

SOUTH ORANGE COUNTY

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



janet
MITCHELL

EMPATHY
IN MOTION

AGENT SPOTLIGHTS

Shannon Parks
Geoff Dunlevie

PARTNER SPOTLIGHT

JJ Mazzo
CrossCountry Mortgage

OCTOBER 2022



HOME LOANS MADE EASY

Introducing The Shawn
The Lender Realtors Trust
Most to Make Them Shine

Shawn Muro
Senior Division Loan Officer | NMLS #331699
949.257.9112

**Turn All Your Borrowers into
Same-As-Cash-Offers**

My Team Exceeds Expectations
Muro Division Consists of a Team of
Processors, Underwriters and Closers
Dedicated to Every Transaction



Call Me Personally Today! 949.257.9112

MuroLendingGroup.com

MURO DIVISION



GENEVA FINANCIAL



NMLS #42056
BK #0910235



HAPPY HALLOWEEN!



Great people. Amazing Service. Quality Results.

Call, Text, or Visit Our Website to Get Your FREE Quote!

949-481-2501 • WWW.COASTALINSPECTION.US

28241 Crown Valley Pkwy., Ste. F432 • Laguna Niguel, CA 92677



TABLE OF CONTENTS

	06 Index of Preferred Partners		08 Meet the South Orange County Real Producers Team		10 Save the Date! 2022 Holiday Party
	14 Agent Spotlight: Shannon Parks		20 Partner Spotlight: JJ Mazzo, The Mazzo Group		26 Agent Spotlight: Geoff Dunlevie
	32 Cover Story: Janet Mitchell		40 In Focus: Marbella Country Club		44 Home Matters: Fall Home Organization Tasks

Cover photo courtesy of **Bodie Kuljian**.

SOUTH ORANGE COUNTY
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

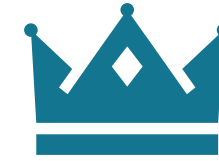
WANT TO BE FEATURED AS A RISING STAR?
OR KNOW SOMEONE WE SHOULD FEATURE?

- ★ Five years or less in the business
- ★ At least \$10 million in sales in one calendar year
- ★ Active on social media

For more information, to nominate, or to request to be featured, please email southocinfo@realproducersmag.com!



KEVIN BUDDE
CA DRE 00831552
NMLS 325450



Monarch Coast
Financial

Contact Me Today!

949-422-2075

KBudde@monarchcoastfinancial.com

**MORE THAN ONE
KIND OF BORROWER,
MORE THAN ONE
KIND OF LOAN.**

When it comes to qualifying borrowers, look no further than **Monarch Coast Financial** to offer unique lending solutions.

We provide a variety of loan products from A-Z helping more buyers with their real estate financing needs.



FULL DOCUMENTATION

Conforming & High Balance

FHA & VA

Jumbo & Super Jumbo

High Loan to Value Loans



ALTERNATIVE DOCUMENTATION

Bank Statements Only

No Tax Returns

Asset Depletion

Asset-Only Qualification



INVESTOR FINANCING

Property Cash Flow Qualifying

No Limit on Number of Properties

Multi-Unit Financing

Interest-Only Options



PRIVATE MONEY

Bridge Loan Financing

Stated Income

Stated Assets

No Qualifying

www.monarchcoastfinancial.com
20151 SW Birch St., Ste. 230, Newport Beach, CA



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!

CHIROPRACTIC

Horning Chiropractic and Acupuncture
Ben Horning
(949) 422-7698

ESCROW SERVICES

Corner Escrow
Katie DiCaprio
(949) 303-0515

Escrow Options Group
Bernadette Kerkes
(714) 348-4718

Glen Oaks Escrow
Hallie Packard
(949) 607-7665

The Escrow Source, Inc.
Michelle Rahe
(949) 305-0888

HOME INSPECTION

Coastal Inspection Services
Tracie Kirkpatrick
(714) 469-9489

Preferred Inspection Services
Jerry Stonger
(949) 234-7125

The Real Estate Inspection Company
Philippe Heller
(800) 232-5180

INSURANCE

Farmers Insurance
Brian Case
(949) 716-3643

JUNK REMOVAL SERVICES

The Junkluggers of Orange County
Joe Sandoval
(949) 632-2123

MORTGAGE SERVICES

CrossCountry Mortgage
JJ Mazzo
(877) 237-9694

Monarch Coast Financial
Kevin Budde
(949) 422-2075

Movement Mortgage
Matt Webb
(949) 742-2868

MortgageOne, Inc
Christopher Smith
(949) 292-9292

Muro Lending Group
Rick Muro
(949) 354-8400

MOVING COMPANY

Costa Mesa Moving Company
David Wilkes
(714) 241-1673

PHOTOGRAPHY

Milk Media
Bodie Kuljian
(805) 704-8781

Thomas Pellicer
(714) 381-7675

WASIO faces
Yaneck Wasiek
(949) 529-0512

PROFESSIONAL ORGANIZING

Coastal Organizing Company
Liz Wann
(949) 482-9476

SCREEN PRINTING & EMBROIDERY

Print And Cultivate
Flo Indries
(949) 973-1515

STAGING & HOME DESIGN

Straw & Clover Studio
Andrea McQuade
(714) 655-9705

TITLE SERVICES

Chicago Title
Shannon Peterson
(949) 235-6913

Lawyers Title
Jeff Tiss
(949) 422-1301

WFG Title
Andrew Walsh
(949) 300-9101

VIDEO PRODUCTION

Bowman Group Media
Tyler Bowman
(949) 275-1386

CLOSE MORE DEALS & SELL FASTER!

Take a permanent vacation from clutter.

Sustainable Junk Removal for Real Estate Professionals

The JUNKLUGGERS

1-800-LUG-JUNK

Why partner with Junkluggers?

- Dependable, On-Time Service
- Same/Next-Day Appointments
- A Fully Insured, Friendly Crew
- 100% Satisfaction Guaranteed
- Locally Owned and Operated

We **donate** and **recycle** as much as possible to keep items out of landfills. For any donations we're able to make on your client's behalf, we'll provide them with a donation receipt!

BOOK NOW!

\$25 OFF | **USE CODE: 25REALPRODUCERS**
a 1/4 truckload or more | Limit one per job. Cannot be combined with other coupons or discounts. Tax not included.

Book now for a **FREE**, no-obligation estimate onsite!

1-800-LUG-JUNK • JUNKLUGGERS.COM

FARMERS
INSURANCE

Brian Case

3607 S El Camino Real
San Clemente, CA 92672
Office: (949) 716-3643
Fax: (949) 498-7817

THOMAS PELLICER
still | motion photographer

**people
SPACES
aerials**

Specializing in architecture, interiors and luxury real estate.

714.381.7675 | www.THOMASPELLICER.com
@thomaspellicer

MEET THE SOUTH ORANGE COUNTY REAL PRODUCERS TEAM



Michele Kader
Owner/Publisher
(949) 280-3245
michele.kader@
realproducersmag.com



Ellen Buchanan
Editor



Geneva Eilertson
Marketing Associate



Heather Johnson
Account Manager/
Ad Strategist



Dave Danielson
Writer



Alex Regueiro
Social Media Manager



Tyler Bowman
Media and Video



Yaneck Wasiek
Photographer



Bodie Kuljian
Photographer



Thomas Pellicer
Event Photographer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at michele.kader@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 *South Orange County 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.

CHRISTOPHER and HALLIE YOUR ESCROW PARTNERS



When it comes to your open escrow, our exclusive **Weekly Escrow Update** is the ultimate checklist designed to help all parties stay on track. It's a proactive approach that highlights the current status of all **documents, reports, and outstanding items**. Our exclusive Weekly Escrow Update reports keep you and your clients up to date on the progress of your open escrow! No more wondering if Escrow has received or sent items - we keep you posted every step of the way, automatically, on every transaction!



- 20,000 career-closed transactions
- \$8,000,000,000 in career-closed residential real estate
- Highest and Most-Rated Escrow Team in California
- Over 400 5-Star reviews on Yelp • 16 Exclusive Concierge Services

Glen Oaks Escrow - Laguna Niguel | www.glenoakescrow.com
949-625-6751 | 28202 Cabot Rd. Suite 205 Laguna Niguel, CA 92677

SAVE the DATE!

*We're going back
to Marbella!*

This event is by invitation only for the top 500 real producers in South Orange County and our preferred partners. Thank you to **Matt Webb, with Movement Mortgage**, for sponsoring our event!

Be on the lookout for your exclusive invitation. This is a party you won't want to miss!

For information on all South Orange County Real Producers events, please email SouthOCinfo@n2co.com.



REAL
PRODUCERS
HOLIDAY PARTY
NOV. 7, 2022
5PM – 8PM

Marbella
Country Club
30800 Golf Club Drive
San Juan Capistrano,
CA 92675



Home Loans Built on *Trust*

Partner with me to give your clients a *simple, stress-free* home buying experience

We value every client and search for all possibilities to find them a home loan, no matter how difficult their situation may be.

"Matt Webb was terrific, he got us a bigger loan amount than we thought we could get and closed in just a few short weeks."

Thomas K. | Satisfied Customer

"Matt Webb did an amazing job with my mortgage for the purchase of my home in Orange County, and the experience could not have been better. He and his team were prompt, communicative, and exceeded all expectations from start to finish. Not only am I self-employed and had a short escrow in this crazy, hyper-competitive market, but I also went away on vacation during the escrow and we still closed on time! As not only a buyer, but also a Realtor, he comes with my highest recommendation. I have been a Realtor for 18 years and do not know ANY mortgage professional that has more knowledge, more experience, more diligence, and more problem-solving ability than Matt Webb. I will always refer him with the highest confidence because I do not have to worry, as I know he will always find a way through difficult challenges and we will be ok. This is also someone who can make a critical deadline, ALL while dealing with a buyer (ME) who was disorganized and sometimes unresponsive!! I know we would not have closed on time had Matt not been handling my loan. Thank you, thank you, thank you!!!

Robyn W. | Realtor



Matt Webb

C: 949.742.2868



ESCROW
OPTIONS GROUP

**EXPERIENCE
THE BEST OPTION**

WWW.ESCROWOPTIONS.COM



COMPLIMENTARY SERVICES

SELLER NOTARY SERVICES, WIRED COMMISSIONS, ALTOS MARKET REPORTS, UPFRONT HOA ASSISTANCE, PRE-ESCROW SERVICES AND MANY MORE



MULTI-LINGUAL OFFICERS

OUR ESCROW TEAMS SPEAK OVER 10 LANGUAGES TO ENSURE YOUR CLIENTS FEEL COMFORTABLE AND INFORMED THROUGHOUT THE ESCROW PROCESS



12 LOCATIONS IN SOCAL

70+ TEAM MEMBERS IN OFFICE LOCATIONS COVERING ORANGE, LOS ANGELES, RIVERSIDE, SAN BERNARDINO AND SAN DIEGO COUNTIES



BERNADETTE KERKES

VICE PRESIDENT OF MARKETING & BUSINESS DEVELOPMENT
P. 714.348.4718
E. BERNADETTE@ESCROWOPTIONS.COM

SHANNON PARKS

ENJOYING THE JOURNEY



» agent spotlight

By **Dave Danielson** | Photos by **Bodie Kuljian**

If you're on a path that isn't something you like, chances are good that you won't stay on it very long.

That's the way we're made — we naturally avoid things we don't like and move toward elements of our life that are rewarding.

That dynamic is easy to see with Shannon Parks.

PASSIONATE PURSUIT

A REALTOR® with Anvil Real Estate, Shannon clearly has a passion for her work, and is enjoying the journey with those she serves.

"I love the process of what we do each day. One of my favorite parts is working with first-time homebuyers," Shannon points out.

"Their excitement throughout the entire process is contagious. It makes every day so much fun."

COMING OF AGE

Shannon was raised in Laguna Beach as an only child with a single mom. Through time, she met her husband when she was 16 years old.

After she finished high school, she went on to attend college for two years at Saddleback College.

As Shannon and her husband, Tyler, started their family, they moved to Mission Viejo 22 years ago, where they raised their children. Shannon and Tyler worked with Melody Smith (owner of Anvil) through the process of selling their first home and purchasing their second home in Mission Viejo.

"She has an amazing way of making her clients feel like friends. One day, she posted something on Facebook asking for people who were interested in joining her on her team. I thought that would be fun. I had been told, through time, that I should *not* do real estate, but when I saw Melody's post, I gave her a call and went in to talk with her and her husband and co-founder, Dan Smith."

CAREER CROSSROADS

In June 2018, it became official: Shannon earned her real estate license and began her journey.

Since then, she has continued to move forward in her life and career. In fact, last year she sold 24 units for around \$20.3 million in sales volume.

...





“ONE OF MY FAVORITE PARTS IS WORKING WITH FIRST-TIME HOMEBUYERS. THEIR EXCITEMENT THROUGHOUT THE ENTIRE PROCESS IS CONTAGIOUS. IT MAKES EVERY DAY SO MUCH FUN.”

Shannon Parks is a Realtor with Anvil Real Estate.

...

FAMILY FULFILLMENT

Family makes life much richer for Shannon. In addition to treasuring time with her husband, Tyler, Shannon looks forward to moments spent with their children, Kyle, Kaden, twins Kale and Kolby, and Ellie.

“My family members are a huge reason for me being successful in this business. They support me. Early on, I learned that keeping hours would limit me,” Shannon explains.

“They have never been annoyed by the late-night calls or text messages or having to be late to something. They are my biggest cheerleaders. They are always trying to help me be better.”

In her free time, Shannon has a passion for traveling and exploring, hanging out with friends, and enjoying seeing what San Juan Capistrano has to offer.

“I love being outdoors, with lots of bike riding and hiking. And my cardio is shopping,” she laughs.

When it comes to giving back, Shannon is a proud sponsor of Mission Viejo Football. She also supports Toys for Tots and the American Red Cross.

QUALITIES OF A LEADER

When you talk with Shannon, it's easy to see her caring, honest manner and her sense of humor.

That sense of life and fun is something that continuously draws people to her.

They know that, in addition to her expertise and experience, Shannon will make the journey to their dreams truly enjoyable.



Orange County's Premier Real Estate Marketing Company

Photo • Video • Aerial • Zillow Walkthru • 3D Tour • Virtual Staging • Websites



Zillow Select
Photographer



BOWMAN
GROUP MEDIA
REAL ESTATE MARKETING

QUALITY • SERVICE • VALUE

www.BowmanGroupMedia.com

Tyler Bowman | 949.275.1386 | Tyler@BowmanGroupMedia.com



THE Escrow Source
Orange County's Finest Escrow Agency

Terri Glenn
Business Development

Terri has been working in the escrow industry since 2002 when she retired from her career as a Flight Attendant. She has so much passion and an abundance of energy for her job, and that shines through when you meet her. She loves helping The Escrow Source grow their business and helping their clients have a smooth transaction.

Terri's goal is to make sure that all of The Escrow Source's client's needs are always taken care of quickly and as efficiently as possible. She is available to them 24/7 and truly prides herself on being a phone call away.

Contact one of the top escrow companies in Orange County today!

949-305-0888 | theescrowsource.net
27611 La Paz Rd Suite D, Laguna Niguel, CA 92677



▶ partner spotlight

By Dave Danielson
Photos by ChristinaWolfPhoto

JJ MAZZO

& The Mazzo Group

GIVING BUYERS AN EDGE

There's a place where people stand today ... and a place they want to be tomorrow. But what is the key to unlocking that potential, to realizing those dreams?

Luckily, you and your clients have a partner on your side who is adept at coming alongside you and helping your clients reach the closing table — and their goals.

That's where Senior Vice President JJ Mazzo and The Mazzo Group come into the picture, with

service and relentlessness that help people move beyond where they happen to be today.

"I love helping people grow their business and build wealth through real estate. And that goes for team members, loan officers, clients and partners," JJ says.

"At the same time, I also love teaching salespeople how to convert leads and build their business."



JJ and Kimberly Mazzo.



“OUR TEAM MEMBERS KNOW TO TREAT EACH PERSON AS IF THEY ARE PART OF THE FAMILY, AND THEY HAVE AN AMAZING WORK ETHIC.”

LEARNING AND GROWING

JJ's ability to help others was bolstered by his own experiences in the industry through time.

“I lost everything in 2009 during the economic downturn after having been in the business for 15 years. I was in internet and refinance business at the time,” he remembers.

“After that, I got into the coaching company called Core Training, which I'm a senior coach for. As part of that, I changed my business model. I started building my business with one person, and it has grown ever since, with multiple locations throughout the country.”

GIVING BUYERS AN EDGE

As JJ explains, having all in-house operations and products allows his team to move very quickly to give buyers an edge.

“I'm proud that we have a long-time reputation in the industry,” he says.



“We give buyers an edge, as well, when they are working with other real estate agents as one of the top 10 mortgage companies in the nation as a direct lender — without any people in the middle of the equation.”

The family dynamic at the Mazzo Group is close-knit, to be sure.

“Our team members know to treat each person as if they are part of the family, and they have an amazing work ethic,” JJ says.

“We put our money where our mouth is. We listen to the needs of the client. After we listen, we get them a preapproval the same day. And we back that preapproval up. We have an on-time closing guarantee and close in as little as 10 days. We provide a \$1,000-per-day guarantee on that.”

REWARDING LIFE

Life for JJ is made richer by his wife, Kimberly, and their two daughters, 17-year-old Brooklyn and 13-year-old London. Away from work, JJ likes to lead an active life.

He has a passion for traveling (especially to Maui) and exploring new destinations. He also enjoys cooking and cars.

ENERGETIC SPARK

When you talk with JJ, you can feel the energy that he pours into his work and his team to make life easier for his REALTOR® partners and clients. Clearly, he loves what he does.

“When people have a chance to work with us, my hope is that they feel like we were like an expert family advisor for them — someone who was like a family member who you trust, someone who is an expert in the field.”

Based on the success of JJ's team ... clearly, they do.

When you're looking for a partner who drives to move you and your clients beyond where you are today, turn to JJ Mazzo and The Mazzo Group.

FOR MORE INFORMATION, CALL JJ AT 877-237-9694 OR EMAIL HIM AT SUPPORT@MAZZOGROUP.COM.



JJ Mazzo, senior vice president of the Mazzo Group at CrossCountry Mortgage.

PRINT AND CULTIVATE

DESIGN + CREATE
YOUR BRAND | YOUR VISION

- screen printing
- dtg (digital printing)
- embroidery
- fulfillment
- product development
- graphic design

printandcultivate.com
HELLO@PRINTANDCULTIVATE.COM
f (949) 973-1515 @



"Shannon and Cheryl go above and beyond for their clients. They provide exceptional service and are dedicated to achieving an outstanding real estate experience."

- KH



Partnered Together, We Can Accomplish Big Things!

Cheryl Anderson
(949) 212-2903
Cheryl.Anderson@ctf.com



Shannon Peterson
5 Corporate Park, Suite 100
Irvine, CA 92606
949-235-6913
Shannon.Peterson@ctf.com

COSTA MESA MOVING COMPANY

What to Expect From Us

- ✓ Licensed & Insured
- ✓ Expertly Trained
- ✓ Packing & Crating Services
- ✓ Referred by interior designers, antique dealers, property managers, and real estate agents throughout Southern California
- ✓ Excellent Reputation
- ✓ Low-Cost Packing Materials
- ✓ Modern Equipment & Trucks
- ✓ Storage Available
- ✓ FREE Estimates

(714) 241-1673

2614 S Oak St • Santa Ana, CA 92707

CostaMesaMoving.com

info@costamesamoving.com



Professional Service,
Unwavering Integrity
An Escrow Team You Can Trust

We have the knowledge to
navigate through any unforeseen obstacles.

PARTNER WITH US & GIVE YOUR CLIENTS PEACE OF MIND



Katie DiCaprio
Chief Marketing/Operations Officer
949.303.0515
Katie@cornerescrow.com



George Delgado
Account Executive
949.668.2447
George@cornerescrow.com

WWW.CORNERESCROW.COM f

IRVINE

LAGUNA BEACH

LAGUNA NIGUEL

CARLSBAD

MURRIETA

BEVERLY HILLS

LAGUNA WOODS

TUSTIN



Photo by WASIO faces

GEOFF

DUNLEVIE

A FRESH PERSPECTIVE

One of the biggest secrets to enjoying a successful career over time is having a mindset of continuous renewal. By looking for new ways to continue to learn and grow, you discover new avenues that make your work even more rewarding tomorrow than it already is today.

By Dave Danielson

Geoff Dunlevie is someone who personifies the dynamic of continuous-renewal.

As a broker associate with Compass, Geoff brings a fresh perspective to all that he does.

“You learn something new almost every day in this business, whether it’s transactionally, interpersonally, or from a marketing standpoint. I have a degree in business administration and marketing,” Geoff explains. “Real estate has allowed me to draw on all of my experiences, including marketing, sales, and contracts. My tool set has been perfect for real estate. I love that it’s not the same thing every day and the fact that there is a lot of problem solving involved.”

A GLIMPSE AHEAD

Throughout his early years, Geoff had a good look at the industry that he would one day join.

“My father was one of the original brokers in Palm Springs. He was also a developer in the desert in the 1950s and worked until he was in his 90s. Growing up with him, I grew up in real estate at the same time,” Geoff remembers. “I never worked for him as a salesperson, but I was always around him, walking projects and hearing about real estate deals.”

TAKING STEPS FORWARD

As Geoff looked to take his own steps forward in life and begin his own career, his father tried, at first, to steer him away from a real estate career.

“He said you have to work weekends. But I knew I would enjoy it. I graduated from college, and the first job I got was with a real estate developer,” Geoff recalls. “I’ve always had real estate in the background of what I’ve done, even though I wasn’t selling it day to day.”

VALUABLE EXPERIENCE

Geoff steadily built his career by picking up valuable experience.

“A buddy of mine asked me to come work with him selling for a carpet mill here in southern California. I went to work for him calling on carpet stores and also new home developers,” Geoff says. “I was working with design centers and new construction. As a result, it held my interest.”

In time, his friend sold the company, and Geoff went into sales management for the new company, becoming territory manager and vice president ...



Photo by WASIO faces

...

of sales and eventually becoming vice president of national accounts.

“As part of that role, I was flying all over the country talking with national builders,” he says.

“Then, they started downsizing and got caught up in that, and I left that company ... then worked with my wife, who is an interior designer. While I was working with her, I had the epiphany that I wanted.”

That epiphany led to Geoff earning his real estate license in 2015. In 2020, he followed that up by obtaining his broker’s license.



Geoff and Rhonda have opened their home to Ukrainian refugees Lyuda and her son, Arsen. (Photo by WASIO faces)

FAMILY LIFE AND MAKING AN IMPACT

Family makes life much richer for Geoff. He treasures the time he has with his wife, Rhonda.

“She has a thriving interior design firm. Having worked with builder design centers and being around her has given me a good design background, which is good in the work I do with my clients, assessing homes with an eye toward a remodel if needed,” he explains. “I’ve done a lot of remodeling work. The synergy between her business and mine is very strong; we wind up working with each other’s clients.”

When it comes to giving back to the community, Geoff and his wife have a heart for helping, including supporting the American Cancer Society. He also supports the Laguna Beach Boys & Girls Club, The Laguna

Geoff Dunlevie’s wife, Rhonda, has an interior design firm and she and Geoff often work with each other’s clients. (Photo by WASIO faces)



Photo by WASIO faces

Music Preserves, a nonprofit that works to bring music back to elementary schools.

“Recently, my wife and I have opened our home to a family from Ukraine,” Geoff says. “We have taken in a mother, Lyuda, and her 8-year-old child, Arsen, through the Uniting for Ukraine program. It has been very rewarding to help them start a new life here. Plus, it’s fun to have a kid in the house again!”

In his downtime, Geoff leads an active life with a number of free-time activities. He enjoys skiing, tennis, golf, and playing the drums. Plus, he is also taking private pilot lessons in his own plane.

Those who get the chance to know and work with Geoff value the way he remains cool and calm under pressure.

“I like helping them stay on course and stay centered. People tell me how



Geoff enjoys flying and is taking private pilot lessons in his own plane.

reassuring I can be,” he says. “The rewarding thing is helping people make good decisions. One thing that is pretty cool is they are always trying to train agents to stay in touch with people. I find that very easy. The overwhelming majority of my clients become good friends.”

“**YOU LEARN SOMETHING NEW ALMOST EVERY DAY IN THIS BUSINESS, whether it’s transactionally or interpersonally ... or from a marketing standpoint.**”



**Get Your Client's Offer Accepted
Even Against A Cash Buyer!**



Christopher Smith, Branch Manager

949-535-1821

www.mortgageonehomeloans.com
TheSmithGroup@GoMortgageOne.com

SG The Smith Group
powered by **MORTGAGEONE**

Family Owned & Local Direct Lender | NMLS#: 898812



cover story

By Dave Danielson
Photos by Bodie Kuljian



janet MITCHELL

Empathy in Motion

In the way we work and live each day, our core values reveal themselves to those around us. These “reflections,” if we are lucky, can touch the lives of others in small and, sometimes, profound ways.



For Janet Mitchell, an empath with boundless energy, it is not just luck. On the contrary, connecting with people and helping them navigate a path to their desired outcome is a true passion.

As a REALTOR® with Compass, Janet relishes the role of connecting and attending to the needs of the clients she serves.

“When a couple invites me into their home, it is an intimate encounter that I do not take for granted. In a real and meaningful way, they are opening up their lives, and dreams, to me. For many families, I can see how this would invoke feelings of vulnerability. Fortunately, I thrive on connecting at this deeper level and, over time, earning their trust. It is this trust that acts as the guiding principle in this very important event,” Janet says.

...

...

“Every client meeting is a collaboration and, therefore, an opportunity to help someone move ever closer to the vision they are pursuing. First and foremost, this involves understanding someone’s motivations and their goals. Finding the right home or collaborating on the best approach to selling someone’s home are the most important elements of what I do every day.”

Getting Her Start

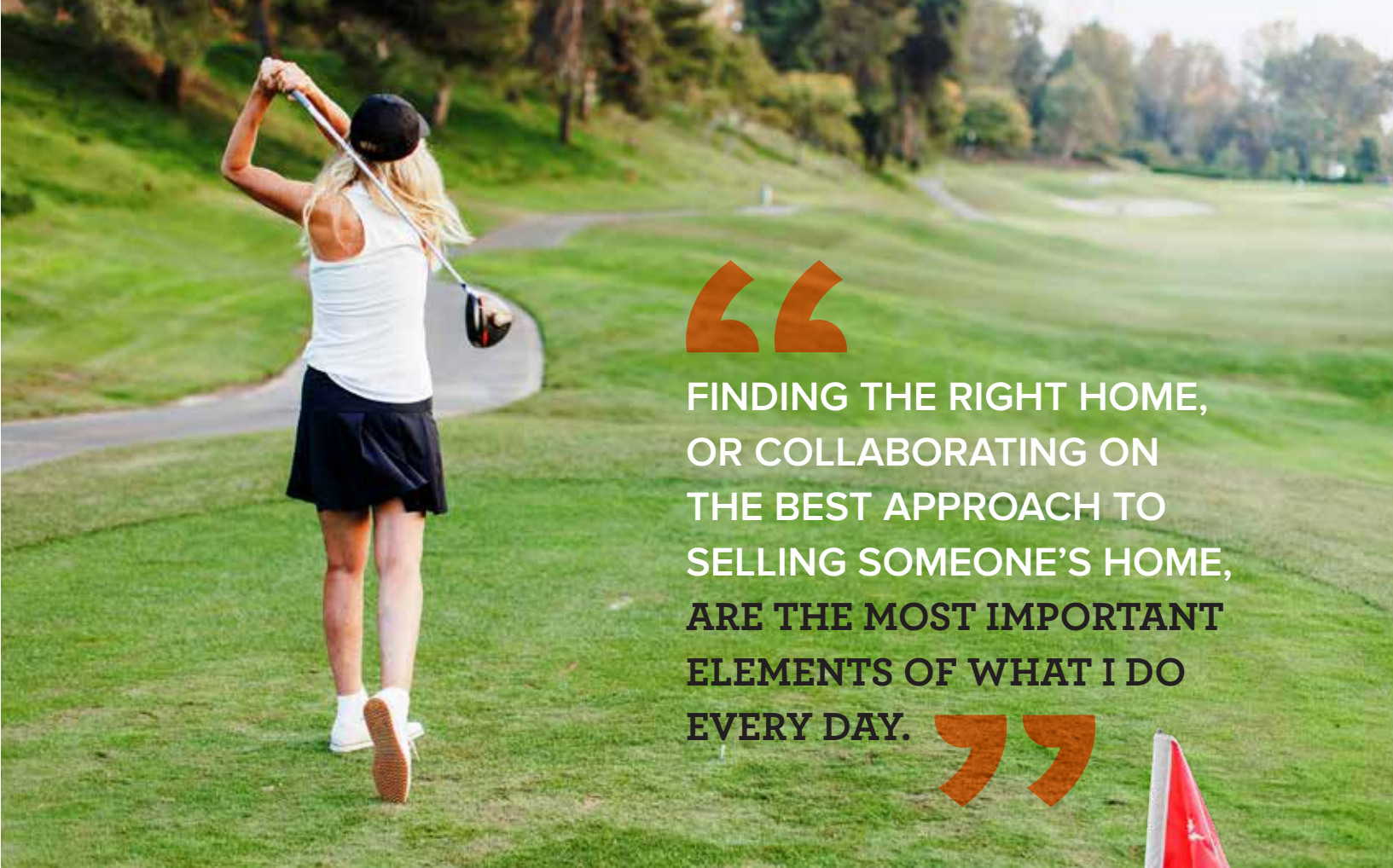
Janet was born and raised in southern California to loving parents, both Midwesterners from Pennsylvania, who headed west to Orange County, California, in 1956.

“Southern California and, more specifically, Orange County, was very different back then. There were far fewer cars and a lot more orange groves, seemingly everywhere. My childhood home was in Costa Mesa and, by any measure, I was truly blessed with a wonderful childhood,” Janet says. “I rode my bike to the beach, hung out with friends and played a lot of tennis growing up. Our church and our neighbors were our community.”

As she came of age, Janet enrolled at UC Santa Barbara and graduated with a bachelor’s degree in English literature. At that point, she looked for her next steps forward in life. That’s when her dad suggested that she pursue a career in sales and business development.

“My first professional role after college was with a highly respected global company, Quaker Oats. Fortunately, this provided me with an opportunity to learn from the best at a relatively young age. Subsequently, I transitioned into the commercial furniture industry as a marketing director for Herman Miller, Inc., also a highly respected Fortune 500 brand. This highly visible role honed my appreciation for tasteful design, space planning, and the project management skills necessary to create value,” Janet says.

“Designing the corporate headquarters for Disney in Anaheim remains a career highlight. Close collaboration ... a lot of design ... the result was phenomenal. Herman Miller was an amazing Fortune 500 company and fostered great teamwork and a



“
FINDING THE RIGHT HOME,
OR COLLABORATING ON
THE BEST APPROACH TO
SELLING SOMEONE’S HOME,
ARE THE MOST IMPORTANT
ELEMENTS OF WHAT I DO
EVERY DAY.”

Janet Mitchell enjoys playing golf and tennis in her downtime.

chance to experience world-class, collaborative selling. I was fortunate to receive a lot of great training.”

Now, the Most Important Chapter

In time, Janet married and settled in San Juan Capistrano, where she and her husband soon welcomed two beautiful daughters into their world. It goes without saying that her life naturally took on an entirely different meaning and focus.

“Due to the years of hard work and success, I was able to shift my focus to the most important role I will ever have — caring for our two daughters. Living in San Juan Capistrano, we discovered St. Margaret’s Episcopal School, which offered a faith-based education and an approach designed to ‘educate the whole child.’ I loved St. Margaret’s school and wanted to contribute, so I began volunteering, first as a room parent and then with the Parent Teacher Fellowship. It was gratifying to contribute to making the school the best it could be, not just for my own children but for the community at large,” Janet says.

...



...

“It was quite an honor when I was nominated for president of the PTF, where I led a board of 60 people while filling a seat on the board of trustees. It was hard work but incredibly rewarding and, once again, helped to further develop many skills on how to work with people.

Finding Her Path in the Profession

As Janet shares, her start in real estate actually can be traced back to an early time when she sold her own home. Today, she continues to build her growing business and, while most of her transactions are multimillion-dollar listings, she has a special place in her heart for the first-time homebuyer.

“I purchased my first home as a single woman when I was 26 years old, absent much guidance, I would add. Today, I confidently impart counsel based on the knowledge and experience I have obtained over several decades.”

Janet’s results have been remarkable. In fact, in 2021, she closed \$24 million in sales volume, primarily in San Juan Capistrano, Laguna Beach, and Ladera Ranch.

Janet’s life is made much richer by her family and friends. Spending quality time with her two daughters, Makenna and Marissa, is at the top of the list. She also enjoys time with her parents and three siblings and their families, as well, who all still reside in southern California.

In her free time, Janet continues to enjoy an active lifestyle, playing both tennis and golf when time permits.

“Golf provides a lot of great metaphors for life,” she says. “If you have a bad hole, which invariably occurs, you must simply move on to the next, and try to learn from it.”

Over the years, Janet has served as a volunteer for many organizations, including Mission Hospital’s Valiant Women, Miracles for Kids, and International Sanctuary, an organization that supports women who are trying to escape from human trafficking.



Janet Mitchell is a top performer with Compass.

Living Her Purpose

It is easy to see how Janet’s core values are reflected in her everyday life. Her family, faith, and integrity are at the center of her life and complement her business ambition as she dedicates herself to making dreams manifest into reality. In the process, she loves sharing this journey called life with her clients ... and bridging their needs with her own.



Before, it was trendy to close home loans in under 10 days. For the Mazzo Group and their partners, it’s been the norm for over a decade.

Don’t lose the home to our partners.
Be Our Partner!

MAZZO GROUP
CROSSCOUNTRY MORTGAGE™

Call **877-JJMAZZO**
support@mazzogroup.com



JJ Mazzo - Senior Vice President NMLS186548

CrossCountry Mortgage, LLC, NMLS3029, 31351 Rancho Viejo Rd., Suite 201, San Juan Capistrano, CA 92675 NMLS1790854. CrossCountry Mortgage, LLC guarantees that we will close your loan based on the escrow date reflected on the purchase contract dated or we will pay the seller/buyer at a rate of \$520 per diem and ensure a deposit protection up to the amount of \$100,000. Offer can only be redeemed by closing a loan with the JJ Mazzo Group of CrossCountry Mortgage, LLC. Guarantee is void where prohibited. Guarantee terms apply to the loan set forth on the purchase contract and is good for a one-time payment only. If the loan is not closed, payment will be made to the seller within 15 days of the contract expiration date/buyer in the form of a lender credit. In order to qualify for this guarantee, all of the following conditions must be met: • All conditions listed in your purchase contract must be met. • The loan must close by the expiration date listed on the purchase contract, or the borrower must qualify for an extension and the loan must close by the extended expiration date. • This guarantee is not valid if borrower or seller chooses not to close this loan or if the delay is caused in whole or in part by reasons beyond CrossCountry Mortgage, LLC's control. Additional Terms and Conditions: This guarantee is not an offer or an inducement by CrossCountry Mortgage, LLC to enter into an agreement to make a loan, nor a guarantee or lock of a specific interest rate or number of discount points. An offer to make a loan is neither binding nor enforceable unless it is in writing and signed by both the borrower and CrossCountry Mortgage or unless an oral agreement is offered and accepted no greater than ten (10) days before closing. Guarantee is contingent upon: 1) the borrower(s) satisfying all underwriting guidelines and loan preapproval conditions, providing all required pre-closing and closing documentation and any applicable upfront fees within required timeframes; 2) the property appearing at or above the sales price; and 3) CrossCountry Mortgage, LLC's mortgage have a first place lien position. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC, NMLS3029 (www.nmlsconsumeraccess.org). Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act.

WASIO faces

You need a Photographer that sees the best in YOU
& knows how to capture that.

SCHEDULE YOUR SESSION WITH YANECK!



1. SCHEDULE SESSION

you can schedule your session in less than 2 min

2. GET PHOTOGRAPHED

we'll guide and direct you to get the BEST!

3. REVIEW HEADSHOTS

we will review together & choose the best headshots for YOU!

4. RECEIVE RETOUCHEDED HEADSHOTS

you will get YOUR fully retouched headshots in few short days

WASIOfaces.com | info@wasiophotography.com | 949-529-0512
3633 W. MacArthur Blvd, Santa Ana CA 92704

PROVIDING QUALITY HOME INSPECTIONS

Throughout Southern California

Licensed General Contractor since 1998
Member - OCAR Orange County Association of Realtors
Member of both ASHI and InterNACHI

Now offering in-house sewer
line inspections!

Preferred
Inspection Services



PreferredInspects.com

Call Today To Schedule An Inspection
(714)323-1345 or (949)234-7125
jerry@preferredinspects.com

OVER 10 YEARS IN HOME
INSPECTION EXPERIENCE



STRAW+
CLOVER
STUDIO

HOME STAGING

714-655-9705
949-290-4055

WWW.STRAWANDCLOVER.COM



MARBELLA

► in focus

COUNTRY CLUB



ELEVATING EXCELLENCE

By Dave Danielson

There are some moments in life that stay with you ... special places that are forever etched into your memory, to the point where hearing the name of the place conjures up vivid recollections. That's the way it is when you treat yourself to Marbella Country Club — a place that truly elevates excellence.

Here, you will marvel at the way Marbella Country Club meshes perfectly with the breathtaking hills of San Juan Capistrano and the historic Mission Basilica that sits nearby.

As you'll see, the property was inspired by classic Mediterranean influences ... all the while pampering

its guests with a refreshing blend of the latest comforts and amenities. Along the way, you will enjoy the crisp, finely cared-for grounds that wrap around the property at every turn.

During your stay, you may decide to take in a round of golf on the welcoming fairways and challenging greens of the award-winning course. Or you may be enjoying a special event made even more so by one of the large, well-appointed private banquet spaces here.

You are in for a remarkable stay. Explore Marbella's expansive 50,000-square-foot clubhouse.

The clubhouse offers a full spectrum of facilities and amenities, including two cocktail lounges; an upscale, formal dining room serving continental and regionally-inspired cuisine with friendly, white-tablecloth service; and a men's grill, offering a delicious assortment of more casual fare in a comfortable, family-friendly ambiance.

Of course, at the heart of the experience at the club is the championship golf course that was crafted by the world-famous team of Tom Weiskopf and Jay Morrish. The par 70, 6,608-yard course was conceived and executed in the old style, leaving the terrain untouched, with rich groupings of trees guarding each side of the lush fairways.



Throughout the property, you'll be welcomed by the elegant warmth of classically designed, Spanish-style furnishings that perfectly complement your time here.

Members and their guests have access to the club's six lighted tennis courts, pickleball court, Junior Olympic-sized swimming pool, and toddler pool. In addition, the renovated Marbella Wellness & Fitness Complex is complete with state-of-the-art fitness equipment and personal trainers, an ongoing schedule of fitness and aerobic classes, and a spa.

Once your activities are complete, treat yourself to the comforting locker rooms — complete with a steam room and sauna. You'll also find a well-stocked pro shop with a complete array of tennis and golf supplies and clothing.

With a membership at Marbella Country Club, you will enjoy the unparalleled experience of comfort and excellence that you would expect of a world-class leader. Marbella's membership director, Jessica Calvillo, is happy to answer any questions or complete the membership process with you.

In addition, Marbella Country Club is unrivaled in its ability to create specialized, one-of-a-kind weddings and special events that reflect each individual's style. Kaile Watters is Marbella's event sales

director who manages all of the events that are held at the club.

"We can host intimate events of 10 to 15 people, such as private dinners, baby and bridal showers and birthday parties," Kaile explains. "That's just the beginning. We can also accommodate events all the way up to 230, such as weddings, large-scale corporate meetings and fundraisers."

Every event, regardless of size, is underscored by Marbella's signature, personalized event-planning service.

"Catering, tables, chairs, linens, glassware, servers and bartenders are provided by Marbella," Kaile adds. "We take care of most of your event needs outside of personal decor, such as photos, centerpieces and signage. We absolutely love assisting clients with their events and do everything we can to ensure they have a fun and seamless experience."

For its members, Marbella Country Club is an oasis — a home away from home. It's a place where worries are checked at the door while you escape from the stresses of everyday life and revive your peace of mind. Make this luxury lifestyle experience a reality today.

To learn more about hosting your next event at Marbella Country Club, contact Kaile Watters at 949-248-3700, ext. 14. For information about membership or to schedule a tour, visit www.marbellacc.net or call Jessica Calvillo at 949-248-3700, ext. 11.

You are awesome.
Your business is awesome.
Let us help you prove it.



www.milkmedia.me

photography and videography
for realtors, business owners and individuals
looking to tell their story or promote their brand.

PROTECTING THE AMERICAN DREAM



JEFF TISS
📞 949.422.1301
✉ JTiss@LTIC.com

SHANNA CUEVAS
📞 949.257.6955
✉ SCuevas@LTIC.com



Lawyers Title®

JeffandShanna.OCLTIC.com
Customer Service: 949.223.5550

N2 GIVES

\$3 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

The N2 Company – the company behind this publication and 850+ others like it – is financially committed to end human trafficking.

FOR EVERY AD WE SELL, N2 DONATES ENOUGH MONEY TO FREE 2 SLAVES FROM CAPTIVITY.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

A GIVING PROGRAM BY THE N2 COMPANY

Visit n2gives.com to learn more about our giving program.



ENJOY SUMMER



Horning Chiropractic & Acupuncture

Acupuncture & Chinese Medicine • Chiropractic Applied Kinesiology • Nutrition Plans



As a Second Generation Chiropractor, Dr. Horning knows the power of healing your body naturally.

(949) 422-7698
www.DrBenHorning.com
25241 Paseo De Alicia Suite 150
Laguna Hills, CA 92653



Home Organization Tasks for Fall

Fall is upon us, and with it, this season brings change: changes in leaves, changes in temps, and changes in our routines and activities. We're busily (and maybe reluctantly) trading our sun-soaked summer days for sweater weather, hot cocoa and football games. As we transition to this coziest of seasons, let's take a look at four fall organization tasks that will prep your home for the chilly days!

1. Swap Out Your Closet

Time to trade those strappy sandals and tank tops for cozy sweaters, scarves and boots! Use this time to put your hands on each piece you own and ask yourself whether you've worn it in the last year and whether it still brings you pleasure. Donate items you're finished with to your favorite charity or consignment shop.

Then, organize what's left by use, such as tools and sporting equipment. Storage is key. Use hooks, pegboards and wall shelves to lay everything out in a way that makes sense for your family.

4. Prime the Kitchen for the Holidays

For many of us, the kitchen is the heart of the home, and many of our fondest holiday memories revolve around time spent cooking and eating with family and friends. Now is a great time to organize and swap out seasonal appliances and linens; move the dishes you'll use most, such as mugs, roasting pans and casserole dishes, to convenient locations. Take the time to replace any expired, essential spices.

3. Organize the Garage

Start by pulling everything out into the driveway and cleaning the floor well. Next, get rid of anything you haven't used in two years, that you no longer want, or that is broken.

While these tasks may seem overwhelming at first, remember, the sooner you get them done, the more time there will be to sit back with some apple cider or a hot toddy and enjoy the season with those you love.

PRINT ME MORE!

Were you, your broker, or the team featured in an issue of *Real Producers*?

Want a copy of your article or full magazines that you were featured in?

REPRINTS!

What the heck is a reprint? A reprint is a four- or eight-page, magazine-quality-grade paper with your full article and photos and **you on the cover** of the publication.

WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team, and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED ON MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

WHO CAN BUY THESE?

The REALTOR® that was featured, the broker, our partner, or family. Anyone who wants to promote you.

HOW DO I ORDER?

Email our reprints manager, Geneva Eilertson, at geneva@realproducersmag.com.



Sign up for our Free Virtual Agent Training including AB-38
Email Sales@SDinspect.com



Now offering Home Fire Hardening Inspections

Call us for more info!

Serving Southern California Since 2004

24/7 online scheduling or call our fully staffed office

Same-Day report delivery with onsite summary review

Use our easy Request for Repair builder right from our reports

Sewer Scope, Mold, Roof, Termite & Pool Inspections

Thermal Imaging, 4/90 Guarantee & Roof included on every inspection

Optional 3rd Party Repair Quotes in 24 hours based on our reports

ONLY Company in California offering Home Fire Hardening Inspections



1,450+ Google Reviews & 580+ Yelp Reviews

SDinspect.com
(949) 464-4774



The Real Estate
Inspection Company

Check out our Podcast: Real Estate: Uncovered | Podcast@SDinspect.com



Coastal Organizing Company exists to help you find peace in your space by creating a stress-free, organized environment.



HOME ORGANIZING
MOVES AND RELOCATIONS
BUSINESS ORGANIZING

949-482-9476

www.CoastalOrganizingCompany.com

Liz and her team were amazing! The organization is beautiful and clearly labeled so my family can keep up with the system. Look forward to working with her again. Loved our experience and highly recommend!
- JULIANA B.





Don't let your sellers get spooked by price reductions, WFG Title has the lowest title fees to save your sellers money on closing costs!

#AWALSH4TITLE

Scan to see
your savings



Give Us a Call!

Andrew Walsh
VP of Sales & Marketing
949.300.9101
awalsh@wfgtitle.com
wfgtitle.com/Andrew-Walsh/



WFG National Title Company
a Williston Financial Group company

The background of this section is a photograph of a man standing outdoors. He is wearing a dark blue suit jacket over a white t-shirt. His head is replaced by a large, orange jack-o'-lantern with a carved, smiling face. He is standing in front of a swimming pool, with a coastal landscape and a blue sky in the background.