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PARTNER SPOTLIGHT:  
KIMBERLY TRUJILLO

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If you are interested in contributing or nominating Realtors for certain stories, please email us at [ml.rauch@realproducersmag.com](mailto:ml.rauch@realproducersmag.com), or call ML at (505) 250-0092.

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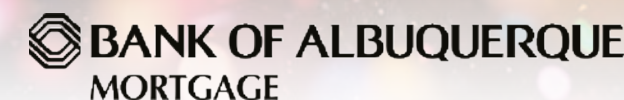
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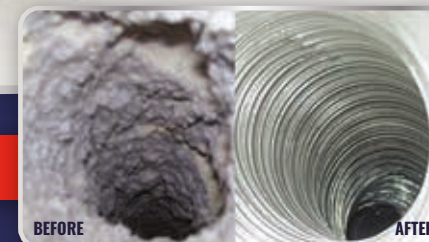
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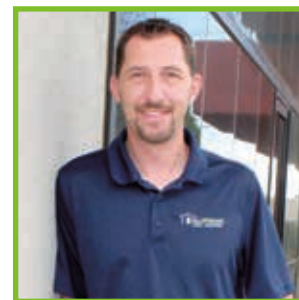
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It is hard to believe that four years ago, I welcomed the Top 300 agents in Albuquerque to the brand-new Real Producers community!

I am humbled and so grateful for the support of you all, the Realtors and Preferred Partners. YOU are the ones that make this community happen! It continues to be my honor to serve you by telling your stories and bringing inspirational energy to this community through the monthly magazine, and our events. It has truly been a blast making great new friendships, and being able to do what I love most: connecting people and celebrating your successes!

THANK YOU from the bottom of my heart to our Preferred Partners, many of whom have been with us since the very first issue of *ABQ Real Producers!* To my phenomenal staff and team — you are the magic behind this platform, and I literally could not do it without you!

Cheers, Real Producers community, as we enter our fifth year! Be sure to watch your emails for an exclusive invitation to our September “4 Year Anniversary” event! We can’t wait to see you and celebrate!

If we haven’t had the chance to meet, please reach out to me. I’d love to grab a cup of coffee and get to know you!



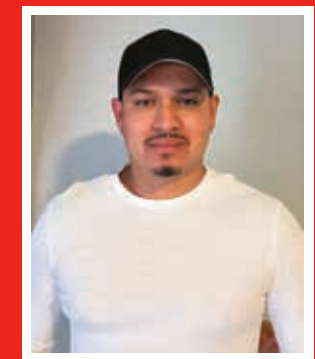
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# Kimberly

## *Trujillo*

Becoming a business owner inspired Kimberly Trujillo from a young age. After developing years of expertise in the real estate industry, she now oversees multiple successful businesses in the Albuquerque area, ranging from short-term rentals to a Farmers Insurance agency. But it took strategic decisions along the way to propel her to where she is.

After graduating from West Mesa High School, Kimberly was 18 when she and her then-husband married. One year later, they founded a construction company, MCE Inc. During that time, they had two children, Braunwyn Taylor and Zavem Lee. "Being a mom raising two kids under two and running a business was hard, but I pushed forward," she says. Kimberly earned her general contractors license while her youngest was under one year old and eventually became a homebuilder. She and her then-husband divorced in 2006 but remain successful co-parents to their two children.



I wanted to learn as much as possible, so I built a community of people around me who knew the market well.



Wanting to continue building her resume, Kimberly pursued a career in real estate in 2003 and eventually opened her first group, Lee Taylor Real Estate Group. “I had great mentors that I leaned on and sought advice from,” she says. “I wanted to learn as much as possible, so I built a community of people around me who knew the market well.”

In 2007, she offered property management to existing clients when the market turned. “I wanted to continue helping people in new ways while also streamlining my income,” she says. “I have had an amazing assistant since 2006, Tonya Salas, who I couldn’t have done any of this without.”

She met her husband, Rich, and they were married in 2017. “We found each other a couple of times in life,” says Kimberly. “He has been phenomenal and supportive of everything I do, and now we have our daughter, Brielle.”

Kimberly established Lee Taylor Real Estate Inc. in the same year and has continued to build an esteemed career as a qualified broker. She recently partnered with another broker, Irvie Homes, working on short-term rentals and with Airbnb. Together, they manage more than 40 properties and want to bring more talent to their team.

In January of this year, she also opened a Farmers Insurance agency with an entire staff helping to operate

the business. “Our team provides homeowners and landlord-policies renters insurance, life insurance, and auto insurance so we can help them however they need,” Kimberly says.

Along with the many prosperous companies she oversees, Kimberly is dedicated to spending quality time with her family and finding her best work-life balance. “I lost my dad in 2021, and my mom has been sick for a while,” she says. “My siblings and I care for my mom, and we all do what we can together.”

She, Rich, and their children also like to spend time on their five-acre property on Lake Navajo. “It’s our home away from home,” Kimberly says. “We are out there pretty much every weekend all summer long.”

When Kimberly reflects on her career, having accomplished her lifelong goal of becoming a business owner, the best way she advises people who want to do the same is to surround themselves with like-minded people. “I know my fellow REALTORS® understand—we all learn from each other constantly,” she says.

**For more information reach out to Kimberly at (505) 440-5487, [kimberly@ltreg.com](mailto:kimberly@ltreg.com).**



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# Melissa Salazar

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*Former Mrs. New Mexico Dazzles and Delights in Real Estate*

“When I was younger, I thought I was going to be an actress,” says Melissa Salazar. She originally majored in Theater Arts with a full scholarship to college. “I was going to be famous,” she smiles. With her father as an audio engineer, she had always been behind the scenes on shows. “I really enjoyed the stage,” she says.

From her early days, Melissa auditioned for roles in the second grade. “I really learned to take that leap of faith,” she says. Putting herself out there on stage came naturally to her. She learned to cope with rejection. “You may or may not get the part,” she reasons. “I realize that failure is not failure. You get used to critiques and the criticism of directors.” Her background helped her learn to take risks.

Melissa’s passion for the stage led her to participate in “Guys and Dolls” and “A Streetcar Named Desire” during her college years. However, it was her crowning achievement as Mrs. New Mexico in 2014 that truly transformed her life.

Representing her state in the Mrs. United States pageant, Melissa seized the opportunity to raise awareness for autism, a cause close to her heart. She says, “As a woman, wife and stay-at-home mom I didn’t feel like I could have made much of an impact. Like a lot of moms, I felt a bit invisible to the outside world. I had no idea

that I could make a difference for anyone.” Through her platform, she worked diligently on the board of the New Mexico Autism Society. “I worked to promote the organization and to fundraise and help with volunteers; it was exciting and fun.”

After being Mrs. New Mexico, Melissa started her own photography company in 2016, capturing stunning images of homes for REALTORS®. As her skills and responsibilities grew, Melissa realized the need to obtain her license. This decision not only enabled her to expand her horizons but also led her to partner with David Stafford, the owner of 360 Ventures Real Estate. David became

Melissa’s mentor, which increased her knowledge, skill, and confidence rapidly.

Since joining the real estate industry in 2017 and obtaining her license in 2018, Melissa found her niche. As a buyer’s agent, she faces the challenge of getting clients through the doors of their dream homes and securing accepted offers, which requires aggressive and creative strategies in this market. With a commitment to being available at a moment’s notice, Melissa ensures her clients never miss out on opportunities in the fast-paced market. She is also the 360 Ventures Listing Coordinator and lists plenty of her own customers’ homes.



“  
I REALIZE  
THAT  
FAILURE  
IS NOT  
FAILURE.”

▶ agent on the rise

By Beth McCabe  
Photos by Kate Rodriguez



Reflecting on her career, Melissa emphasizes the importance of financial stability, consistent growth, and positive feedback from clients as markers of success. She finds fulfillment in overcoming obstacles during transactions. She jokes, "I wish I would have known that I needed four-wheel drive." After getting stuck after showing a home in the mountains, she realized that four-wheel drive was a necessity. Now she's prepared to tackle any challenge.

Melissa has earned her CRS and is diversifying into investment and commercial real estate, by pursuing her Certified Commercial Investment Manager (CCIM) designation, the gold standard in the field.

While Melissa's professional aspirations drive her, her family remains her anchor. She cherishes quality time spent with her 13-year-old daughter, Layla, and 10-year-old son, Stone. Whether going on walks with their dogs, riding bikes, enjoying pool days, or hiking, family time is always well spent. Outside of her work, Melissa also finds joy in board games, appreciating the simple pleasures of life.

From dreaming of being an actress to being Mrs. New Mexico, Melissa is living proof that with drive, determination, and dedication, anything is possible. The future looks bright for this Agent on the Rise!



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► man on the move

By **Beth McCabe**  
Photos by **Liz Lopez**

# DOLINSKI

SHANE

## R1 NEW MEXICO

### From Candy Sales to Closing Deals

“Back when I was growing up, I would sell candy door to door,” recalls Shane Dolinski, who hails from Albuquerque. “I’ve always known that I had an affinity for sales.” This early exposure to sales sparked his interest and set the foundation for his future career. Little did he know that he would sell houses years later.

Shane’s journey into sales began in his mid-twenties when he started selling artwork. Excelling in this role, he swiftly climbed the corporate ladder, eventually becoming a national trainer that required extensive travel. However, the constant traveling became tiresome, prompting Shane to return to Albuquerque in the late ‘90s. During this time, he enrolled in real estate school.

“Back then, you had to wait months before the class started,” he recalls. “So I started selling cars at a dealership. My first month, I sold a bunch of cars.” Shane worked at the Garcia Automotive Group and did extremely well. With the money rolling in, he put his real estate dreams on hold – for a season.

After purchasing his first house in 1998, followed by his first investment property in 1999, he started growing his investment portfolio and has been honored to be Albuquerque’s Airbnb Community Leader and Ambassador in Central New Mexico. “When I decided to go into real estate full-time, it was two months before COVID,” recalls Shane. “I quit my high-paying job at the car dealership.”

He emerged onto the real estate scene, only to face new challenges. Suddenly, he found himself navigating the uncertain waters of a global crisis, unable to show houses due to lockdowns. The challenge was not just external but also mental, questioning how he could succeed without a steady stream of clients.

Determined to succeed, Shane took the “One Hundred Days of Success” course with Brian Buffini and joined a couple of committees on the Greater Association of Albuquerque REALTORS®. “I threw myself into doing as much as I could,” says Shane, who is now a broker/team leader at Realty One of New Mexico.

His only regret is not going into real estate sooner, wishing he had gone into real estate in the ‘90s. Wildly successful in real estate, Shane puts his clients first. He comments, “I truly believe that if you put your clients first, everything else will take care of itself. I really do care about my clients; they mean a lot to me. Working hard and putting clients first has been my true secret sauce for success.” Shane has a steadfast work ethic. He firmly believes in the words of his father, “The harder you work, the luckier you get.” By prioritizing his clients’ needs and being available, Shane has built a reputation for providing exceptional service.

Success, for Shane, extends beyond his career achievements. He believes in living a life by design, which involves work-life balance. Taking a month off each year gives him time to relax and recharge. Recently, his travels took him to Japan, Thailand, Korea, and Hawaii. Shane says, “Experiencing different cultures and ways of life is enriching beyond imagination!”



“  
Experiencing  
different cultures  
and ways of life is  
enriching beyond  
imagination!  
”



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He has a heart of gratitude for his family, commenting, “My family has been so supportive of everything that I have ever done. My parents, who have been married for 57 years, have been my rock. They believe in me. I couldn’t be luckier to have the family I have.”

Looking ahead, Shane aims to continue growing his business and eventually working remotely! Within the next five years, his goal is to establish a solid team that will allow him the freedom to invest abroad and travel more.

When not working, Shane enjoys camping, fishing, skiing, and hiking. A talented musician, he likes to strum his guitar and sing. He also feels the need for speed. “I was blessed to recently buy a Tesla Model S. The Garcia’s aren’t very happy about it,” he jokes.

From selling candy bars to selling houses, Shane has excelled in salesmanship from his early days. His extensive experience, coupled with his commitment to his clients, has propelled him to success. With his client-focused approach and unwavering determination, Shane continues to excel in real estate, creating a lasting impact on those he serves.

“  
Working  
hard and putting  
clients first has been  
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▶ spouses selling houses

By Beth McCabe  
Photos by Kate Rodriguez



“ We wanted to create a life that we didn’t need a vacation from.”

# Jennifer & Vinay RODGERS

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*Dental Hygienist and Chef Cook Up New Career in Real Estate*

**“We wanted to create a life that we didn’t need a vacation from.”**

**– Vinay Rodgers**

In the realm of real estate, there are agents who simply go through the motions, and then there are agents like Jennifer and Vinay Rodgers who bring a unique blend of passion, vision, and community-mindedness to their work. With a shared commitment to making a difference in people’s lives through homeownership, this dynamic duo has carved out a niche for themselves as low-profile, high-impact realtors who go above and beyond for their clients.

Both Jennifer and Vinay grew up with a strong work ethic. Jennifer, raised in the Midwest, developed a solid

work ethic from her parents. She pursued a career as a dental hygienist but had to retire due to arthritis in her hands. However, her retirement opened the door to direct sales, which honed her skills in building relationships and nurturing connections—a valuable asset in real estate.

Vinay had a different vision for his future that was shaped by his mother’s entrepreneurial spirit back in India. “She had a rental unit that took care of the necessities of life as they retired,” he comments. “That set the vision for me to do the same.” With a background as a chef, he traveled the world, always carrying the idea of real estate in the back of his mind. When the pandemic hit and he lost his job, Vinay faced a pivotal moment.

He could have returned to the hospitality industry, but instead, he seized the opportunity to take control of his own destiny. With thirty years of experience managing hotels, Vinay chose to embark on a new path—one that aligned with his long-held vision for real estate. “It was just a question of timing,” he says.

“If I could buy my first home, I knew I could set myself up for financial sustainability,” explains Vinay. “As a chef, I did real estate as a hobby with rental units. That developed into a pathway of itself to walk down.”

They saw the potential for real estate to change lives. They recognized that many people underestimated the possibilities of homeownership and



Jennifer and Vinay have become known for their personal touch and dedication to their clients. Vinay focuses on generating new business with a mix of cold calling and personal connections to identify those who may not yet realize their need for a home. Jennifer, meanwhile, works closely with past and current clients, nurturing relationships and ensuring a smooth transaction process. Together, they make a talented team, complementing each other's strengths and providing a comprehensive and personalized approach to their clients' needs.

Beyond their work in real estate, Jennifer and Vinay are deeply committed to their community. They actively participate in various community activities and have sponsored organizations such as Wings for Lives International, which supports families affected by incarceration. They understand the importance of giving back and are dedicated to making a positive impact beyond the realm of real estate.

Family holds a special place in Jennifer and Vinay's hearts. "We have two grandchildren we adore," smiles Jennifer. "Spending time with them is huge for us." Jennifer also treasures the relationship with her three sisters, connecting with them and sharing video messages through the Marco Polo app as a daily source of encouragement.

Recently, Vinay and Jennifer moved to the east mountains, outside of Albuquerque. "We love it out here with chickens and three dogs." It's home sweet home.

As individuals and as a team, Jennifer and Vinay have a genuine care for their clients and a desire to make a difference. Their commitment to their clients, their community, and each other demonstrates that together, they can achieve great things.

“Being Christians, we felt strongly that God brought us together for a reason.”

didn't know where to begin. This realization ignited their desire to educate and guide others through the process, showing them the transformative power of real estate.

Both Jennifer and Vinay share a love of community and cooking, bringing people together. "We're known as connectors," says Jennifer. "We have a big sphere of influence and know people in different areas." Real estate would complement their strengths. They decided to go for it.

"I got my license in 2020," says Jennifer. She earned the Rookie of the Year award her first year in real estate. Vinay, with his accumulation of rental properties, also got his license. "Being Christians, we felt strongly that God brought us together for a reason," comments Jennifer. It wasn't just about happiness; it was about helping others. "Real estate allows us to grow deeper in our faith walk as well," says Vinay. They are both REALTORS® at Simply Real Estate.

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