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## JENNIFER WEHNER

**REALTOR on the Rise**

Brianna Almanzar

**Partner Spotlight**

Adrian Webb  
Mortgage Advisors

DECEMBER 2023

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## TABLE OF

# CONTENTS



01

Cover photo by The Capture Collective



08

Preferred Partners



09

Publisher's Note



10

Feature: Jennifer Wehner



16

On the Rise: Brianna Almanzar



22

Adrian Webb Mortgage Advisors



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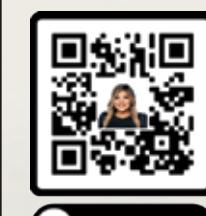
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**perezguillermo1994 from Tucson, AZ**

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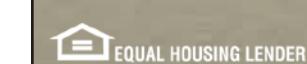
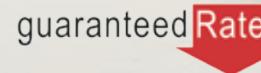
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# SCOTTSDALE REAL PRODUCERS

We're excited to bring you the final issue of *Scottsdale Real Producers* for the year 2023.

Over the last few months, our team has been meeting with several top-performing agents from the Scottsdale market. We are consistently asking for feedback as we strive to improve our platform for everyone involved.

Based on your feedback, we are pleased to announce our first *Scottsdale Real Producers* Realtor Social since our team got involved! The event will take place at a premier property in our market. You are welcome to stop by for a few minutes or stay the entire time. We will have light food, beverages, music, and social time with other like-minded, like-performing agents from the Scottsdale market.

Please keep an eye on your email and text inboxes for your invite. We look forward to seeing you all there!

We look forward to seeing you all there!

With gratitude,  
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# JENNIFER WEHNER



**“I GREW UP IN RIVERSIDE, CALIFORNIA AND ALWAYS KNEW I WANTED TO MOVE AWAY AND CHASE BIG DREAMS,” SAYS JENNIFER WEHNER. WHEN SHE WAS A FRESHMAN IN COLLEGE, HER PLANS GOT DERAILED.**

“I found out I was pregnant while attending fashion school. I knew I needed to change directions, now having the responsibility of being a mom. I lived by the beach, went to college for business during the day, and waited tables at night. When my daughter was born all my non-work and non-school time was spent with her.

Jennifer saved what she could and had planned on opening up a tanning salon. “Then I was introduced to the world of real estate. With the money I saved, we ended up buying a home and moving our family from the beach to the desert.”

Twenty years later, she is chasing her big dreams with The Wehner Group at eXp Realty. Jennifer has experienced real estate as an investor, agent, team leader, coach, and now as a published author.

#### A TALENTED TEAM

With over 30 agents, four support staff, and two inside sales agents, Jennifer has a talented team at The Wehner Group. Not only were they named the Top Real Estate Team by ASREB, but Jennifer has won numerous awards, including Top 40 under 40 by Scottsdale Association of Realtors, America’s Best Real Estate Agents from Real Trends (from 2013 – current), and Women of Strength (2020).

Jennifer is passionate about leadership. “Good leaders grow more good leaders, and there is so much to learn about being the best leader I can be,” she shares. She

**overcomes the odds to soar in real estate**

leads her team with commitment, compassion, and dedication.

“I started growing a team in 2014, and since then have helped agents break into this industry and create a true business, and I also helped experienced agents grow their business AND their wealth,” she smiles. Playing a small part in changing lives means more to her than any financial award ever could.

One of her top agents was brand new six months ago and was in law enforcement prior to real estate. “Seeing her help over a dozen clients in her first six months with integrity and passion makes me hopeful the future is bright for us all,” she shares. Jen’s development extends beyond her team. It ripples across the broader real estate community. She co-hosts monthly events focused on professional development and networking, open to agents from any brokerage in the valley. The industry is better off and clients are better served when all agents excel.

#### PASSION + PURPOSE

What drives Jennifer is leaving a legacy. She explains, “While I would say my kids are my ‘why,’ it’s so much bigger than that.” She realized early in life that we don’t take anything from this world when we die, other than the legacy and energy we leave behind.



 Jennifer with her family

"I've always been inspired by the stories amazing humans leave behind for us all to tap into. I hope my own story may inspire my kids, grandkids, and friends to believe in themselves and their dreams," she says. Real estate is her passion and purpose, a vehicle to help others achieve The American Dream.

#### THE AMERICAN DREAM

The American Dream means everything to Jennifer. She is helping her clients achieve that each and every day in real estate. She comments, "My great grandma hopped on a boat from Ireland a little over 100 years ago and worked seven years as an indentured servant to chase after The American Dream. She ended up raising her family on the farm she bought in California, and I saw the freedom that piece of land provided as her legacy. There are so many different aspects to real estate, and I know the freedom and legacy that real estate provides is unparalleled to any other opportunity out there."

#### FAMILY TIME

Outside of her busy professional life, Jennifer cherishes her family time. She is the proud mother of 4 kids, ranging in age from 7 to 26, and her youthful spirit as a "child at heart forever" keeps them actively engaged.

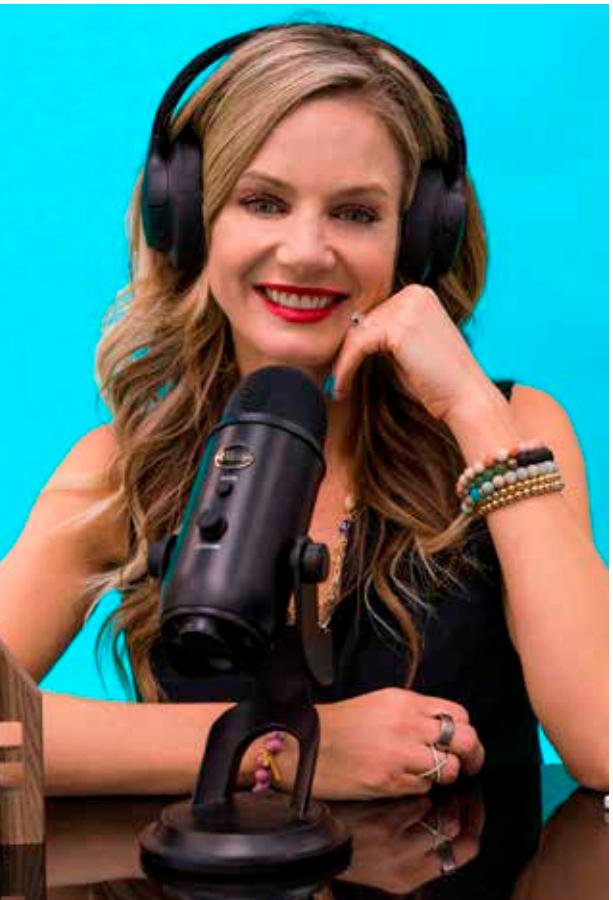
"We love to be active going to the trampoline park, jumping off cliffs in Sedona, riding roller coasters, and even skydiving with my oldest daughter. We are a creative bunch, and enjoy going to shows, visiting new places, and love getting competitive over a good board game."

When not working, Jennifer is passionate about health and fitness, which she credits to saving her life. Her curiosity leads her to explore topics such as astrology, history, genetic research, and philosophy. An avid reader and podcast enthusiast, she has even ventured into stand-up comedy and serves as the President of her local Toastmasters chapter.

As successful and dynamic as she appears, Jennifer reveals a little-known aspect of her personality—she's a self-proclaimed introvert. While she loves people, she requires alone time to recharge, an essential counterbalance to her people-oriented profession.

#### GIVING BACK

Jennifer's commitment to giving back to the community is evident through her involvement in various charities and organizations. She actively supports Toastmasters International, an organization she has seen transform



 Jennifer's podcast  
Photo provided by Jennifer Wehner

lives. Her philanthropic endeavors extend to charities like FloCrit, Sunshine Acres Children's Home, St. Mary's Food Bank, Helping Hands for Single Moms, and Feed My Starving Children, as well as individual acts of kindness. She has seamlessly integrated these charitable efforts into her team's and clients' initiatives for over a decade.

#### FINAL THOUGHTS

Jennifer is an inspiration. She's living proof that with enough drive and determination, anything is possible. Overcoming adversity and thriving in the real estate industry serves as an example of what can be accomplished by dreaming big!

To capture Jennifer Wehner's essence as a person and a businesswoman, one must recognize her boundless commitment to learning and leadership. Her journey of overcoming adversity and thriving in the real estate industry serves as an inspirational example of what can be achieved with unwavering determination and the pursuit of big dreams.

As a REALTOR®, do you rank in the top 500? Have you been successfully working in the real estate industry for many years and would like to share your story? Email us at [scottsdale@realproducersmag.com](mailto:scottsdale@realproducersmag.com) or reach out via social media to learn how.



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# BRIANNA Almanzar

THE BA AGENT

FROM STAY-AT-HOME MOM TO  
ROCKSTAR REAL ESTATE AGENT

Written by Elizabeth McCabe • Photos by AZing Realty Media

**PASSIONATE. PURPOSEFUL. PERSISTENT.**

*Brianna Almanzar has all of those characteristics as a Top Producer. "Real estate has always been my passion, whether learning about investment properties or purchasing my own home," says Brianna, a REALTOR® with W and Partners.*

► realtor on the rise

Brianna, affectionately known as Bree, has become a prominent figure in Arizona's luxury real estate scene. A 37-year-old mother of four, Bree has carved out a thriving career in the industry, all while maintaining her roles as a dedicated wife and mother.

Her caring nature, coupled with her concern for her clients, has made her a natural in real estate. Just as busy mothers have to multi-task and juggle their children's schedules, real estate agents do the same. Bree found out that she had the skill set to succeed and real estate provided her with a bright future.

Being a stay-at-home mom, she was used to cooking, cleaning and chauffeuring. "Running a business is the same thing," she says. "It's my baby; it's just another child."

"I was a stay-at-home mom for 10 years," she points out. She is married to her husband Ryan, a sales director, and they are blessed with four children, Cora (4), Amelia (6), Braxton (10), and Ava (12), who are all into sports.

**RUNNING A BUSINESS  
IS THE SAME THING.**  
It's my baby; it's just  
another child.



With coffee in the morning and wine at the end of the night, her days are manageable and productive. As her children know, "You don't talk to mom while her coffee is in hand." Bree never starts her day without a full cup!

#### Finding Answers to Real Estate Questions

Bree started real estate at the young age of 27. Her passion for real estate was sparked while purchasing her family's first home, a moment that introduced her to the complexities of the real estate world. Frustrated by the lack of clear answers to her questions about the title and lending process, she decided to take matters into her own hands.

Bree recounts her determination, stating, "I am one of those people who researches and finds everything they can about the process." Her innate curiosity led her to obtain her real estate license, allowing her to educate herself and, eventually, her clients. Not only did she get the answers to her own questions, now she can easily explain the process to others.

"I got to the point where people kept asking me, 'Are you in the industry?'" she recalls. Hearing that time and time again gave her the push to get her real estate license. "I am an educator and a nurturer at heart," she explains. "However I can do that, that's what I want to do."

#### Learning From the Best

Diving headfirst into the industry, Bree was relentless in her pursuit of knowledge. Bree knew she wanted a mentor and a supportive team structure to help her grow as an agent. That's when she found her mentors, Lauren and Brandon Wendt, who run the team at W & Partners.

Lauren Wendt, a broker, and Brandon Wendt played pivotal roles in shaping Bree's career. "They are my mentors," she smiles. "They are the reason I am where I am with my career and why I'm successful. I can do anything I put my mind to because of Lauren and Brandon. They are phenomenal people."

With their guidance and the nurturing environment of the brokerage, Bree was able to thrive

professionally while effectively managing her family life. In her first year as a real estate agent, Bree achieved the remarkable feat of selling \$11 million worth of properties. Her success is attributed to

her dedication to education and her commitment to helping her clients navigate the real estate process.

#### Innovation and Ingenuity

Bree's career path has taken her into the realm of creative financing, an area she specializes in today. In a shifting market, she has been quick to adapt and utilize creative means to help people secure their dream homes. As she says, "You have to shift with the changing market." Not only does she educate her clients about these options, but she also shares her knowledge with fellow agents and sellers. Bree says, "I am good at what I do."

Bree reflects on her transformation from a stay-at-home mom to a successful real estate agent, emphasizing the similarities between running a household and a business. She recognizes the importance of taking the stress off her clients, who are making significant life investments, and prides herself on her ability to communicate and educate. Bree's motto is simple yet reassuring: "I've got you. Take a breath." "I tell that to my kids and my clients," she smiles.

#### Family + Fun

Bree's days are filled with family activities and professional responsibilities. With a deep love for the outdoors and a passion for competitive family activities, she finds solace in nature and quality time spent with her loved ones. Whether it's unplugging or enjoying a movie night, Bree and her family treasure these moments that bring them closer together.

"Our happy place is the woods with no electronics. The kids are dirty, my husband and I are laughing, and there's a bonfire in the background," she explains. Camping gives them an opportunity to recharge and reunite as a family.

#### Professionalism with a Personal Touch

Never underestimate the ability of someone to reinvent themselves in life. From a stay-at-home mother to a top-producing real estate agent, Bree has emerged as a successful professional on the real estate scene. With unwavering dedication, coupled with patience and persistence, she rose in real estate. Her professionalism with a personal touch is the secret to her success. Her quest for knowledge, along with the care for her clients, has helped her succeed and make a name for herself, impacting countless clients in the process.

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Do you know of any awesome real estate professionals who have worked in the industry for five or more years and are still crushing it, or are one yourself? Email us at [scottsdale@realproducersmag.com](mailto:scottsdale@realproducersmag.com) to get the word out.

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# ADRIAN WEBB MORTGAGE ADVISORS

In the realm of mortgage financing, exceptional individuals stand out, not just for their unwavering determination and relentless pursuit of success, but also for their remarkable achievements.

Among these remarkable figures, Adrian Webb shines as a beacon of inspiration. His journey is a compelling narrative of resilience, unwavering support, and a pursuit of excellence in the mortgage industry, all driven by a deep love for family and a thirst for personal and professional fulfillment within the mortgage field.



## BEYOND NUMBERS: CREATING LASTING BONDS IN THE MORTGAGE INDUSTRY

Adrian's career initially revolved around the thrilling world of the AMA Superbike series; a prestigious road-racing sport cherished by generations of enthusiasts. Guiding him on this exhilarating journey was his father, Maurice, a solid pillar of support who invested not only his time but also substantial financial resources to fuel Adrian's passion. Together, father and son crisscrossed the nation, competing against remarkable opponents in pursuit of a desirable factory ride, which would propel Adrian's racing career to greater heights.

Yet, the road to success often presents unexpected twists and turns. In 2002, at the age of 25, Adrian made the courageous choice to step away from the world of motorcycle racing, a realm he had known and competed in for the better part of his life. His reasoning, as he passionately explains, was deeply rooted in a profound sense of responsibility toward his long-term well-being and his family's financial security.

*"I had faced several significant crashes on the racetrack, and I made the responsible choice to prioritize my long-term well-being as well as not let the pursuit of a dream impede our long-term financial goals,"* he reflects.

Fast forward to the present day, and we find Adrian Webb channeling that same commitment and passion into an entirely different profession—the mortgage industry.

The same fervor that once drove him on the racetrack now propels him to excel in assisting individuals in securing their homes, rather than chasing checkered flags. Adrian has emerged as a Top Mortgage Loan Officer, a role that not only defines his career but also provides a fresh canvas for his steadfast determination.

Today, Adrian proudly leads his own team, Adrian Webb Mortgage Advisors (AKA Team Webb) powered by Adcom Group Inc. & Home Trust Financial. This team is forged in the crucible of dedication, reinforced by a detailed process that has evolved to deliver supreme efficiency. Their mission is clear: to streamline the complexities of the mortgage industry, making the process smooth and predictable to consistently exceed clients' expectations. This commitment is a vow upheld through their actions and results, consistently outperforming the competition day in and day out.

Adrian's journey has been profoundly influenced by the wisdom of his mentors. His older brother, Derek, who courageously faced life's challenges after a childhood accident, left a permanent mark on Adrian. Derek's resilience transformed Adrian into the compassionate person he is today, dedicated to caring for his brother and cherishing life's fleeting moments. The tragic loss of Derek in January 2018 served as a tender reminder of life's fragility, intensifying Adrian's resolve to seize every opportunity wholeheartedly.

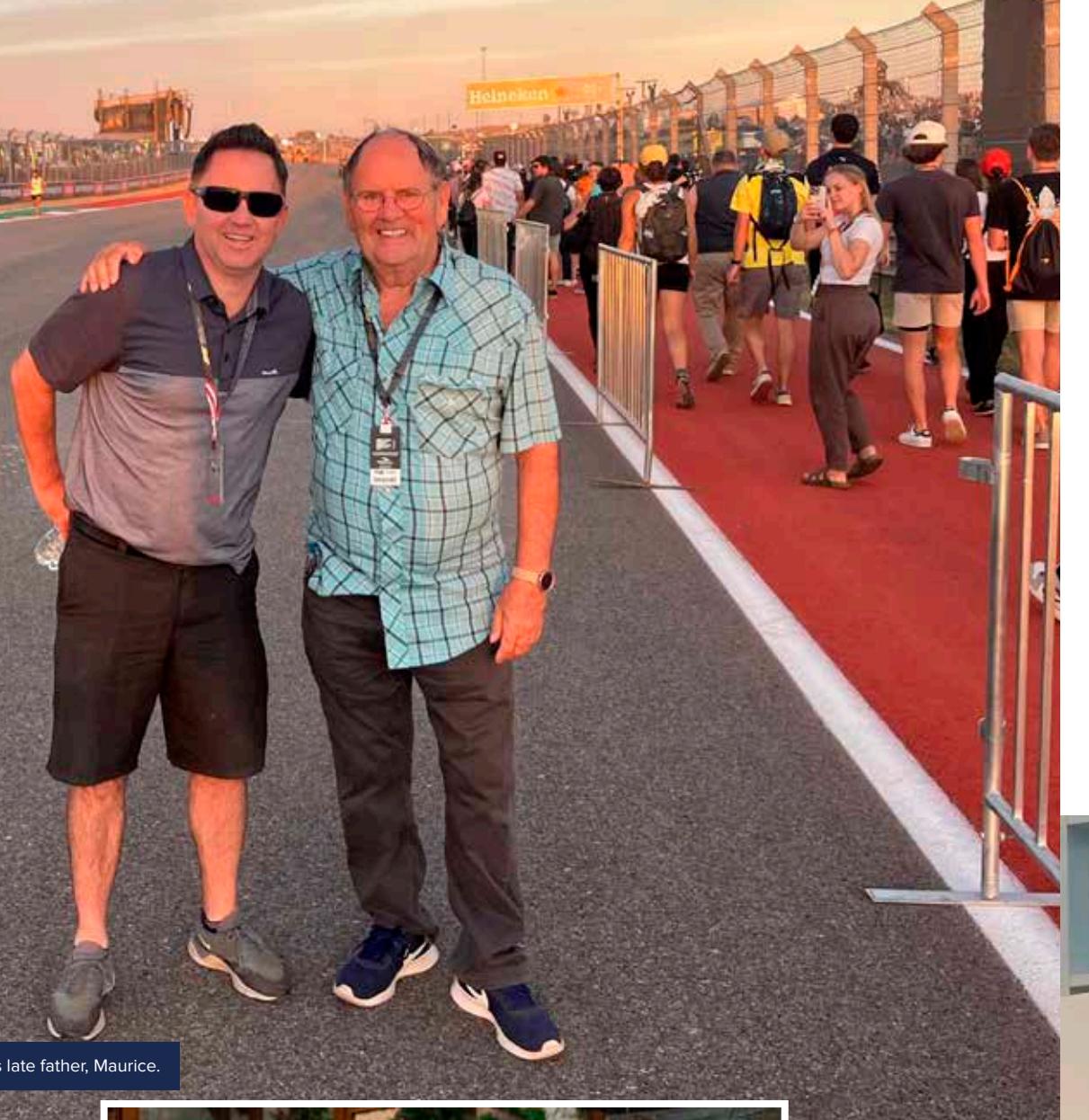


Adrian and Amanda with their furry family members

“

I HAD FACED SEVERAL  
SIGNIFICANT CRASHES ON  
THE RACETRACK, AND I  
MADE THE RESPONSIBLE  
CHOICE TO PRIORITIZE MY  
LONG-TERM WELL-BEING  
AS WELL AS NOT LET THE  
PURSUIT OF A DREAM  
IMPEDE OUR LONG-TERM  
FINANCIAL GOALS.

A cherished memory of Adrian with his late father, Maurice.



Adrian's father, Maurice, a strong presence who recently passed away, instilled in him a rock-solid work ethic and an unwavering spirit. The loss of these two remarkable figures only deepened Adrian's determination to lead his family through any adversity. Their legacies continue to inspire him, forging a path marked by love, resilience, and commitment.

Adrian's list of champions extends to his steadfast supporter and wife, Amanda. Not only has she provided him with the space and time to wholeheartedly dedicate himself to his work, but she also co-owns and operates Saints & Scholars, an Irish



Adrian and Amanda celebrating the holidays

pub in Snoqualmie, WA, alongside Adrian. Faced with the challenges of the global pandemic, the couple embarked on a two-year remodel and design project that was completed in October of the previous year. Overcoming tremendous obstacles, they transformed their business into a symbol of community engagement, a place where enduring bonds are forged.

Collaborating with one of the nation's top lending firms, United Wholesale Mortgage, Adrian is armed with state-of-the-art tools to provide unparalleled service. Leveraging cutting-edge technology, they expedite underwriting in just 24 hours, ensuring swift loan closures, often within 15 days. Their comprehensive loan offerings encompass conventional, FHA, VA, and jumbo loans, all at competitive rates without compromising on an exceptional customer experience.

In a crowning achievement, Adrian Webb and his team ranked in the Top 10 in the Nation for United



Wholesale Mortgage in July 2023. Additionally, Adrian has consistently achieved the prestigious Five Star Mortgage Professional status for five consecutive years and has been recognized as one of the Top 1% Mortgage Originators for the past decade, underscoring his exceptional skill and unwavering dedication in the field.

Adrian's life journey resonates with us all. It serves as a powerful testament to the determined spirit of humanity, the profound value of relentless support, and the transformative power of embracing new opportunities. From the racetracks to the world of mortgages, Adrian Webb continues to leave an enduring mark, carrying forward a legacy of excellence and serving as a touching reminder to savor every precious moment in life.

*Adrian is licensed in WA, AZ, CA & CO.*

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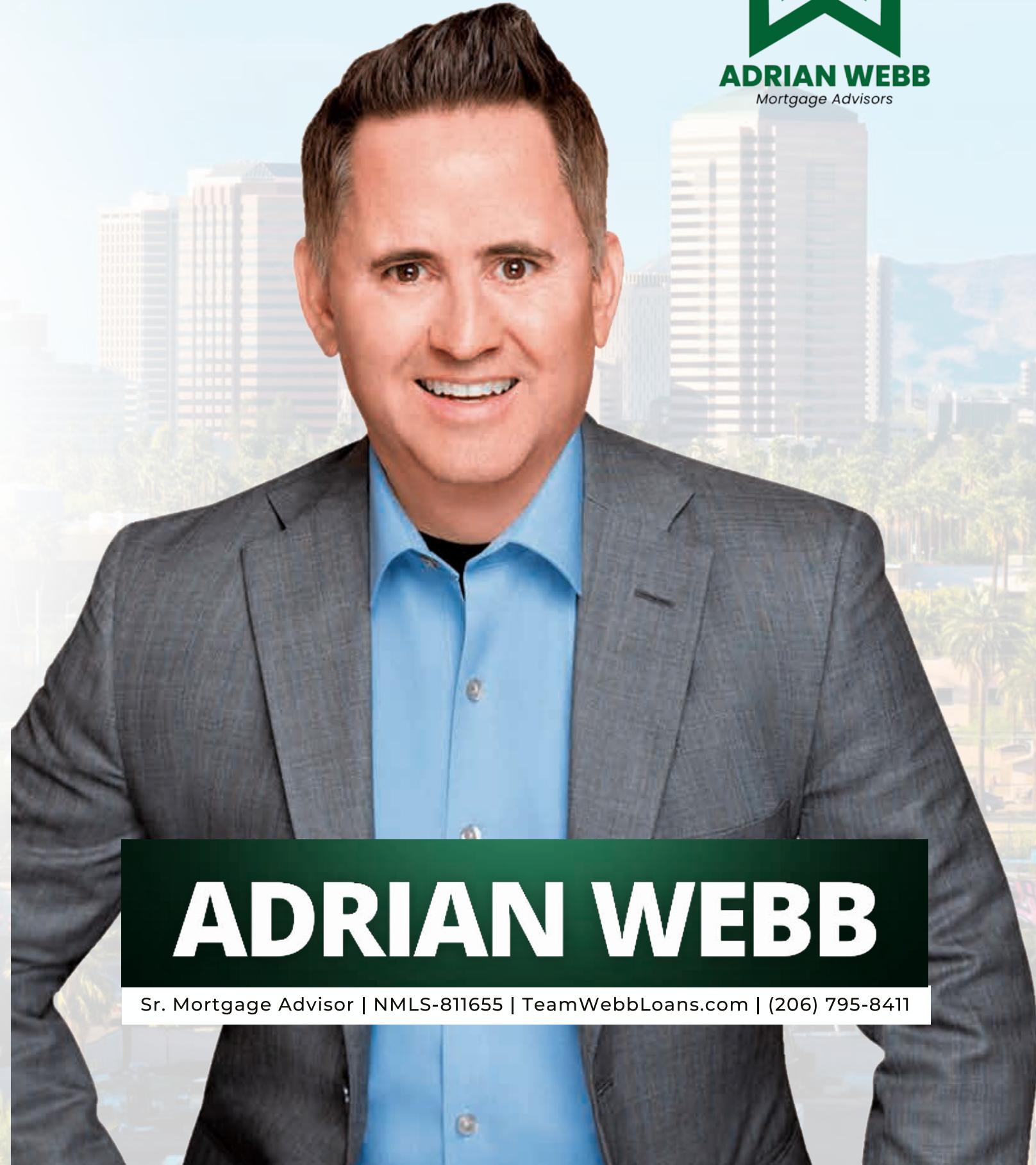


**ADRIAN WEBB**

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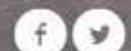
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