

INLAND EMPIRE

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

**SEAN
BRUNSKE**

OCTOBER 2022

**DON'T LET
INTEREST RATES
SCARE YOU**



**WE HAVE
KILLER
LOAN PRODUCTS**

CONVENTIONAL

FHA

JUMBO

NON-QM

USDA

HELOC

VA

203K



VISIT US ONLINE

**LOCKE YOUR LOAN
951.405.2454**

Locke Consulting, Inc. DBA Locke Your Loan NMLS 949406 - BRE 01953203 Company NMLS 1939219 - Company BRE 02092167

We are available Mon. - Fri. 8:30 a.m. to 5:30 p.m.



2900 Adams Street, Suite A16 | Riverside, CA. 92504



CHICAGO TITLE

IT'S NOT JUST WHO YOU WORK WITH THAT MATTERS...

It's What They Know.

Lavonne Benyola

Account Executive

Territories I Serve:

**Redlands, Yucaipa, Calimesa,
Beaumont, & Banning**

C: 951.453.7380

Lavonne.Benyola@Ctt.com

ChicagoTitleConnection.com

***Bringing Experience &
Education to Serve You***

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

41619 Margarita Rd, Suite 202, Temecula, CA 92591



FAIRWAY
advantage
PRE-APPROVAL

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



MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



Mike Maletich
Owner



Marissa Menezes
Publisher



Dave Danielson
Writer



Lanie Schaber
Ad Strategist



Austin Boaman
Videographer
www.ab-films.org
(951) 415-7116



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.

Who you work with matters

LET'S OPEN ESCROW!

#easyasdonewith321

- ✓ Residential Transactions
- ✓ Mobile & Multi-Unit Homes
- ✓ Vacant Land
- ✓ Refinancing
- ✓ Short Sale, REO & 1030 Exchange
- ✓ E-Signing & Notary Services

Why Team Lanni?

We are a **fully independent** escrow company that proudly services **Southern California**. Finnae has been in the escrow world for over 25 years. Her experience, attention to detail and willingness to go above & beyond are what set her apart. You can always expect a **safe, secure and smooth** transaction from open to close.



Finnae Lanni
Senior Escrow Officer

949.401.4770
flanni@escrow321.com

escrow**321**
@escrow321



Mortgage solutions that make a difference.

You can count on Evergreen Home Loans™. Whether your clients are looking for ways to make their offer stand out, searching for a lower rate, or hoping to increase their buying power, our expertise and product lineup can help.

CashUp® by Evergreen*—turn your house hunter into a cash buyer. This program helps your clients stand out to sellers and could allow them to purchase a home for under the asking price.

Lock-n-List*—help your sellers home listing stand out to prospective buyers with a locked-in interest rate. It could even help sell the home faster.

One-Time Close construction loan—provides financing for the lot purchase and building construction process, then automatically converts to a permanent loan. New stick-built and manufactured homes may qualify.

Renovation loans—offers clients the option to finance the cost of a renovation along with their purchase or refinance loan.

Security Plus—strengthen your buyer's offer with our Security Plus program. We guarantee the financing commitment or we pay the seller \$5,000**.

StepUp—allows buyers to step into their dream home before selling their current home. Not only that, StepUp elevates the strength of their offer with a quick close.

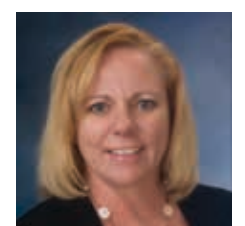
Experience the Evergreen difference. **Contact us today to learn how our innovative mortgage solutions could help your clients reach their homeownership dreams.**



Tim Moreno
Branch Manager | NMLS 632697
(951) 897-5457
tmoreno@evergreenhomeloans.com
evergreenhomeloans.com/timmoreno



Gloria Driggers
Mortgage Consultant | NMLS 366898
(714) 673-9935
gdriggers@evergreenhomeloans.com
evergreenhomeloans.com/gloriadriggers



Nancy Kenny
Mortgage Consultant | NMLS 322084
(909) 225-8787
nkenny@evergreenhomeloans.com
evergreenhomeloans.com/nancykenny



*Program effective 07/01/2022, and is subject to change. Terms, restrictions and fees apply. For purchase loans only. Financing is based on conforming loan limits. Not all applicants will qualify. Program only valid in select locations. Ask for details. ** Applies to purchase loans only. To qualify, buyer's Security Plus Approval/Seller Guarantee Addendum must have been issued by Evergreen and the Seller shall have executed the addendum with their signature. Certain loan types do not qualify for this offer. Restrictions apply. © 2022 Evergreen Home Loans and Evergreen are the trademarks or registered trademarks of Evergreen MoneySource Mortgage Company® NMLS ID 3182. Trade/service marks are the property of Evergreen Home Loans. All rights reserved. Licensed under: Arizona Mortgage Banker 0910074; California Licensed by Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act 4130291; Idaho Mortgage Broker/Lender MBL-3134; Nevada Mortgage Banker 3130; Nevada Mortgage Broker 4837; Licensed under the Oregon Consumer Finance Act ML-3213; Texas Department of Savings and Mortgage Lending Company License; Washington Consumer Loan Company CL-3182; Wyoming Mortgage Lender/Broker 3467.

TABLE OF CONTENTS

	10 Preferred Partners		12 Cover Story Sean Brunske		20 Preferred Partner Spotlight Tom Blank, Escrow Options
	26 Martha Robles		32 Leslie Lawson		36 Giving Back: Power of 2 Realty, Brian Hopkins & Jared Jones



MATHEWS INSPECTION GROUP

RECOMMEND A HOME INSPECTION WITH **CONFIDENCE**

What Sets Our Quality Inspections Apart?

- Complete & Thorough Custom Reports
- Sewer Scope & Thermal Imaging Available
- Specializing in Commercial, Residential, and Multi-Unit Investment Properties
- We Are A Family-Owned Business Offering Unmatched Customer Care for 20+ Years!



SCOTT BOWERS
General Manager & Master Inspector
951.735.4922 | 888.654.4644
MathewsInspectionGroup.com

SCAN TO LEARN MORE TODAY!




EXTENDED PHONE HOURS ON NIGHTS & WEEKENDS! If You're Working, We're Working.

►► announcement

2021

BY THE NUMBERS

HERE'S WHAT THE TOP 500 AGENTS IN INLAND EMPIRE SOLD IN 2021

22,484

TOTAL TRANSACTIONS

 **45**
AVERAGE
TRANSACTIONS
PER AGENT

 **\$22.64 MILLION**
AVERAGE SALES
VOLUME PER AGENT

 **\$11,320,036,052**
SALES VOLUME



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

ESCROW

Escrow 321
(949) 370-4937

New Venture Escrow
Tania Gonzalez
(619) 807-0711
NewVentureEscrow.com

ESCROW SERVICES

Corner Escrow
Lisa DeWitt
(951) 312-2073

Escrow Options Group
Bernadette Kerkes
(714) 348-4718

HOME INSPECTION

Archive Property
Inspections
(951) 304-3508

Echelon Inspections
(888) 673-7791

Homeguard Inc.
Rachael Flaggs
(858) 663-2900
Homeguard.com

Mathews Inspection Group
(951) 227-2722

INSURANCE

Spencer Pardon Agency
(951) 743-9208

MOLD REMEDIATION

Green Home Solutions
(310) 874-3528

MORTGAGE

Evergreen Home Loans -
Tim Moreno
(951) 897-5457

Fairway Independent
Mortgage
Bill Jawitz
(951) 365-3120
www.thbilljawitzgroup.com

Global Mortgage -
Vicky Kelly
(951) 675-0257

HomeFirst Mortgage
Bankers
(949) 339-9152

House Of Loans
(949) 291-3570

Locke Your Loan
Lara Locke
(951) 405-2454
www.lockeyourloan.com

Mutual of Omaha Mortgage
- Scott Keesee
(951) 207-7394

MOVING & STORAGE

Ruff & Ready Moving
John Ruff
(951) 834-3539
ruffandreadymoving.com

MUSEUM & CAFE

Riverside Art Museum
(951) 640-0916

NON-PROFIT

Love Justice International
(412) 606-9954

TITLE COMPANY

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



*Time running out
on your Inspection
Contingency?*

Trust us to come in
on time...everytime!



Steve Swanson
951-304-3508



Green Home SOLUTIONS.
We Make Air Better!

YOUR CLIENTS WILL BREATHE WITH CONFIDENCE IN THEIR NEW HOME!



Realtors, mention IE Real Producers upon scheduling for an exclusive offer for your clients!

TESTING FOR

- MOLD
- RADON
- INDOOR AIR QUALITY ISSUES

INDOOR AIR QUALITY EXPERTS.
888-523-6653 (MOLD)
GREENHOMESOLUTIONS.COM/INLAND-EMPIRE-CA
James Maertz, Owner • Cell: (310) 874-3528



**Sometimes the traditional
choice isn't the right one!**

**VICKY
KELLY**

**Like my pets,
I have unique
products to
ensure your
clients find
the loan
they need!**

951.675.0257
lender@vickykelly.com

GLOBAL MORTGAGE

GLOBAL MORTGAGE 12505 N. Mainstreet, Ste 228, Rancho Cucamonga, CA 91739
DRE License #00612157; NMLS #240656

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.

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

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

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."

"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.

...



...

“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.”

...

“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?’





...

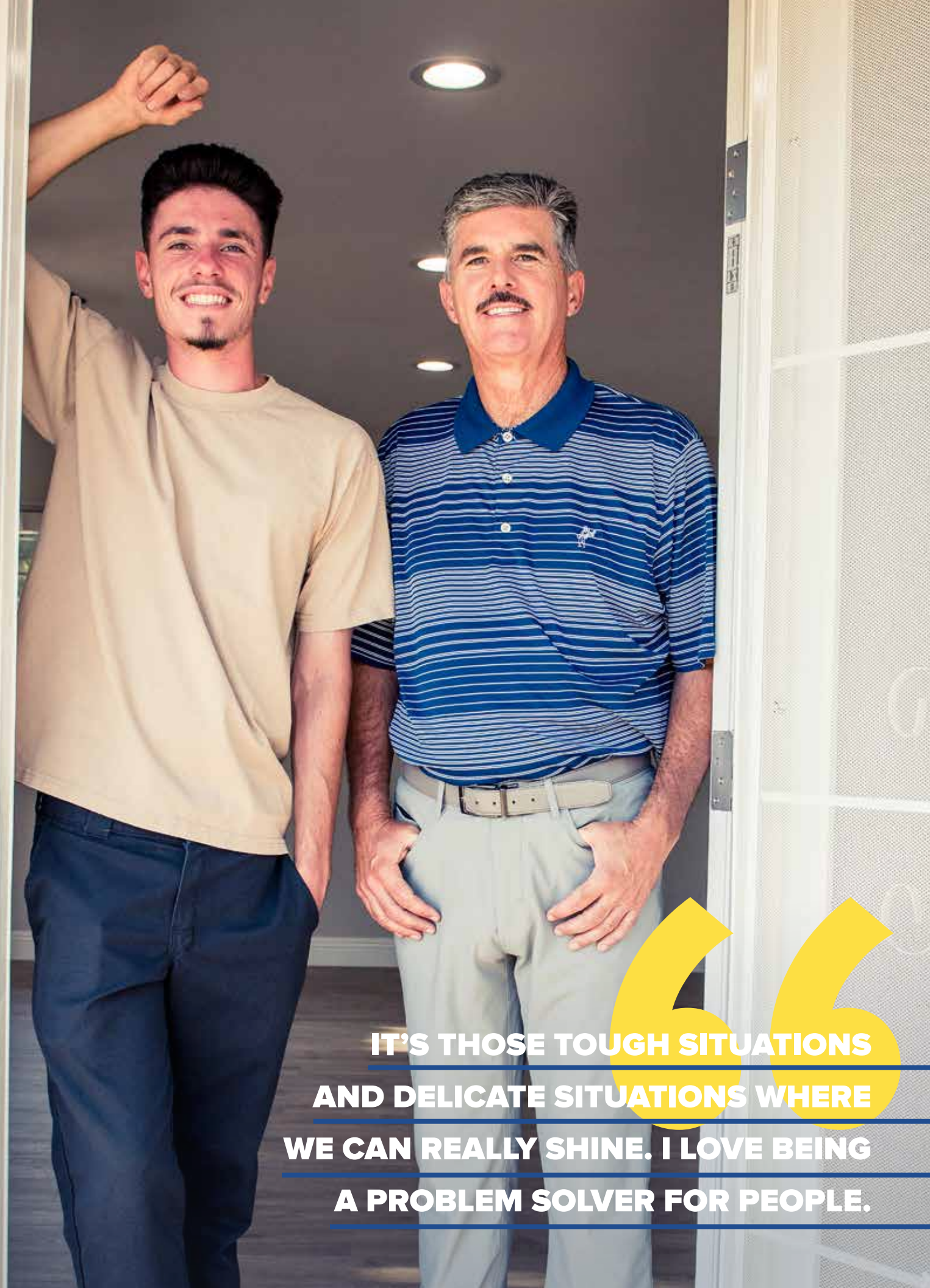
Away from work, Sean enjoys playing golf as often as he can. He also cherishes time with his two sons, including one of them who works with Sean on one of the construction crews.

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

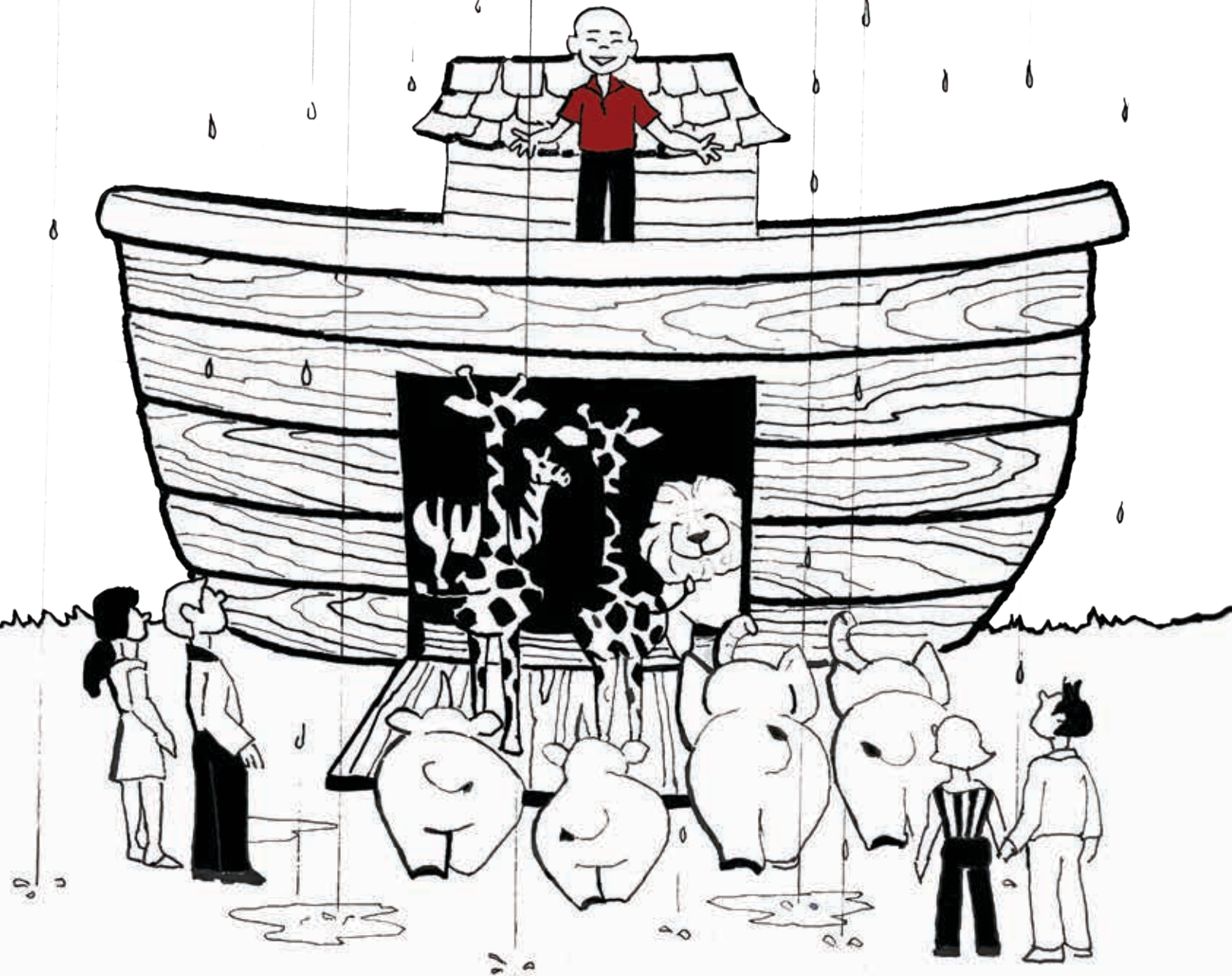
money in some cases to stop the foreclosure so they can take a deep breath. I can close escrow quick or wire money quick. I also work with probate issues. I have attorneys who can get the probate done in a very quick manner ... for the funeral, for example. I have attorneys who can step up and resolve 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
WE CAN REALLY SHINE. I LOVE BEING
A PROBLEM SOLVER FOR PEOPLE.**

**DON'T WANT YOUR FIRST TIME
HOMEBUYER TO MISS THE BOAT?**



We can get their CREDIT REPAIRED in UNDER 40 DAYS!



Alexander H Kim Founder/CEO
Mobile: 949-339-9152 • www.H1mb.com
CNMLS ID 1373777

**EXPERIENCE
THE BEST
OPTION**



**24 HOUR ACCESS TO
TRANSACTIONS**



**ELECTRONIC
DOCUMENT SIGNING**



**MULTI-LINGUAL
OFFICERS & STAFF**



**INDEPENDENT
ESCROW COMPANY**

*Let us help you make time for
what you do best: SELL REAL ESTATE!*

EscrowOptions.com

We specialize in:

Residential Purchases
New Home Sales
Foreclosure Sales
Commercial & Industrial Real Estate
Probate
Manufactured/Mobile Homes
Refinances
Investment Properties
Relocations
Real Estate Owned (REO)
Short Sales
Vacant Land



ESCROW
OPTIONS GROUP



Bernadette Kerkes

Vice President of Marketing
& Business Development

714.348.4718

Bernadette.Kerkes@escrowoptions.com



Tom Blank

Vice President of Sales

951.314.6860

TOM

ESCROW OPTIONS

B L A N K



» preferred partner spotlight

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

**THERE'S NO SUBSTITUTE
FOR HAVING THE CHANCE
TO WORK WITH PEOPLE WHO
TAKE YOUR CLIENTS' NEEDS
AS SERIOUSLY AS YOU DO.**

**THAT'S THE SPIRIT THAT IS
ALIVE AND WELL WITH VICE
PRESIDENT OF SALES TOM
BLANK AND THE TEAM AT
ESCROW OPTIONS GROUP.**

**THOSE WHO WORK WITH
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



“

WE ARE ALL ABOUT DEVELOPING PERSONAL RELATIONSHIPS AND REALLY ENCOURAGE AN OPEN DIALOGUE WITH US... 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.

”



**YOU CAN
SAVE A LIFE
FROM HUMAN
TRAFFICKING**



LOVEJUSTICE.NGO/LEARN

Martha Robles

Written by Dave Danielson
Photography by Marissa Menezes

Any 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.

...



...

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.



“
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.
”



Your Clients
Deserve A
Spooktacular
Closing Gift!



American made since 1949

Contact Us Today For Deals Sweeter Than Halloween Candy!



Andy Burton

Independent Area Director

951.334.5301

CutAboveGifts@gmail.com

CutAboveGifts.com



HELPING REALTORS® RETAIN THEIR CLIENTS IN THE INLAND EMPIRE FOR OVER 23 YEARS

**THE UNICORN
OF MORTGAGE
LENDERS...**

Who Answers The Phone!

(951) 207-7394



Mutual of Omaha
MORTGAGE

Scott Keese | Loan Officer

www.mutualmortgage.com

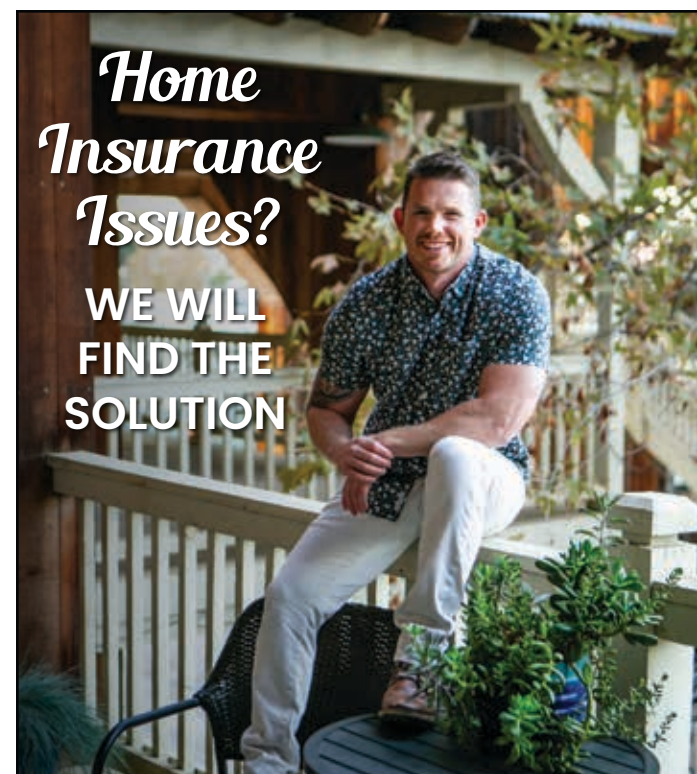
NMLS# 1439419 | 951-207-7394



Mutual of Omaha Mortgage, Inc., NMLS ID 1025894, 3131 Camino Del Rio N 1100, San Diego, CA 92108.

*Home
Insurance
Issues?*

**WE WILL
FIND THE
SOLUTION**



Spencer Pardon

(951) 200-3310

SPENCER PARDON AGENCY

*Are your Inspections
like a peaceful walk
on the beach?*

*If not, call Echelon today for
a special discount code.*

888-673-7791

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.

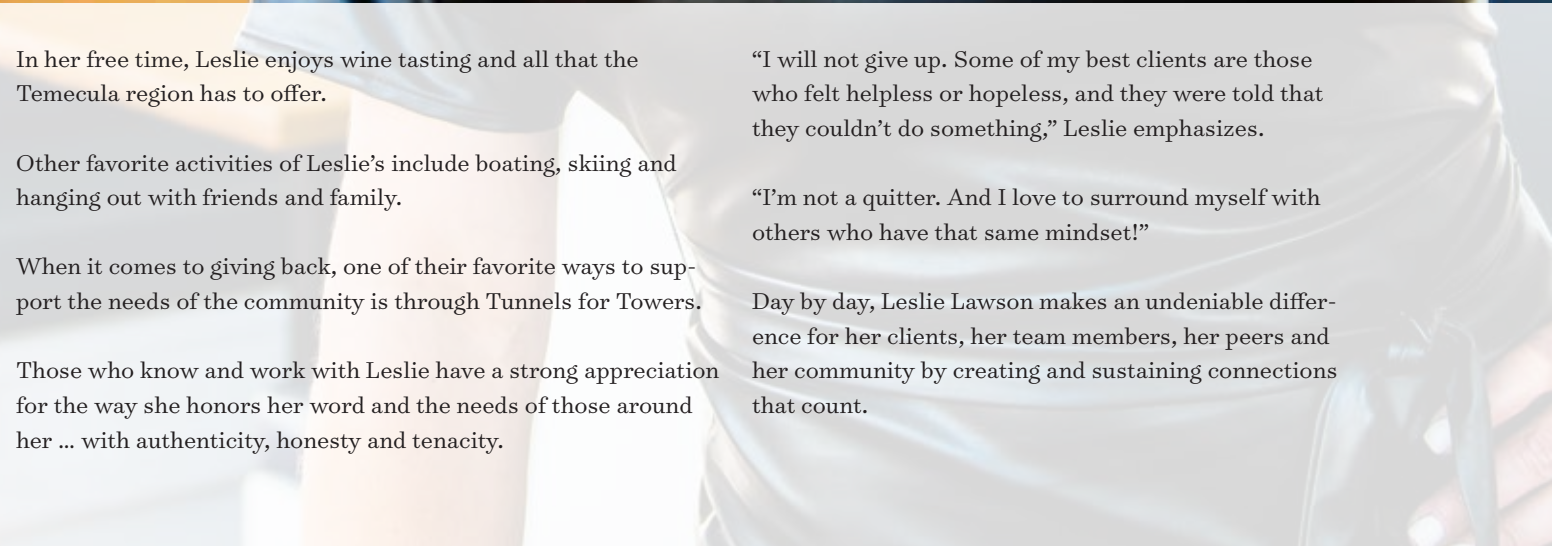
"Plus, we also have an outstanding extended team with our affiliates with escrow, title, photography, videography, lending, etc."

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.

...





“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.”

...

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

As 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.”

...

“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.”



...

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.”

Curate A Unique & Memorable Holiday Event!



Proceeds from booking support the Community Arts Program

Event Rentals

- Corporate
- Holiday
- Weddings
- Birthday Parties
- Meetings
- & More!

Located in Downtown Riverside

RiversideArtMuseum.org

SCAN TO LEARN MORE!



RAM
RIVERSIDE ART MUSEUM

The Cheech

Call or Email Kisbel Today to Reserve Your Spot for the Holidays!
951.684.7111 ext. 305 | FacilityRentals@RiversideArtMuseum.org

HomeGuard Incorporated To-DO LIST:

- ✓ TERMITE INSPECTION
- ✓ HOME INSPECTION
- ✓ ROOF INSPECTION
- ✓ POOL INSPECTION
- ✓ SEWER LATERAL
- ✓ REPAIRS
- ✓ SAME DAY REPORTS
- ✓ SATURDAY INSPECTIONS

Call us today!
(858) 684-1900

or visit us at
HomeGuard.com

Gary Lane
Regional Sales Manager
Southern California
Temecula - Inland Empire South
Direct: (951) 449-0668
glane@HomeGuard.com

Robert Martinez
Account Manager
Inland Empire East
Direct: (951) 395-3082
rmartinez@HomeGuard.com

Kirsten Noose
Account Manager
Inland Empire West
Direct: (951) 581-8229
knoose@HomeGuard.com

HomeGuard Incorporated

REALTORS - Save Your Clients from Biting Off More Than They Can Chew!
It would be "nuts" to move without booking with us!



RUFF & READY MOVING

1-844-GET-RUFF (1-844-438-7833)

43169 Via Dos Picos, Temecula, CA 92590 | 313 N. Melrose Drive #G, Vista, California 92083

ruffandreadymoving.com

HOUSE of LOANS



DAVID VANCE / PRESIDENT

949-291-3570

NMLS #707644
CABRE #01750920

This licensee is performing acts for which a real estate license is required. Statewide Funding Inc. dba House of Loans is licensed by the California Department of Business Oversight: NMLS #1105497. Loan approval is not guaranteed and is subject to lender review of information. All loan approvals are conditional and all conditions must be met by borrower. Loan is only approved when lender has issued approval in writing and is subject to the Lender conditions. Specified rates may not be available for all borrowers. Rate subject to change with market conditions. House of Loans is an Equal Opportunity Mortgage Broker/Lender.

CORNER ESCROW

Professional Service, Unwavering Integrity
An Escrow Team You Can Trust

Our Team has the knowledge to navigate through any unforeseen obstacles.

PARTNER WITH ME & MY TEAM AND GIVE YOUR CLIENTS PEACE OF MIND!

Lisa DeWitt
25220 Hancock Ave Ste 250, Murrieta, CA 92562
951.694.6300 | lisa@cornerescrow.com | www.cornerescrow.com

WWW.CORNERESCROW.COM

LAGUNA BEACH LAGUNA NIGUEL CARLSBAD MURRIETA BEVERLY HILLS LAGUNA WOODS TUSTIN

A woman with brown hair tied back, smiling, wearing a light blue button-down shirt. She is positioned in the background on the left side of the advertisement.

Pioneering The Future Of Escrow

Our Cutting-Edge Technologies
Are A Better Way To

CREATE. OPERATE. CLOSE

A woman with long, wavy brown hair, smiling, wearing a black blazer over a blue top. She is positioned in the foreground on the bottom left.

Tania Gonzalez
Sr. Account Executive
Tania@NewVentureEscrow.com
619.807.0711

A woman with long, dark hair, smiling, wearing a black sleeveless top. She is positioned in the foreground on the bottom right.

Courtney Louis
Vice President of Sales
Courtney@NewVentureEscrow.com
858.229.9035



NEW VENTURE
— ESCROW —

NEWVENTUREESCROW.COM

Transparency. Efficiency. Security. Innovation.