bills she was once unable to pay, pictures of a house and a car that she used to dream of purchasing, photos of her children, affirmations like "You Got This," a photograph of her and her brother dancing at her wedding, and another photograph of her and her sister when they were younger. Jessica's vision board has helped her focus, has shaped her mindset, and has set her on course for crushing her goals in real estate.

The 39-year-old Lubbock native and REALTOR® closed \$18 million last year. Ten years ago, though, she could not afford to get her real estate license.

After graduating from high school, Jessica immediately started working full-time, first for an employment placement company and then as a general manager for a limousine company for six years. After the limo company owner laid her off, the mom of three young sons spent two years searching for the right job but couldn't find one that paid a decent wage to raise a family without a college degree. She had long wanted to work in real estate to

break a generational curse of working so many hours just to live paycheck to paycheck, but the fee to take classes and get her license stood in her way — until her brother, Jimmy, who was serving in the Army in Iraq offered to help.

"He called me on Skype one day and asked what I was doing," Jessica said. "I shared with him that I was looking for jobs, and he said, 'I thought you wanted to be a REALTOR®?' I told him I did but didn't have enough money to pay for the classes. He said, 'Here's my debit card. Go get your license and sell some houses.'"

**“
I buckled down,
focused on real estate, & worked
for four different brokerages trying
to find myself.
”**

Jessica got her license on March 31, 2012. After just two weeks, she had one house under contract and another one listed. She did well her first year, had an amazing second year, and was set to have an even better third year when

...





“
We have gone through
so much that doing
all the things I said I
would do is surreal.
”

...

tragedy struck. In April of 2014, Jessica's brother, Jimmy, who had returned from Iraq and had PTSD, took his life. Jessica, one of five children who had previously lost an older brother and older sister, was so crushed by the loss that she was not sure she could continue in real

estate. “It took me almost four years to find my way,” said Jessica, who struggled with her mental health as she was also diagnosed with PTSD and severe depression and found herself questioning whether she wanted to continue her story.

Finding the strength to crawl out of her darkness, Jessica began working on her mindset. She poured herself into prayer and listened to Christian music. “I told myself that my brother believed in me and invested in me and that I would believe and invest in myself,” she said. “I buckled down, focused on real estate, and worked for four different brokerages trying to find myself.” Three years ago, Jessica found a fit with eXp Realty, and last year, she launched The Jessica Albares Team, which includes her husband, Andrew, one of the agents on the team and Jessica's biggest supporter. She also earned the ICON agent award that puts her in the top 3% of eXp Realty worldwide.

Real estate has opened a lot of doors for Jessica, who was able to purchase a home two years ago and bought herself a brand-new Lexus off the showroom floor. She no longer receives “past due” notices in the mail or worries about whether her kids will have enough to eat. “We have



gone through so much that doing all the things I said I would do is surreal,” said Jessica, who just recently sold a million-dollar home this March.

Jessica's journey has not been easy, and still, she spends most of her moments hard at work. Finding herself awake and looking for houses at 3:00 a.m. is not uncommon as she is committed to caring for her clients. She is also committed to caring for her family and finds joy in spending time with Andrew and her sons (Diego, 21, and twins Drew and Dominic, 18) and watching sports and UFC fights during her downtime. “Singing is also one of my favorite hobbies,” she said, naming Selena, the “Queen of Tejano music,” as her inspiration. When she was younger, she considered Selena a role model. She thought it was cool to be Latina, beautiful, talented, smart, and an inspiration to the Hispanic culture, which is exactly what Jessica is striving to do in the Lubbock community as a young female REALTOR®.

Reflecting on her path to success, Jessica is grateful to be where she is now. “I thank God above all else,” she said. “I wish my brother were here to share in it. I really do. But I know he is watching over me, and I know he is proud of me and what I am becoming. I know he is.”

Every day, 22 veterans — one every 65 minutes — lose their battle to post-traumatic stress on American soil. To learn more and to help save lives, Jessica recommends visiting <https://Itribefoundation.org>.

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Jessica's brother, Jimmy



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Q&A with President Rich Eberhardt

Q: How is the TREPAC investment year going? Are we on track to reach our goal?

Rich: Yes! We have had four successful events for the fundraising year: TREPAC for Turkeys, Bowling for TREPAC, the Major Investor Dinner, and Casino Fiesta. We are well on our way to reaching our goal by the end of September. And we've got several auctions, the Double T Golf Tourney, and the Clay Shoot coming up later this summer.

Q: If I wanted to become a major investor but can't write a check for \$1,000, how would you recommend getting to that amount during the TREPAC year (from October 1 to September 30)?

Rich: Becoming a major investor is easier than you might think. Every



▶▶ letter from the president

By **Rich Eberhardt**, Lubbock Association of REALTORS®

TREPAC event you participate in throughout the year goes toward your total investment. When you combine the events and the auctions, you'll see how fast you can get to that major investor level. You can also set up a monthly investment of \$84, which will get you to the major investor level by the end of the year.

Q: I've also heard about President's Circle. What is it, and how does it work?

Rich: TREPAC supports private property rights in Texas. The President's Circle is made up of REALTORS® who contribute directly to REALTOR® Champions at the federal level. President's Circle members give directly to candidates who are in

need of additional REALTOR® support. As a President's Circle member, you get to choose who your donation goes to from a list of RPAC supported candidates.

President's Circle members are invited to an exclusive three-day conference each year to interact with other members and to hear from nationally known speakers. Past speakers include Laura Bush, Tom Brokaw, Kellyanne Conway, Mike Pompeo, Mark McKinnon, etc.

Q: What is the cost to be part of the President's Circle?

Rich: Once you're a major investor, you can become a President's Circle member. The annual amount is \$2,000 and can be broken up into four payments of \$500 made throughout the year. We just got back from the Bahamas, and next year, it will be held at an all-inclusive resort in Cancun, the Moon Palace. NAR pays for three nights of the hotel, and the LAR will reimburse you for the conference registration. It's a great way to support elected officials who support your profession.

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Story by Carissa Reddick
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REMIINGTON REEDER

Hub City Home Inspection



“He has shown you, O man, what *is* good; And what does the LORD require of you But to do justly, To love mercy, And to walk humbly with your God?” If you’re a faithful student of the Bible, you may recognize this verse from the book of Micah 6:8. If you are familiar with Remington Reeder, owner of Hub City Home Inspection, and his family of four, you may also know that this verse is their personal family credo.

This verse shows up in how Remington has loved his wife, Zan, for the past 10 years, and it serves as the foundation for how he nurtures his two wonderfully silly children, Atlee, their 7-year-old daughter, and Lincoln, a boy with only four rambunctious years under his belt. At home and in business, for Remington, the question is always, “What is required? What does God require of me? What do my wife and children require? What does my work require if fairness and righteousness are my goals?”

A year ago, when the Reederes moved to Lubbock from New Mexico, Remington knew he had the skills to exceed every requirement of a home inspection expert. Not only was his father a home inspector before him, but at only 38 years old, he’s successfully owned and operated multiple businesses, always keeping quality customer service at the forefront. Hub City Home Inspection reflects his commitment to integrity. He encourages clients to walk through the property and inspection report with him as he uses the property as a visual aid to provide a more satisfactory buying and selling experience. He finds joy in educating clients on subjects that are often overlooked by the untrained eye but could cause real issues down the line for the investor. Remington strives to get the most crucial information to your clients, in a timely manner, in a way they can understand.

Hub City Home Inspection strongly encourages questions. Have you ever purchased a home, or anything for that matter, just to realize in the not-too-distant future, you should have asked more questions or taken a friend’s advice? Well, that’s when Hub City Home Inspection steps in. The company is that friendly voice on your shoulder, asking and answering the questions you didn’t know to ask. “This closet is the perfect size,” exclaims

...

the wife. “The backyard’s got plenty of space for my workshop,” remarks the husband. But when is the last time a prospective client has asked you about the expected lifespan of the heater? When was the last time the date was checked on it? Is the thing even connected properly? How’s the drainage in this building? Are we working with cast iron drains, or are they PVC? What even is PVC?



The dedicated workers at Hub City Home Inspection don’t expect your clients to have all these questions, and they certainly don’t expect them to have the answers. They only invite them to have faith in the team’s mission to put the property to the test so that they can offer their clients the peace of mind that comes with making an aesthetically pleasing, in-budget, and structurally *and* mechanically sound investment. It’s just the right thing to do.

In this line of work, Remington has been blessed to be an advocate and helper to people from all walks of life, which has brought him immense joy. For him, his work is not about telling a client what they want to hear; it’s about telling the true-to-life story of the property that they need to know. It’s about doing what’s required to get the job done right the first time. He understands, respects, and even appreciates that he is a part of something much larger than himself, a cog in the home-buying process. It’s not ego. It’s service.

Few things bring Remington more satisfaction than a job well done. A visit to the park in the company of Zan, Atlee, and Lincoln, a deep dive into the Word of God with loving friends over coffee, and a good game of golf on a crisp, cool Saturday morning are just a few things that come to mind. But what can compete with all that?

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The Sellers Realty

Lisa Sellers always wanted to be a wife and mother, working from home while raising her children. She spent 14 years managing her home-based jewelry business while the children were small, and as they grew older, she realized she would be able to invest more time into her career. She followed her father's advice and studied for her real estate license, which she has held for the last 18 years.

"I am laser-focused on whatever I'm working on," Lisa said. "I'm an all-in personality type." With her faith firmly rooted in the Lord, Jesus Christ, and her deep family ties, Lisa finds true joy in service to others, which is how she approaches her real estate calling. The most fulfilling part of her work is knowing that she supports satisfied clients and newfound friends. Her trustworthy nature guides her in seeking fair and honest relationships, which shines through her work.

Lisa's husband, Jeff, is her best friend and business partner and the broker for their company, The Sellers Realty. They have five children, whom they fondly refer to as "The Fab Five." Brandon Adkins, their eldest, and his wife, Larissa, have a beautiful daughter, Scarlett. Brandon is a true leader who can do anything he sets out to accomplish. Brooke Newsom and her husband, Glen, have two children,

LISA SELLERS



“
I AM
LASER-FOCUSED
ON WHATEVER
I'M WORKING ON.

**I'M AN ALL-IN
PERSONALITY
TYPE.**

”
...
Alex and Abby. Brooke is a licensed REALTOR® and works closely with Lisa in the family business. Brittany Barela, the middle child, is the superintendent for Christian Preschool Centers. She and her husband, Jonathan, have four daughters, Annabelle, Olive, and twins Maggie and Eloise. Brenna, the fourth child, is married to Zach Corgill, and they have two children, Lennox and Weston. Brenna stays home with the children and is an invaluable

“ TRY NOT TO BECOME A MAN OF SUCCESS,

BUT RATHER TRY TO BECOME A MAN OF VALUE.”

resource for Lisa’s marketing and technology questions. The last in the lineup is Bryce Adkins. He works in real estate also as the operations manager of a real estate investment company based in New York.

Lisa grew up in Lubbock and is constantly amazed by its growth. She loves talking with people and hearing their “why” about moving to Lubbock and what they think of the city. She believes in the American dream of homeownership and capitalism and acknowledges



that owning real estate builds wealth. She’s passionate about helping people find a piece of land to call their own. Her faith and love of God and family have helped shape every step of her life.

As a REALTOR®, Lisa has served on the board of directors for the Lubbock Association of REALTORS® (LAR) for two consecutive terms, many committees for LAR, and many civic and Christian organizations. When asked what advice she would give to a new agent, Lisa replied, “Serve in our association and other service organizations. Our profession is one of service; God will provide for us as we serve others. Enjoy what you do and make friends out of clients and fellow REALTORS®. Our profession allows us to touch many lives!”

“Try not to become a man of success, but rather try to become a man of value.” Lisa Sellers’ philosophy toward her family, business, and life, in general, is very much rooted in those words. “I don’t want to try to be someone of success, but I try to offer value to others.” She wants to be remembered as a servant of Christ who loved well.

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smith

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When did you start your career in real estate?

I started in March of 2014 when I was 23 years old, just a baby.

What did you do before becoming a REALTOR®?

I went to Texas Tech and got my degree in psychology, focusing on criminology. Fresh out of college, I worked with offenders in a competency restoration program. I planned to become a criminal psychologist, but I quickly learned that I just couldn't help getting too attached.

What led you to become a real estate agent?

My husband, Matt, and I bought our first home in 2013 when we were 22 years old. We were young and poor and crazy, but we had the best REALTOR®, Cindy D. Williams. She was so patient with us, bless her heart, and I fell in love with everything about the whole process. My husband's dream was to be a home builder, and real estate just made sense. So I spent the next year or so, off and on, working toward my real estate license, and when financially possible, I quit my job and went all in.

What is most fulfilling about your work?

I think owning real estate changes lives. It sets people up for success and for financial freedom.

Buying that first house at 22 was crazy to some, but it 100% set us up for financial success. We wouldn't be where we are without purchasing that first home.

How does real estate fit into your dreams and goals?

My husband and I have taken turns holding the reigns. We're very much a team. He got a great job right after we got married, which allowed me to quit my job to pursue real estate. Then I started doing enough business, and he quit his job to start a homebuilding business of our own, SmithCo Homes. Now that we both finally have our feet under us, we've been able to purchase investment properties. Of course, we want to do more business and own more real estate, and we have other aspirations, but I think 22-year-old me couldn't have dreamed we'd be where we are now at 31.

What sets you apart?

I would like to think my personality sets me apart. I want to keep the process fun, easy, and stress-free for my people. A new chapter is an exciting thing but can be a tough transition. I want my clients to feel like they can rely on me to keep things smooth, not add to their stress. I have also acquired a pretty nice balance of fiercely protecting my clients while getting along with the other parties in the transaction. To me, everyone working together for a win-win is better for everyone in the end.



TEXAS STANDARD REALTY

“ A new chapter is an exciting thing but can be a tough transition. I want my clients to feel like they can rely on me to keep things smooth, not add to their stress.

What advice would you give a new agent?

Know what you know and know what you don't know. Most people will be more impressed with you saying you can find out the correct answer than if you pretend to know something you don't. Be honest. Be genuine. You're walking people through the biggest sale or purchase of their lives, so don't take that lightly. Also, do all the things, even when they seem like a waste of time. In the beginning, practice and repetition is your best friend. Help other more experienced agents. I learned so much from helping other agents during the first couple of years of my career.



Photo by Erin Cristo Photography

Tell us about your family and what you all enjoy doing together.

Matt and I have two kids: Brant (5) and Blair (3). We have so much fun with them now that they're getting a little bit older, and we can take them everywhere. We are both Tech alumni and enjoy attending as many football, basketball, and baseball games as possible. My husband and I have a bucket list that is 90% sporting events that we want to attend in our lifetimes. At home, we play soccer in the backyard, play games, watch movies, dance, and be silly.

When you aren't working, what's your favorite way to spend time?

I love a good book, a classic movie, and a good ol' girls' night, but my favorite pastime is probably planning our next trip. I'm not a big fan of staying in one place for too long. Plus, having something on the calendar to look forward to is always fun.

How do you define success?

I think a good measure of success is if you're living the life you want to live. Dream up what your ideal life looks like, and once your life looks like that, you've made it.

What do you want to be remembered for?

I want to be remembered for living a joy-filled life, for being a happy, content person who brings happiness to others and shares the joy that only comes from Jesus. I want to be remembered by my kids as being a good mom. I want them to pass down stories of fun times and fond memories they have of growing up.

What are you most grateful for?

I'm grateful for Jesus because He brings me joy, He sustains me, He gives me grounds to stand on when everything else is shaky, and He hears me, protects me, comforts me, and so much more. I'm grateful for forgiveness because we all mess up sometimes, and I'm

thankful for my husband — he's just more than I deserve — and for my beautiful babies, my parents, and my brother and his family. And for all of the amazing and supportive ladies who surround me.

What is something that not many people would know about you?

Matt and I were blessed a few years back with an opportunity to go to Israel. It was the MOST INCREDIBLE trip of my life. I can't wait to go back. While we were there, we were baptized in the Jordan River together. It was a pretty insane experience, one I'll never forget.

What does the future hold for you personally and professionally?

Matt and I both have brains that move 100 miles per hour, so the sky's the limit. I think we will both forever be in real estate; it's truly what we love and are passionate about. We will continue to grow both of our businesses and invest locally and grow our short-term rental portfolio. I think the future holds a lot of travel; a lot of watching my kiddos grow, learn, and get involved; and, hopefully, having loads of fun and even more laughter!



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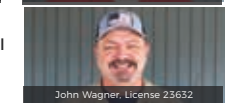
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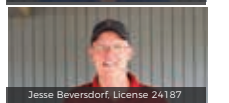
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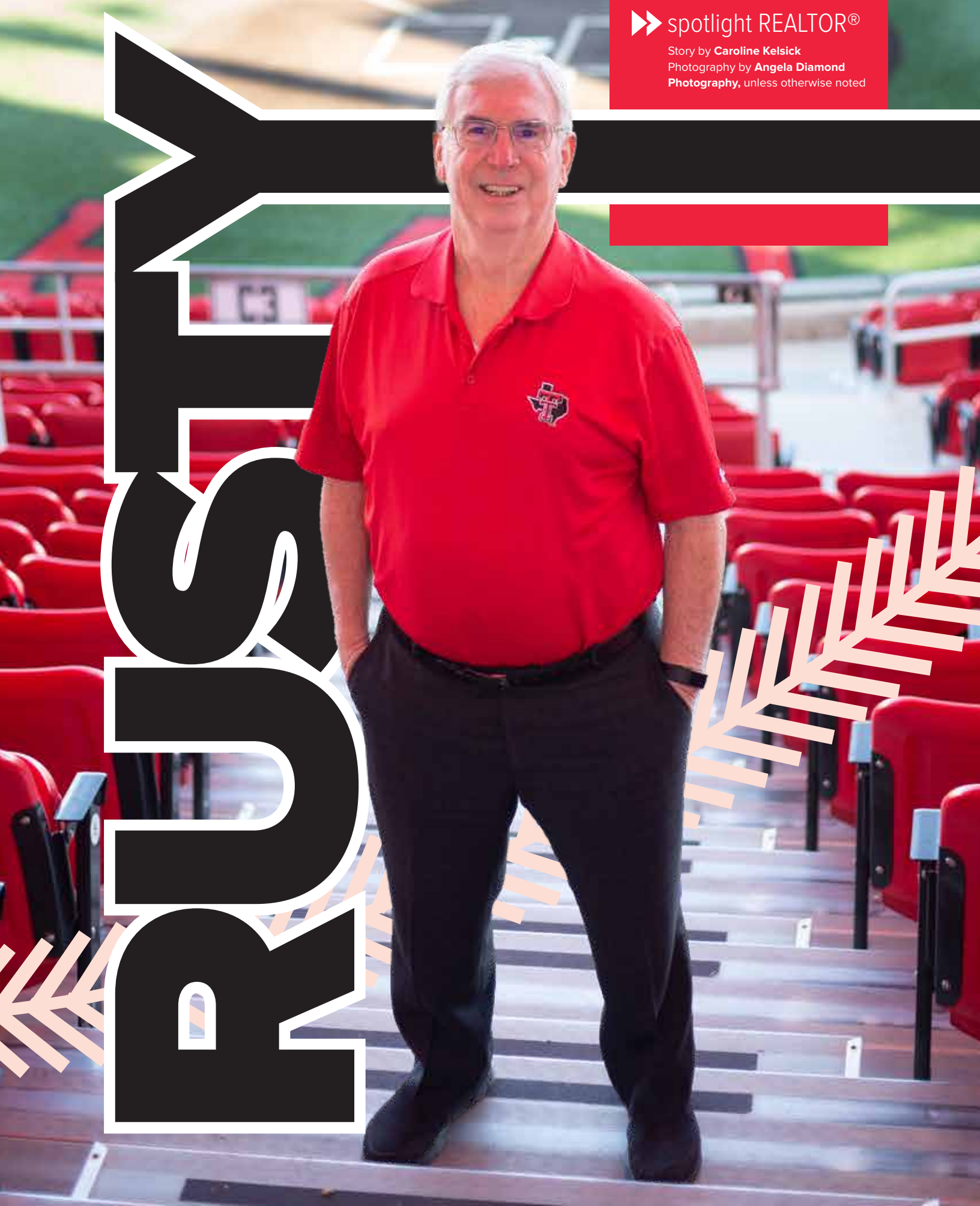
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▶ spotlight REALTOR®

Story by **Caroline Kelsick**
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DELOACH

RE/MAX Lubbock



Many people define success in terms of monetary gain, awards, or recognition. Rusty DeLoach defines success in terms of the happiness of his clients. Buying or selling a home can seem like a challenge for many. The various moving parts may swell in comparison to the excitement for the next step in life. But Rusty strives to make the process as seamless and pleasant as possible for each client he serves. “When my clients are happy, I am happy!” he shared. “Buying or selling a home should be an enjoyable event.”

Rusty came to his profession in real estate in 1996. Before becoming a REALTOR®, he attended Texas Tech University, earning his bachelor’s and master’s degrees in education. After graduation, he taught English and coached baseball. Although he loved his work, he grew tired of being a teacher. Most of his family was involved in real estate at the time he decided to stop teaching. “It seemed natural to enter a profession in real estate,” he said.

Rusty has garnered many designations throughout his time in real estate, including Accredited Buyer’s Representative, Certified Residential Specialist, Graduate REALTOR® Institute, and the Texas REALTOR® Leadership Program. Rusty has also served in local leadership positions for the Lubbock Association of REALTORS® (LAR); he served as president in 2015, president-elect in 2014, treasurer in 2013, and secretary in 2012, and he was a member of the Board of Directors from 2007 to 2011. Additionally, Rusty was the Lubbock Association REALTOR® of the Year in 2010 and won the LAR Pinnacle Award in 2019. “I have also had the pleasure to serve as the trustee for Region 1 within the Texas Real Estate Political Action Committee for the past four years,” he said. “These positions have given a new perspective on the business.”

With time and experience, Rusty has found that he does not have to chase the business as much as he used to. “I am very blessed that most of my business comes from past clients or personal referrals,” he shared. “I am now



Photo by
Tara Hobgood
Photography

“
 I have always said that
 I love helping people achieve
 the **‘American Dream’**
 of homeownership ...
 However, in the last few years,
 I have changed that idea to
‘helping people create legacies.’
 ”

...
 able to spend more time working with and helping clients achieve their goals.” For agents with less experience under their belts, Rusty’s best advice is to remember the REALTOR® code of ethics: Put the client’s needs above your own. He also recommends that new agents get involved with LAR and Texas Real Estate Political Action Committee, as they help improve the real estate profession for agents and their clients.

During his downtime, Rusty enjoys spending time with family, playing golf, and participating in song ministry for assisted living facilities. “I am married to the love of my life, Wanda,” Rusty shared. “We have four adult children — Clint; Landon and his wife, Kristin; Russ and his wife, Risse; and Nikki and her husband, Isaiah. We also have five grandkids — Brooklyn, Easton, Kellan, Grant, and Blake.” Rusty feels blessed to have them all close to home, which gives them a chance to see each other more often. “We love having them drop by for supper or a quick visit,” he said. “We also love celebrating monthly birthdays and holidays together, with all 14 of us crowding around the dining table



for food and tons of laughter.” Outside of family time, Rusty and Wanda love attending Texas Tech’s baseball games. They see many friends, which feels like being with extended family.

Rusty wishes to be known by his colleagues as a professional who strives to make real estate transactions pleasurable for clients. Outside of his experience in Lubbock, he is grateful for the opportunities he has had to travel with REALTOR® leadership throughout the state and country. “It makes you appreciate the great state of Texas and the wonderful people of Lubbock,” he said.

Ultimately, Rusty wishes to positively contribute to his clients’ lives, both in their present and future. “I have always said that I love helping people achieve the ‘American Dream’ of homeownership,” he shared. “However, in the last few years, I have changed that idea to ‘helping people create legacies.’ I am not just selling real estate. Sometimes, I am helping a couple buy their first home, helping someone sell a home to buy a larger one, or helping someone downsize.” In all of this work, Rusty sees his role as leading a client through their next step in life, and he considers it a privilege to do so.

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THE CONNER TEAM

CITY FIRST MORTGAGE

It took time, obstacles, and work experiences to land in their current positions. The husband-and-wife duo currently works as loan originator and manager of the Lubbock branch of City First Mortgage Services. Kate has worked in banks since her first teller job in high school, and by her late 20s, she had accomplished many of her career goals, including managing large teams, writing commercial loans, and working in property lending. She bought her first house and quickly realized it was too much for her financial situation. “The loan officer who helped me with my loan had been in constant contact and always told me I should get into the business,” she shared.

Though she faced discouragement from others, Kate eventually jumped into the business in July of 2016. Colton worked in the food-service industry for 15 years. He tried working in the oil field and automotive industries but realized that both were not for him. While he and Kate were dating, Kate entered the mortgage industry and felt he would be a perfect fit. He eventually joined her team in November of 2018.

Their company offers residential mortgage services and provides FHA, Conventional, VA, USDA, Jumbo, and non-QM mortgage loans. In the bigger picture, Kate and Colton help their clients see their financial potential by determining their dreams and uncovering the best financial opportunities for them. “We believe in helping people make the right financial decision, not just getting them into a home,” they shared. “It’s not about the commission; it’s about changing lives.”

For each client, Colton and Kate emphasize thoughtful consideration of the client’s future. They strive to be mentors to their clients, as they see that many others are not willing to do the same. They want REALTORS® to know that they always put the client first. “We believe in giving to our partners before asking for the business,” they shared. “We want to grow everyone to their best potential. If we take good care of your client, not only will they use us again, but they will also use the REALTOR®, too.”

The couple met in a business networking group in 2015. From the beginning, they pushed each other to grow professionally. They share two daughters, Kennedy (3 years old) and Kyle (3 months old). “COVID was hard for us,” Kate shared. “We had to learn to be parents while locked in our house. We learned to spend a lot of time together, playing games and watching shows. Our 3-year-old believes that all food is delivered to the door by a driver — whoops!” They have two adorable German Shepherds, Duchess and Baron, and a Schnauzer mix called Nala.

...





“
**COVID WAS
 HARD FOR US.**
*We had to learn
 to be parents
 while locked in
 our house.*”

THE CONNER TEAM
 City First Mortgage
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When they are away from work, Kate and Colton love to spend time in Horseshoe Bay with family. “We also love to travel, and anywhere we can go to learn new culture is important to us,” Kate shared. “Colton loves to garden and build whatever he can get his hands on. I love cars and can talk shop about almost all of them.” Kate and Colton both have been diagnosed with ADHD and generalized anxiety disorder. “We love to talk about this because mental health is such an important thing to talk about,” they shared. “Each day can be overwhelming, but we have learned to manage it in the past few years.”

Colton and Kate try not to take themselves too seriously through work and life. Their motto is to work hard and love hard. The two are very grateful for one another, and though working together is not always easy, they constantly support and challenge each other. In work, they aim to support and mentor their clients like friends. The most fulfilling aspect of their jobs is helping people make achievements. “We love helping people find their financial potential,” they shared. “We make dreams come true. Buying a home is the biggest purchase most people will make, and many think it is unattainable. We crush that doubt and show people how to do it.”

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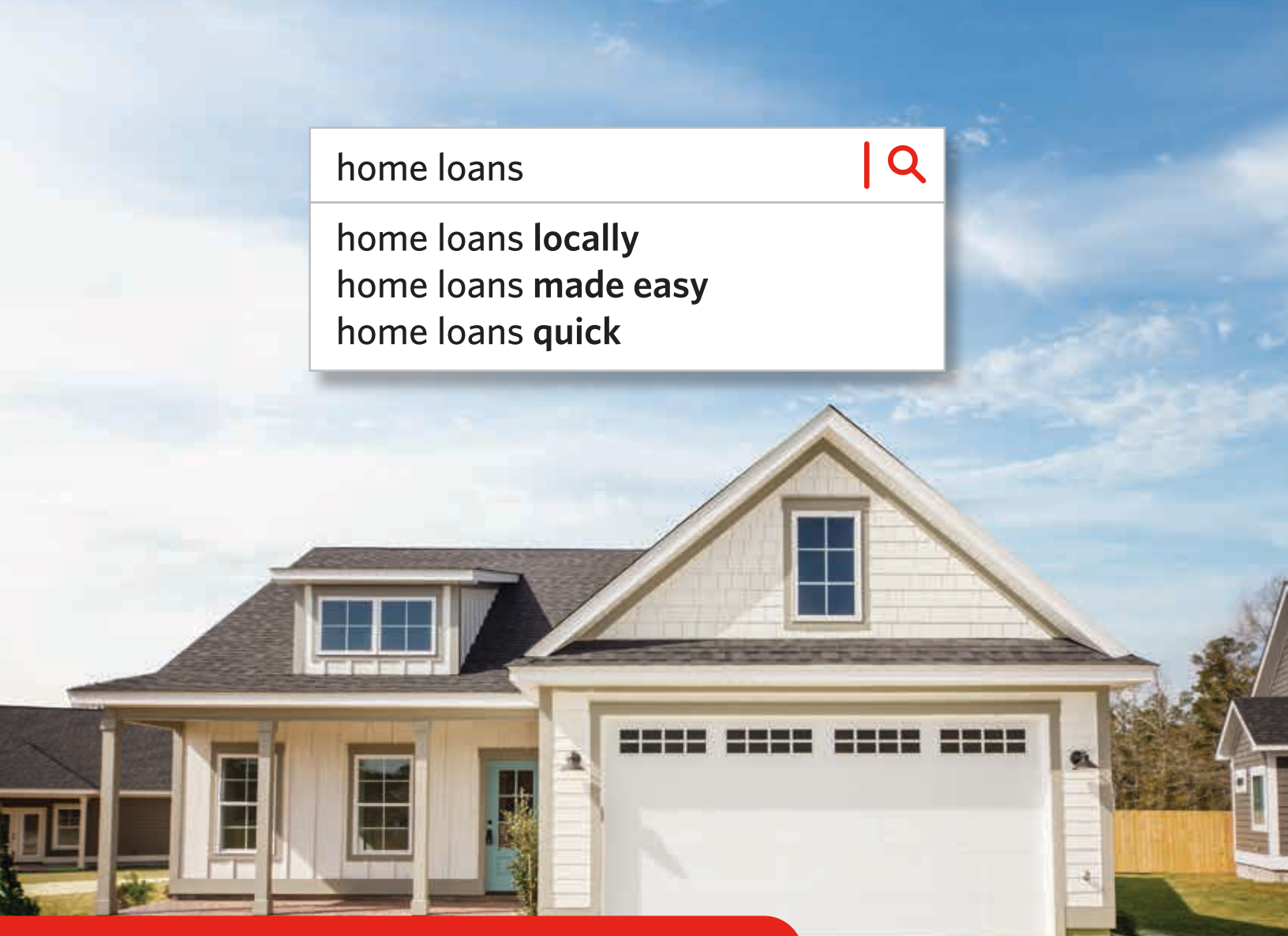
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FAQ

ABOUT THIS MAGAZINE



Welcome to *Lubbock Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

with the subject line “Nomination: (Name of Nominee)” and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer and photographer.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?

A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in Lubbock. We pulled the Lubbock MLS numbers (by volume) from January 1, 2021, through December 31, 2021. We cut the list off at #300, and the distribution was born.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners, or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: You email us at kathy.pettit@realproducersmag.com

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is a part of this community and will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top real estate agents, please let us know. Send an email to kathy.pettit@realproducersmag.com.

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