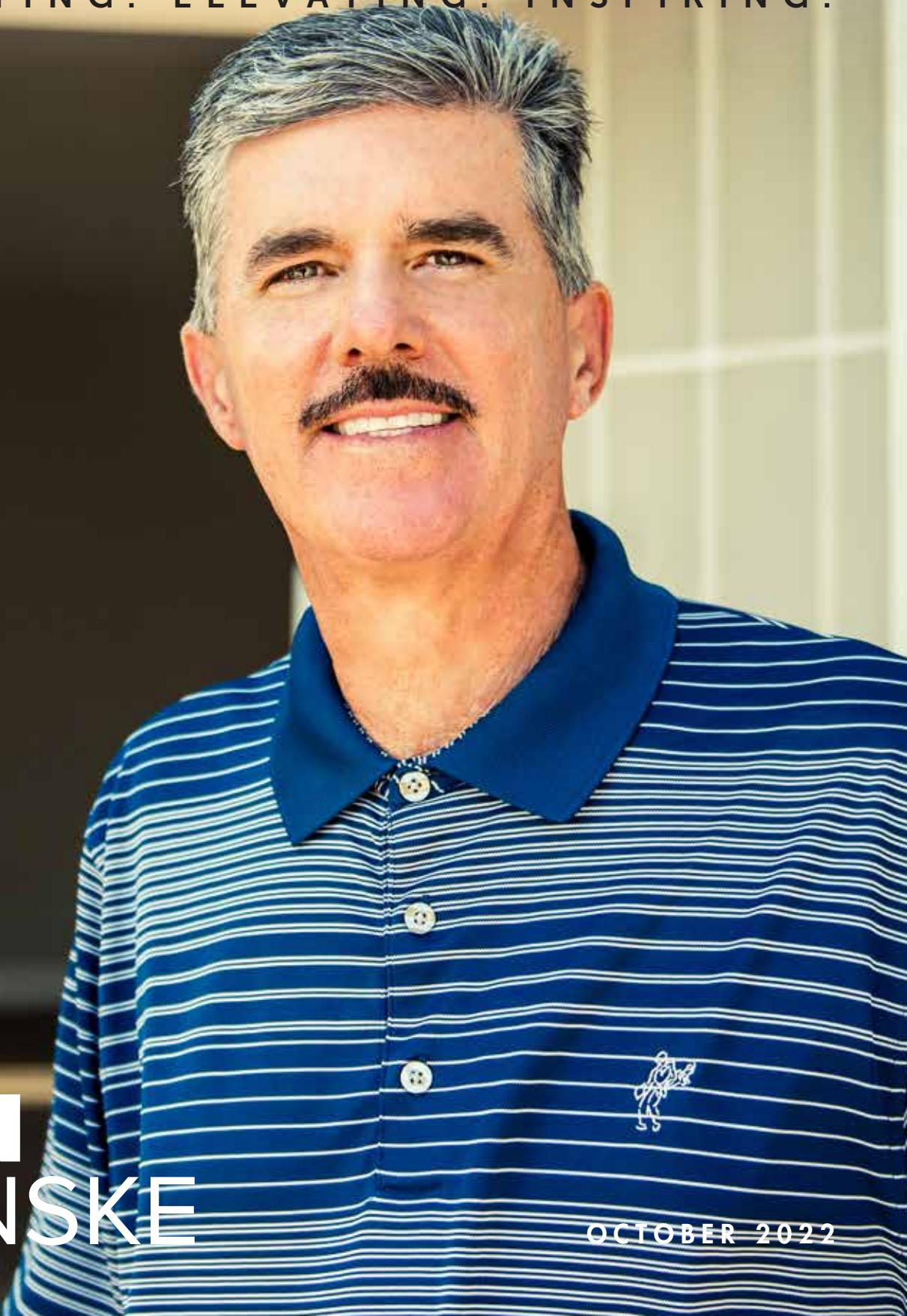


INLAND EMPIRE

# REAL PRODUCERS.

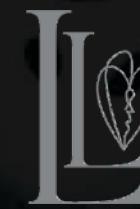
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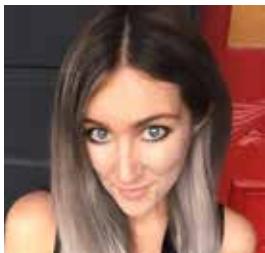
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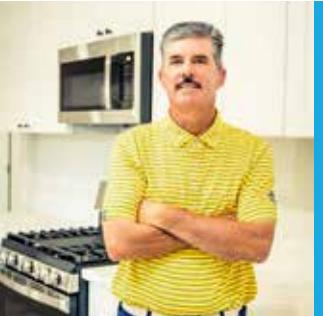
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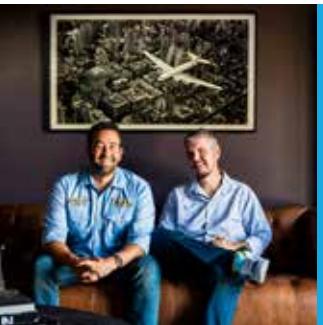
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**TOTAL TRANSACTIONS**

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# SEAN BRUNSKKE

**One of the biggest keys in attaining lasting success is knowing which direction to go when you start out. Luckily, your clients have you there. In turn, they rely on your knowledge, intuition and experience to move ahead.**

The same dynamic is very much at work with Sean Brunske.

As a real estate agent with RE/MAX Champions, as well as a franchise owner at HomeVestors, Sean is adept at finding the path forward for his clients and those around him.

For many people who face the ups and downs of life, they feel like they're starting to run out of options. In those moments, those who work with Sean are very fortunate.

Sean has a long, successful track record in the business, dating back to 1997, when he earned his real estate license. When you talk with him, the enthusiasm he conveys about what he does is very contagious.

"I remember buying my first investment property in Pomona, CA, for \$78,000. I was scared to death at the time. It was not such a great neighborhood. In fact, my wife thought I would get murdered," he remembers. "I fixed it up and was able to sell it successfully. From there, I went crazy because the fear was gone."

It wasn't long before Sean purchased a slew of other properties, including a triplex, apartments, hotels, industrial buildings and other family homes.

"Once you lose the fear, there's nothing that can stop you. That's what happened in 1999 ... up until 2008 when the bottom dropped out of the market," he remembers.

"At that point, I got back in the saddle with real estate and didn't do a lot of investing until 2018, when I found out about HomeVestors from a friend. It's been the greatest move ever for me."

As Sean explains, the biggest difference as a real estate investor is the need to find the deal.

"That's one of the great things about what we do at HomeVestors. As an investor, you have to find an agent or a bank-owned property," he says.

"But with HomeVestors, sellers call us directly. As a result, I have been buying a lot of houses over the last four years."

HomeVestors is a franchise that is available with plenty of opportunity available from coast to coast.

...



IT COMES DOWN TO THE  
FACT THAT I LOVE HELPING  
PEOPLE. I WALK INTO  
THESE HOUSES AND THE  
FIRST THING OUT OF MY  
MOUTH IS, 'HOW CAN I HELP  
YOU?' I'M ALWAYS ASKING  
MYSELF, 'WHAT'S THE BEST  
ROUTE TO TAKE TO GET  
THEM AHEAD?



“Anyone can buy a franchise anywhere in the country. Also, everybody wants to be a RE investor to buy the houses, fix and flip them, or buy and hold them for a rental income,” Sean says.

“There are multiple ways to build a portfolio, whether it’s accumulating profits from flips and buying others, or creating your own rental portfolio.”

At the heart of it all is Sean’s desire and ability to make life markedly better for his clients.

“It comes down to the fact that I love helping people. I walk into these houses and the first thing out of my mouth is, ‘How can I help you?’ I’m always asking myself, ‘What’s the best route to take to get them ahead?’” he says.

“For example, a seller who needs to move in two weeks calls me and needs to sell that day. Another example could be if someone passes away. People are emotional about it and the belongings and don’t want to deal with the property or cleaning out the property. So I offer for them to come and get the things that are the most important to them, they leave the rest, and I take care of it for them. That’s the biggest service I provide ... for them to just leave it alone ... and just walk away.”

The ebbs and flows of life can provide challenges that can seem insurmountable for people to handle. That’s where Sean shines.

As he says, “Life happens to people. When that happens, I am able to be that person who gives them options. I bought those houses. I solved their problem. I got them cash, and now they don’t need to deal with these tenants or the government anymore.”

Those who work with Sean appreciate the quick, turnkey solutions that he is able to provide to them.

“I take all the phone calls that come in. I get five or six calls a week from people who have seen me online. I answer their questions, and I set up an appointment with them. I go to their house and try to buy it or solve their problem in another way,” Sean says.

“For example, maybe they aren’t interested in me purchasing the property. That is totally fine. In that case, maybe I am able to list their house for them. I also do joint ventures with people sometimes. In other cases, maybe they need to close escrow in 90 days and I am able to help them there. I go in with a helpful mind and attitude. I’m not going in to just buy a house.”



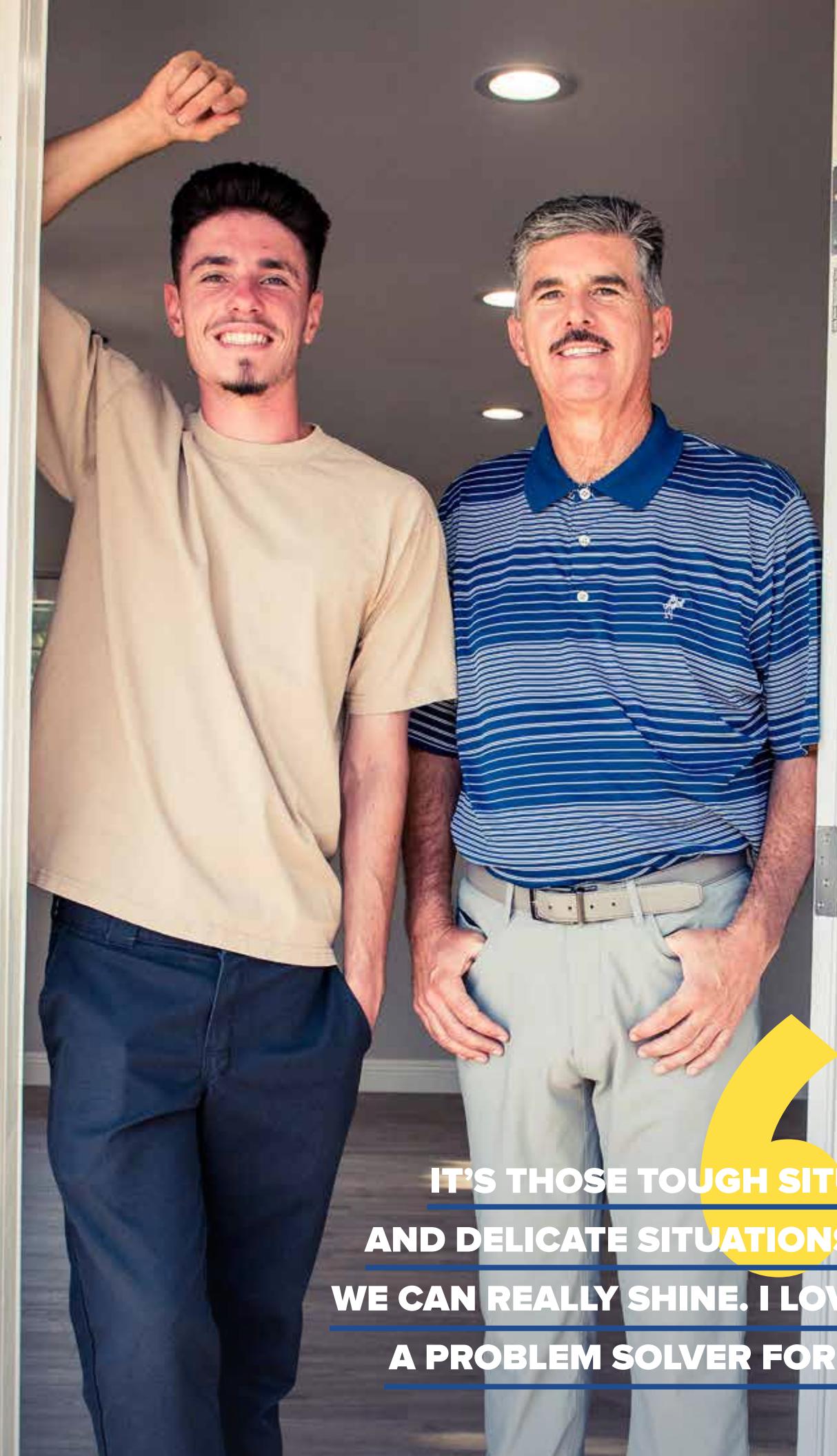
Away from work, Sean enjoys playing golf as often as he can. He also cherishes time with his two sons, including one of them who works with Sean on one of the construction crews.

If you're looking for additional options for your clients, Sean invites you to give him a call.

"I really encourage people to never hesitate about reaching out to me. This is what I do. If you have a situation with a seller who is desperate, I can wire

money in some cases to stop the foreclosure so they can take a deep breath. I can close escrow quick or wire money quick. I also work with probate issues. I have attorneys who can get the probate done in a very quick manner ... for the funeral, for example. I have attorneys who can step up and resolve situations quickly," Sean says.

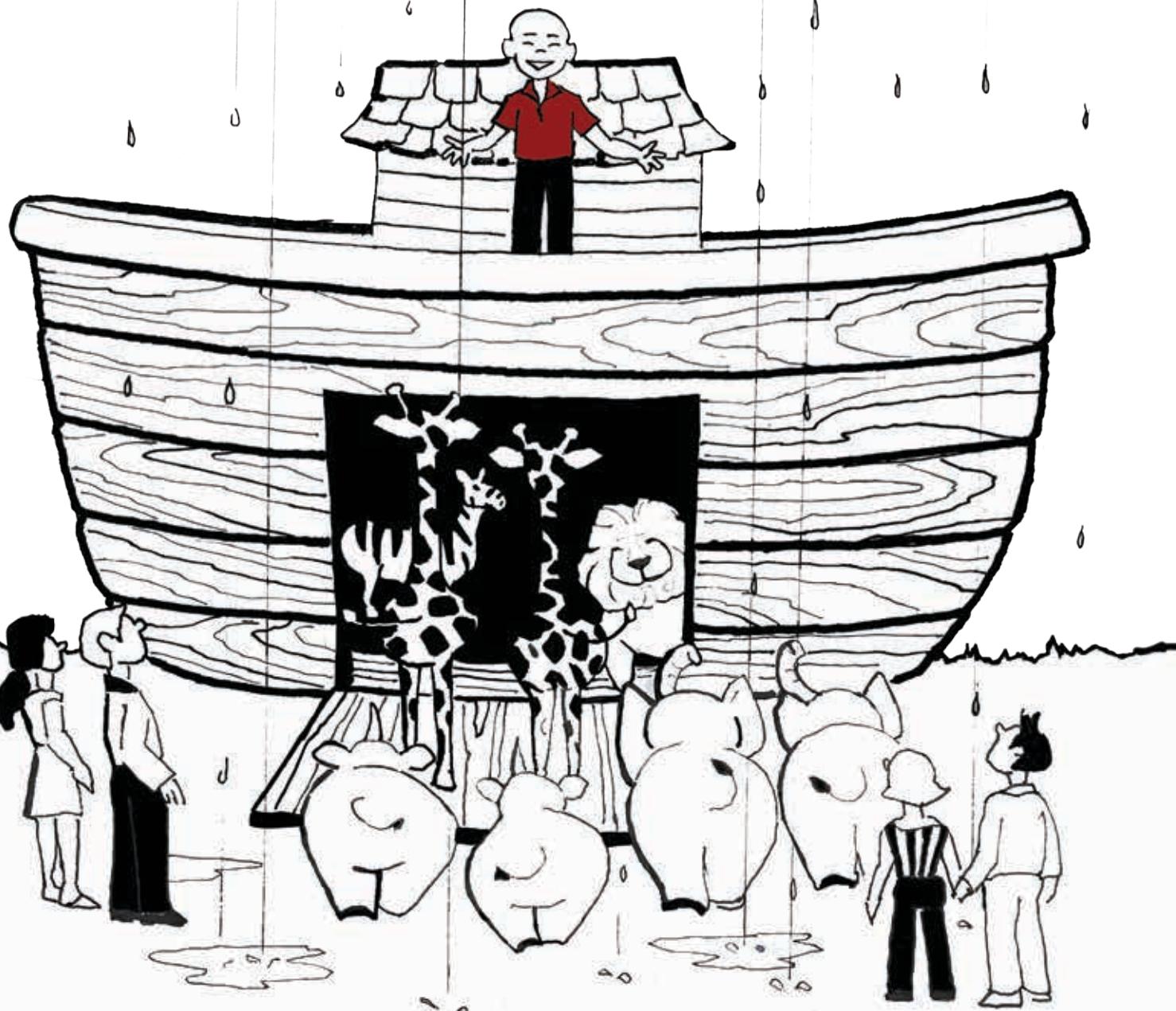
"The same thing goes for resources in escrow and title. I'm a resource for when they go to sell a house who have bad tenants. I buy the house knowing the situation and work through the process of removing the bad tenants off the property. It's those tough situations and delicate situations where we can really shine. I love being a problem solver for people."



**IT'S THOSE TOUGH SITUATIONS  
AND DELICATE SITUATIONS WHERE  
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66

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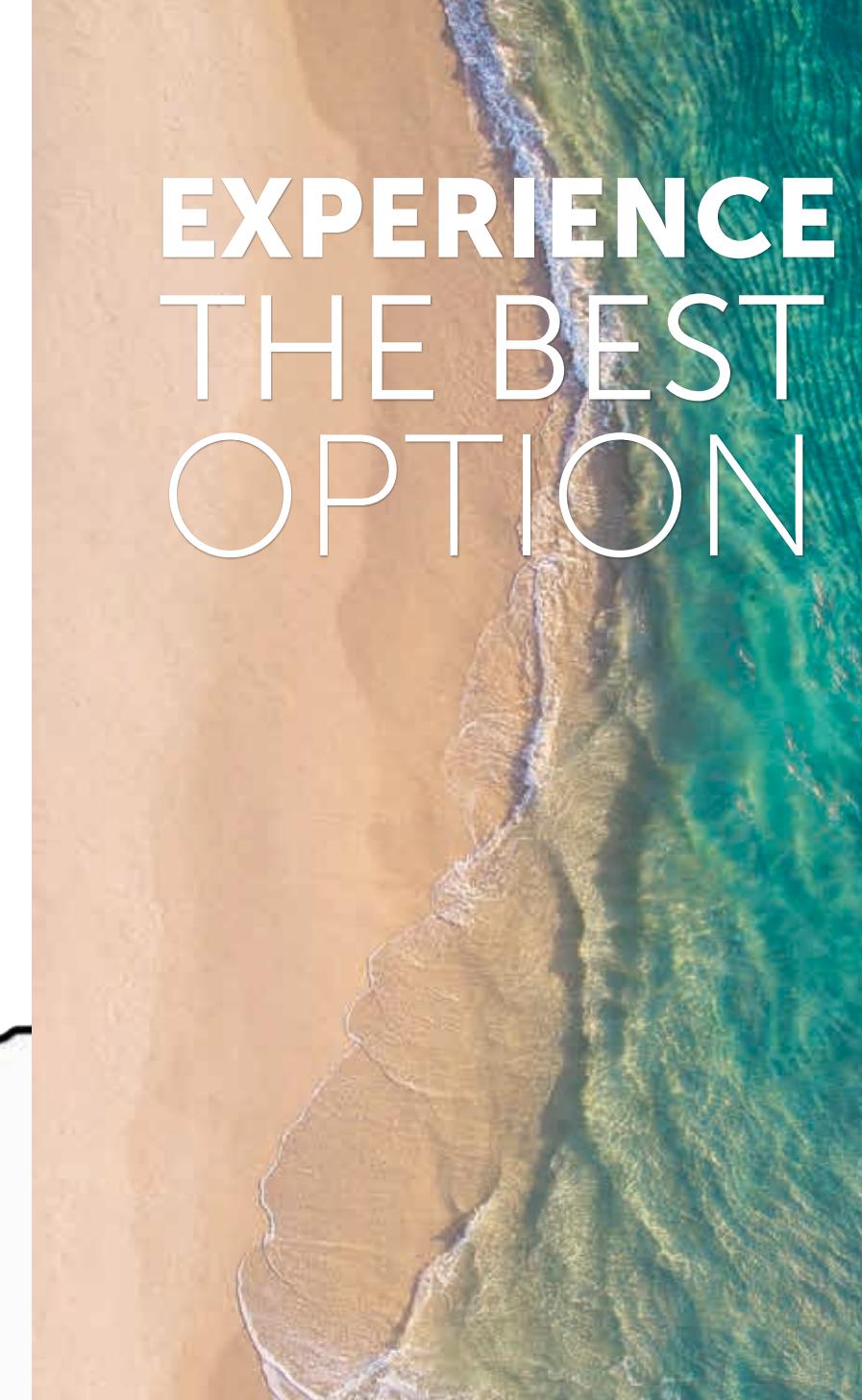


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# TOM BLANK

## ESCROW OPTIONS

### ► preferred partner spotlight

Written by **Dave Danielson** Photography by **Marissa Menezes**

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TOM EXPERIENCE THAT EDGE  
FIRSTHAND ... AND ON A  
DAILY BASIS.**

“Communication is the biggest part of what we do to create wins for our partners and clients. We’re not afraid to pick up the phone and contact REALTORS® and lenders,” Tom says.

“We go and get the answers so we can move on to the next step in the process. All of our escrow officers give out their personal numbers. The biggest thing is having that team background. We have multiple people who are there to assist clients when they need it at all times.”

Tom started in escrow in 1999 at a small company in LA County.

“I started out being a messenger and gopher, then slowly over the next couple years getting into marketing, meeting clients, having events, and then, from there, I went into the title industry, which is where I honed the craft with sales and helping agents grow their business,” Tom remembers.

“In 2011, I got back into escrow and have been with Escrow Options Group for about 10 years.”

With a strong drive toward problem-solving and providing attractive options, Tom and his team move forward toward their goals.

Tom places extra emphasis on the word “team.”

“Just to put it very simply, if I didn’t have the team I have, we wouldn’t be where we are. We have a very successful group of professionals that are dedicated to their job. We have a Corona office and a Rancho Cucamonga office,” Tom emphasizes.

“As part of that, a huge part of our success story is the comradery that exists with Manager Marlene Canales at our Rancho Cucamonga office and Manager Theresa Silveira in our Corona office. Plus, our escrow officers do an amazing job, including Yvonne Maldonado in our Rancho Cucamonga location and Cailyn Emery and Shannon Smith in our Corona office.”

In addition, Tom appreciates having what they call “Your Escrow Dream Team” with an all-star lineup of 21 escrow officers, 35 support staff and 12 office locations covering five major counties.

One of the major points of appreciation that Tom has for the team is the way that everyone helps each other.

As he says, “With the way we have things set up, anyone can step in and log in to keep the file moving forward. We always have the ability for someone else to step in and assist.”

Away from work, Tom’s fulfillment comes from his family.

•••

...

He has a passion for time spent with his wife of 18 years, Janell, and their four children — 17-year-old daughter Taylor, 16-year-old daughter Jessica, 14-year-old son Thomas and 8-year-old daughter Jordyn.

In their free time, Tom and his family enjoy supporting the children in their activities and sports, as well as going to the beach, hiking and exploring restaurants together.

As Tom considers the future, he keeps building forward with his team.

"We are all about developing personal relationships and really encourage an open dialogue with us," he says. "We offer a lot of answers to their questions and a true willingness to share knowledge with them. We're not afraid to assist them. And, if we don't know, we'll find them the answers."

**Call Escrow Options Group today!**

**Cell Phone: 951-314-6860**

**Email: Tom.Blank@EscrowOptions.com**



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REALY ENCOURAGE AN OPEN DIALOGUE WITH US... WE OFFER A LOT OF  
ANSWERS TO THEIR QUESTIONS AND A TRUE WILLINGNESS TO SHARE  
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# Martha Robles

Written by **Dave Danielson**  
Photography by **Marissa Menezes**

**A**ny time you set out on a journey, you're bound to come across some unfamiliar territory and surprises along the way. That's why it means so much to have someone on your side who is there to help you reach your destination.

That's one of the areas where Martha Robles makes a big difference for those around her.

As a REALTOR® with Keller Williams, Martha is an invaluable resource for others ... a guide for growth as they strive to reach their goals.

As Martha says, a rewarding part of what she does is having the chance to foster success in others.

"One of my favorite parts is helping my team members grow. I really enjoy being a mentor," Martha explains. "I enjoy navigating the real estate world with new agents ... helping them avoid those obstacles and pitfalls that I have already come across ... mentoring and teaching is definitely in my soul."

Before she began her real estate adventure, Martha picked up a wealth of experience in the medical field. For 15 years, she worked in the industry, finding success in a variety of roles, including working with a primary doctor's office, HIV counseling, labor and delivery, as well as urgent care. Plus, her career was aided by the fact that she speaks Spanish fluently. During her last seven years, she served in management, where she honed in her communication and customer service skills.

As Martha's children grew to junior high age, she considered what her next steps would be. As Martha remembers, she wanted to have a role that would allow her to be more present and involved with her boys.

That's when a pivotal conversation with her REALTOR® had a direct impact on her life.

"She threw out the idea of me going into the business myself," she recalls. "I thought about that and realized a career in real estate could give me important flexibility to be there for my sons."

Martha went ahead and earned her real estate license in April 2008. Unfortunately, the time for beginning a career in the industry was challenging. About a month after she began her career, the nation faced economic collapse.

Martha kept moving forward during that time, mastering short sales, and managed to ride out that stressful market.

In time, she moved to become part of Keller Williams. The experience was a rewarding one for her. As she recalls, she appreciated the way Keller Williams provided her with structure and direction.

"As a result, I started viewing what I was doing as a business, and not just as a job," Martha remembers.

The passion Martha has for mentoring and training others is easy to see and began with two beautiful people that were put in her path. "This need to help and teach others comes from how much my first mentors meant to me. Jenni Abney, my first mentor, played a huge role in my early years as an agent. Monica Martinez, who was my very first coach and till this day continues to offer her advice, has become one of my closest friends. Because of them, I always look to pay it forward by helping other agents."

Today, Martha has an amazing group of agents. Andrew Jimenez, Rafael Mendoza, Noemi Flores, Alex Shahtout, along with her son Anthony Robles, make up her current team. "They bring energy, laughter and a healthy dose of competition to the team. I am humbled that they chose to be on this journey with me," says Martha.

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One business partnership that Martha is grateful to be a part of is PLACE, a real estate family of amazing individuals from across the nation. "PLACE is an organization that understands the needs of those who work in the industry and is committed to finding ways to fill those needs. The support my team and I have received from PLACE is INVALUABLE!" Martha says.

Away from work, Martha cherishes time with her two sons — Anthony, who just joined the team, and Isaac, who is a student at UC Santa Cruz. She plans to enjoy them as much as possible before they leave home to start their own adventures.

In addition to real estate, Martha is also involved in the ownership and management of I-CAM Industries, a machine shop in Murrieta, along with her husband, Carlos.

They have celebrated many exciting milestones during their 24 years of marriage. The most recent was a financial one. "One of our biggest accomplishments was with our machine shop. We went from tenants to owners. Last year we purchased our own commercial condo," Martha says. "Carlos and I come from hard-working migrant families, so this is a huge accomplishment for both of us!"

Those who have a chance to get to know Martha appreciate her helpful, nurturing and trustworthy nature.

Congratulations to Martha Robles for leading the way for those around her ... by serving as a valuable guide for their growth.



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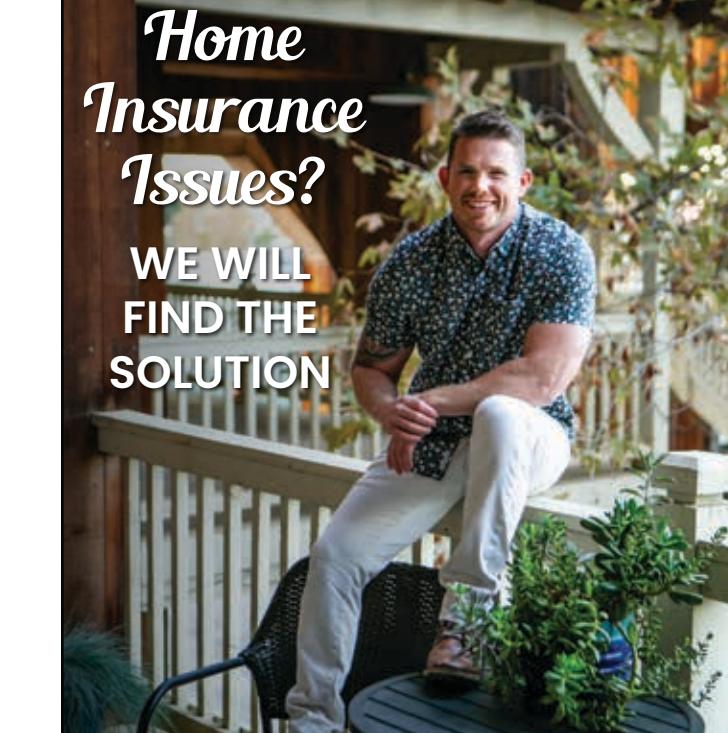
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**É**

# Leslie Lawson

Written by **Dave Danielson** Photography by **Marissa Menezes**

Dreams come true when positive action takes place. And one of the most efficient ways for those steps to happen is through meaningful connections.

That's an area where Leslie Lawson excels.

As founder of Ignite Real Estate, Leslie has a passion for building real connections that count.

"The most exciting thing I do is connecting with people. I love hearing their story and their why ... and most often, that lines up with my why. People want to be heard," Leslie says.

"Customer service is so important. Because of technology today, things can be so robotic. We love personally connecting with people and hearing their stories ... and then being able to provide a path that can help people feel comfortable through a difficult time."

Prior to beginning her journey in real estate, Leslie had built a substantial amount of experience and expertise in sales and marketing, beginning in the hospitality industry.

"I transitioned from front desk clerk to operations and then into sales in hospitality. I worked for two convention and visitors bureaus where I was selling communities," Leslie explains.

She also worked in higher education for the University of California, Merced. Yet there was always another interest that was tugging at her.

"Real estate was always something I wanted to dabble in. When my husband and I relocated from San Joaquin Valley to Temecula, I had the opportunity to pause and get the kids acclimated. It was also the ideal time for me to study real estate," Leslie says.

"It was a great time to jump outside my comfort zone. I created my own little makeshift internship where I went into the real estate office to listen and learn at my first brokerage that I was with — Realty Executives in Temecula."

In time, Leslie kept taking steps forward in the business.

Eventually, she created Ignite Real Estate with her husband, Kevin Lawson. Ignite Real Estate operates in Southern California and also hangs her license with Coldwell Banker Select in Nevada.

Today, she and Kevin are joined by two amazing team members — Wendy Newton and Sammie Moran.

"We have a terrific team, and they help me out immensely," she smiles.

"Plus, we also have an outstanding extended team with our affiliates with escrow, title, photography, videography, lending, etc."

Last year, the team accounted for nearly 50 transactions in California and Nevada.

Away from work, Leslie and Kevin treasure time with their family — their daughter, Taylor Lawson, who is a labor and delivery nurse in Carson City, NV, and their son, Trevor Lawson, who is a fire apparatus engineer with CALFIRE.

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We love personally connecting with people and hearing their stories ... and then being able to provide a path that can help people feel comfortable through a difficult time.

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In her free time, Leslie enjoys wine tasting and all that the Temecula region has to offer.

Other favorite activities of Leslie's include boating, skiing and hanging out with friends and family.

When it comes to giving back, one of their favorite ways to support the needs of the community is through Tunnels for Towers.

Those who know and work with Leslie have a strong appreciation for the way she honors her word and the needs of those around her ... with authenticity, honesty and tenacity.

“I will not give up. Some of my best clients are those who felt helpless or hopeless, and they were told that they couldn't do something,” Leslie emphasizes.

“I'm not a quitter. And I love to surround myself with others who have that same mindset!”

Day by day, Leslie Lawson makes an undeniable difference for her clients, her team members, her peers and her community by creating and sustaining connections that count.



► giving back

# POWER OF 2 REALTY

*Brian Hopkins & Jared Jones*

**A**s you know firsthand, the rewarding feeling you get when you help someone enter their new home — along with the next chapter of their lives — is fulfilling.

It's the same feeling that partners Jared Jones, Brian Hopkins and their team at Power of 2 Realty have. In fact, they get such a good feeling that they have magnified that with their Home for Home program through the nonprofit organization that Jared created — the Power to Rise.

Between the real estate side — through Power of 2 Realty — and the nonprofit efforts through the Power to Rise, they are making an impactful contribution ... helping to provide more housing here in California, as well as in Guatemala.



## Business Built on Doing Better for Others

Jared started his real estate path in 2005 on the lending side of the business. At the time, he also had his real estate license and turned more of his attention to that side of the business.

As Brian says, "Jared has always been interested in investing and putting a deal together. I've seen him dissect a deal and put it back together."

Jared started out flipping houses and selling in 2007. In 2009, he did 113 short sales in one year. And through time, he has completed more than 400 flips.

"That's a big portion of the business. Right now, we are really focused on a lot of single-family homes and turning them into triplexes. It's very difficult to find one-bedroom apartments that are affordable to rent. In fact, some areas have seen rent rates go up by over 20% in the last year. We saw the need and have become very involved over the past year in creating Accessory Dwelling Units," Brian explains.

"Working with our investors, we are able to meet the 1% threshold. For example, if we are \$600,000 all-in on a property, rent could be 1%, or \$6,000. We see it as a win-win. We are providing housing for our communities as well as a great return for our investors. We also have started our own associated property management service to provide a true turnkey service for investors."

## Joining Forces

Jared and Brian met in 2016. At the time, Jared's efforts with Power to Rise in Guatemala caught the attention of Brian, who had lived in the country for two years, and who speaks fluent Spanish.

"I talked with Jared and told him of my interest and my willingness to serve as an interpreter for him. He invited me to come along with his group going to Guatemala," Brian remembers. "We became really good friends, and he sold me my first home in 2016. After that, he invited me to become his business partner."

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**OUR HOPE IS THAT THOSE WHO WORK  
WITH US WALK AWAY FEELING IT WAS  
A GREAT EXPERIENCE AND KNOWING WE  
WERE SINCERE, WE HAD INTEGRITY AND  
THAT WE PROVIDED THEM WITH VALUE.”**



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#### **Passionate Pursuits**

The passion for what they do to help others achieve housing permeates all that they do.

“We love solving problems that others haven’t. It started in 2012, when Jared went to Guatemala following a serious earthquake there. Since then, Power to Rise has made a big impact by providing funding for individual 12-by-14-foot houses to be built there,” Brian points out.

“Each house has a cement floor, cinder block walls and roof. It gets people up off the ground, which is very important in that very rainy, tropical environment. Unfortunately, with the amount of moisture there, children and adults were catching bronchitis because of the wetness. These homes keep people dry.”

#### **Providing True Shelter**

As Brian says, most of the people living and working in the area of rural Guatemala where their efforts are focused make about \$3 a day. With very little in the way of mortgages or home lending, it’s very difficult for an average family to save enough money to pay for their own 12-by-14-foot house for the \$1,500 it takes to build.

So Jared, Brian and their 14-member team each contribute \$500 from each home closing to the Home for Home program.

It is a labor of love with an impact. In fact, their contributions and coordination with Manuel (their local construction contact there) have resulted in over 130 homes being built in Guatemala.

In addition, the Power of 2 Realty team has “adopted” more than 200 children, providing academic scholarships to them.



“What happens is that many children will stop attending school when they are in sixth grade or eighth grade so they can go out and start working,” Brian says. “When you get children to the high school equivalent in Guatemala, their pay goes up on average from \$3 up to \$5 or \$10 a day. We pay for half of the schooling for the children we adopt in this way, and they come up with the other half.”

#### **Making an Impact**

Away from work, Jared and Brian cherish time with their families.

Jared and his wife, Ashley, have six children — Jordan, Scott, Adelaide, Scarlett, Charlie and Craig. Brian and his wife, Nicole, have two daughters — Linden and Ida. They’re also expecting a baby boy this fall.

Jared and Brian continue to build for the future to provide the best possible new chapters for people.

“Our hope is that those who work with us walk away feeling it was a great experience and knowing we were sincere, we had integrity and that we provided them with value.”

If you’re interested in accompanying Jared and Brian on a trip to Guatemala or in becoming involved in another way, please contact them today.

“It’s crazy how much you can change someone’s life for not that much money. There are many ways to get involved,” Brian says. “Giving back brings so much more to you than it takes away. If you are going to be working on weekends, like so many of us in this business are, there is no better way to feel good about the work you’re doing.”

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