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TABLE OF CONTENTS

	06 Preferred Partners		09 Meet The OKC Real Producers Team		12 Publisher's Note: What is Real Producers?
	16 Sponsor Spotlight: Titan Title and Closing with Jason Hadrava		20 Inspirational Agents: Mary and Long Tran with F.A.I.T.H. Kids		24 Celebrating Leaders: Jan and Terry Erhardt
	28 Impact Couple: Peggy and Jesse Wright		34 Cover Story: Jenni and Adam Aguilar		39 Upcoming Events: in 2023



If you are interested in contributing or nominating a REALTOR® for certain stories please email us at kelly.kilmer@realproducersmag.com or katherine.fondren@n2pub.com.

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WHAT IS REAL PRODUCERS?



CONGRATULATIONS TO THE 2023 REAL PRODUCERS ROSTER!

We are so proud of your 2022 achievements! A huge welcome to everyone who is returning, as well as those who are new to the list! We would, first, like to answer some important “frequently asked questions” about this publication.

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the Oklahoma City Metropolitan Association of REALTORS® MLS receive this publication. As we do every year, we pulled this year’s MLS numbers (by volume) from Jan. 1, 2022, to Dec. 31, 2022, in the OKC metro area. Commercial production is removed, as well as sales outside of the OKC metro. We cut the list off at number 500, and the distribution list is born. The list will reset every January and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It’s really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention, and we need your help to identify REALTORS® within this community that have inspiring and unique stories. To nominate someone within this top-producing community, visit our website at www.okcrealproducers.com/nominate.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Absolutely NOTHING. Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of REAL PRODUCERS, and the agents never

pay anything. We realize this is a change from the norm for agents and a welcome one at that!

Q: WHO ARE THE PREFERRED PARTNERS/ AFFILIATES/SPONSORS?

A: Anyone listed as a “Preferred Partner” or “Sponsor” in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our events, and be a part of our online community. We don’t just find these businesses off the street. One or many of you have recommended every single Preferred Partner you see in this publication. We won’t even meet with a business that has not been vetted by one of you and “stamped for approval,” in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top REALTORS®, please let us know by sending an email to kelly.kilmer@realproducersmag.com or visiting our website at www.okcrealproducers.com/contact.

Q: IS THIS JUST A MAGAZINE, OR WHAT?

A: No! Real Producers is a community group, a movement, and more. We like to think of it in four main components:

- 1) Print magazine distribution that includes exclusive stories and business contacts,
- 2) Networking events that are exclusive to the Top 500 and our Preferred Partners,
- 3) Social media exposure that elevates your brand and presence, and
- 4) Our website, which you can find at www.okcrealproducers.com.

Thank you for allowing me to be your 2023 *OKC Real Producers* Area Director. Welcome to the Real Producers community!



KELLY KILMER
*Area Director and Owner of Tulsa
and OKC Real Producers Magazine*



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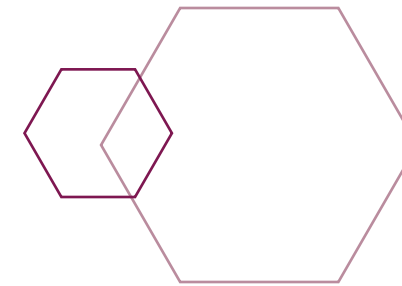
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TITAN

TITLE AND CLOSING

with Jason Hadrava

Written by Zach Cohen • Photos by Nested Tours



The Heartbeat of Titan

“Titan is a family-owned and operated company that doesn’t stop until our clients are happy. If it can be done, Titan will find a way.”

When Robbie Butler founded Titan Title and Closing in 2006, the company was a small, quiet operation. Over the next eight years, Robbie helped Titan build a reputation as a small but mighty title agency. In 2014, Robbie joined forces with Jason Hadrava, who brought years of real estate and title experience and the drive to grow the business.

In the years since, Titan Title and Closing has lived up to its name, expanding throughout the state of Oklahoma. The company has offices in Jenks, Broken Arrow, Owasso, Claremore, Ponca City, Oklahoma City, Kay County, South Tulsa, and the newest addition, Moore, which opened in January 2023.

“A lot of people think we are still a small title company in Tulsa, but that’s not what we are anymore. We’re growing, and we’re excited about that growth,” Jason says. “The relationship that Robbie and I have, the yin-yang we have, along with the people we’ve brought on board — we’re stronger than many people realize.”

The Heartbeat of Titan

Jason and Robbie have grown Titan Title and Closing by focusing on their clients and employees. They prioritize old-school relationship-building by developing partnerships in individual markets.

“We’ve done that by being very involved and by helping agents grow their business,” Jason says. “Every transaction has issues. We try to be solution-oriented as a company as far as how things are addressed.”

The Titan team is like a family. Jason and Robbie are team-oriented leaders, focusing on the success of their team members, not the bottom line. The result is a group of employees committed to serving clients like family members.



“The success of Titan is largely about the individual employees we’ve been blessed to work with.”

“The success of Titan is largely about the individual employees we’ve been blessed to work with. It’s not Robbie and me. It’s us collectively. We are a family, and our employees will tell you that,” Jason says. “We’re family oriented. Everyone has access to Robbie and me via cell.”

...

...

The true heartbeat of Titan Title is the employees who give their best to clients and embrace growth and innovation. The Titan team has an attitude of “If it can be done, Titan will get it done.”

“Titan is relentless in its pursuit of cultivating an environment that is family-friendly, employee-first, innovative, and hardworking. We are only as good as our employees, who are ultimately our greatest asset. Whether you are an employee or client of Titan, you are family.”

— Jenny Morris, Events and Marketing Manager

Continued Growth on the Horizon

Although the real estate market has slowed down, Jason, Robbie, and the Titan Title and Closing team are focused on continued growth. They recently opened their Moore office and are looking at expanding across state lines into Plano, Texas, in 2023.

How is Titan planning to grow in a down market? Their recipe is simple: continue caring for clients and employees.

“We plan to grow by taking care of customer experience,” Jason says. “It’s always a balancing act, but the client experience has to remain the priority.”

As Titan grows, the company remains focused on culture. Their family-like atmosphere is what makes the operation function so smoothly.

“Robbie and I have been through a market downturn, so we’ve been preparing for a while. Even though we’re in growth mode, we are looking at our numbers on a weekly basis and making changes. We will continue to grow while being strategic,” Jason says. “I’m just so excited about the future of Titan. Our employees understand where we’re going and what we’re trying to accomplish. I feel blessed that we have had so much come together to accomplish great things.

“At Titan, the future is bright. We are growing rapidly We are continuing to reach new customers as we grow our platform. We feel that we are just scratching the surface of what we will eventually become.”

Titan Title and Closing is a full-service title and real estate settlement provider operating throughout Oklahoma. For more information, visit www.titantitleclosing.com.



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“

We founded F.A.I.T.H. Kids because we couldn't imagine going through something like that without a support group.

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During the darkest times in life, one of the most important things is knowing that there is hope ... that there is a way forward that is made easier by those who really care for you in that moment.

With that in mind, the OKC area is made much richer by L.I.M.E. Realty Real Estate Professionals Mary and Long Tran and the organization they created ... F.A.I.T.H. Kids (Fighting Against Illnesses To Heal Kids).



A Force for Good

In addition to being leading members of the real estate landscape based on their work with clients day-to-day, they are also a leading and very active force for good — helping other families who are enduring the same challenging health path that they have experienced with their own daughters.

“Our journey began when our older daughter, Rylie, was diagnosed with leukemia when she was 3 years old. It was very scary not knowing what the outcome would be. We had a great support group during that time, and we got

through it. She is 16 years old and is cancer-free today, is a junior in high school, and plays competitive volleyball,” Long explains.

“We founded F.A.I.T.H. Kids because we couldn't imagine going through something like that without a support group. That's how it started. It was in honor of Rylie but inspired by the people who helped us. Everyone came up to us, asking how they could help. It was overwhelming support.”

...

►► inspirational agents

Written by Dave Danielson
Photos by Shawna McDuffie, Peak RES

“ You shouldn’t worry about if your lights are going to go out when you’re dealing with issues like this.

Mary and Long have another daughter, Abby, who is 9 years old and has also had to battle cancer in her neck.

As Long says, “She had surgery to remove most of the tumor called ganglioneuroblastoma.”

100 Percent Commitment

F.A.I.T.H. Kids is a 501c3 nonprofit organization that raises funds with no staff or overhead ... and 100% of the proceeds raised go back to the community.

“We receive applications for local families who need help and process them. To qualify, the child needs to be under 18, and they need to live in Oklahoma and have some type of life-threatening illness,” Long explains. “For the family, we pay for things like electricity, utilities and their mortgage ... whatever they need help with. We also do fun events for families ... sort of bucket list items. We come in and do fun events and bowling parties.”

Connecting for Good

As Mary and Long reflect on their journey of hope that they provide through F.A.I.T.H. Kids, they enjoy connecting with families who are going through the same thing.

“We get to share our story of hope with people. Before COVID-19, I would go to the hospital and share our story and also give families resources and let them know how F.A.I.T.H. Kids could help them out with bills,” Long points out. “In addition, we do our best to support any family who wants to start a nonprofit or start a charity in their kids’ name. We come alongside them and champion them with that. We also help local charities that help kids who are fighting life-threatening cancer. We celebrate them. We go to their events and are supporters/sponsors. We partner up with them.”

One of the most difficult forms of support that F.A.I.T.H. Kids provides is when the endings are not happy.

“Unfortunately, we have kids who we meet who don’t make it. A lot of families go through that. We come in during their darkest

hours and help pay for funerals. This year there have been 15 to 20 funerals,” Long says. “Building relationships with these families and walking this path with them, you become very close to them. It takes a toll on us to lose them. Once you are in that world, it’s a bond that you cannot break.”

Fulfilling a Real Need

As Mary and Long explain, the evolution of cancer care for children has lagged behind that of adults.

“Most of the time, the treatment that kids receive are diluted versions of adult treatments. Less than 4% of funding goes to childhood cancer,” Long says. “The support, donation and fundraising for our kids locally ... and raising awareness is a big part of what we do. We partner up with a lot of charities.”

As Mary says, “Our daughters are the Champion Kids for Children’s Miracle Network. We really appreciate the opportunity to share our story of hope for these families, as well as raising money for cancer research for kids. If we can get our story out, we can make a bigger difference.”

Looking to the future, Mary and Long have a vision of having a F.A.I.T.H. Kids chapter in every state.

“That’s our long-term vision that will take a lot of support. The families we help are usually single-parent households who are dealing with lights, gas and water that are getting turned off,” Mary says. “These are families who are really in need. You shouldn’t worry about if your lights are going to go out when you’re dealing with issues like this.”

Congratulations to Mary and Long Tran for their labor of love in creating and sustaining F.A.I.T.H. Kids ... in turn, delivering real hope and answers to those who are facing life’s most trying hurdles.

For more information about F.A.I.T.H. Kids, visit www.faithkids10.org.



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Jan & Terry Erhardt

celebrating leaders

SIDE BY SIDE

Written by **Zach Cohen** • Photos by **Shawna McDuffie**, Peak RES

Real estate has been a part of Jan and Terry Erhardt's life for nearly 30 years. Jan was first licensed in 1986, when the mortgage lending rates sat at over 10% and the median home price in Oklahoma City was around \$65,000. The world was a different place.

Jan built her real estate sales career for several years before turning toward a more corporate sales environment. She spent the next 16 years in medical equipment sales, but her real estate dreams never died.

In 2012, Jan returned to the real estate business alongside her husband and now-business partner, Terry, who had also enjoyed a long, successful corporate career. They have been thriving in real estate for a decade now.

Drawing on their Roots

Jan grew up on a dairy farm in Chandler before moving to Norman during high school. She has been a lifelong equine enthusiast, riding, training, and showing horses for over 25 years. After her stint in property management and real estate in the



'80s, Jan settled into a career in medical equipment sales. She climbed the ladder, eventually becoming a regional manager, overseeing the sales operations through four states.

In 2007, Jan left her career in medical equipment sales to focus on her passion for horses. She created a small company that sold horses online, set up internet cafes at horse shows, and offered equine photography and videography.

After spending his high school years in Norman, Terry earned his bachelor's degree from the University of

Oklahoma in 1982. He went on to enjoy a 25-year career in retail, during which he worked for companies such as Sears, Gateway Computer, and GameStop. He became a store manager, then a district/regional manager, and eventually a territory vice president.

Terry became interested in real estate during his time in retail. He was often involved in site selection and lease negotiation and thought he'd pursue commercial real estate. But in 2012, he chose to join his wife on the residential side of the business.



Returning to Real Estate

While Jan was working horse shows, her passion for real estate was reignited.

"Some of these folks were planning on moving out of Oklahoma, or they would tell me about friends moving into Oklahoma. I decided to reactivate my license so that I could help and provide another service to my clients and friends," Jan explains.

Coming off a 25-year corporate career, Terry decided to join his wife in the real estate business. He was licensed in 2012 and went full-time in 2013. Jan and Terry have built their real estate business together for the last ten years. They are both brokers/owners of the Erhardt Group. In 2021, the group closed an impressive 179 transactions for \$29.6 million.

Divide and Conquer

"Our goal is to have a creative group of agents with a mixture of interests and expertise," Jan explains. "I personally love farms and ranches. My niche is equine property or homes on acreages. Terry specializes in new construction home sales development — working closely with developers, home builders, and new home buyers."

Jan and Terry have found that a divide-and-conquer approach works well for them.

“It’s not my goal to build a large brokerage, but rather create a company that always puts our clients’ needs first.”

"A lot of spouses we've met in real estate work together on all their transactions, and that's a great way to do it," Terry says. "We both have different interests and niches."

Jan and Terry encourage their team members to find their own niches, too. The result is a boutique brokerage with a mixture of agents, each with their own area of expertise.

"It's not my goal to build a large brokerage, but rather create a company that always puts our clients' needs first. Further, we work as a team, sharing leads and finding the right agent/client partnership," Terry says.

Words of Wisdom

As Jan and Terry reflect on their real estate journeys, they feel a sense of gratitude. Life has been humbling, teaching them patience and understanding. Family and friends keep them grounded. They are supremely grateful for their real estate business.

Jan and Terry have two grown children and two grandchildren. They enjoy traveling in their RV, hiking and spending time with family. Jan still enjoys photographing horses, while Terry is a NASCAR enthusiast. Real estate remains a huge part of Jan and Terry's lives. They hope to continue impacting their community through their business for many years.

"If I can share some of my experience both in real estate and in life — to help my team grow personally and professionally, then I've had a great day," Terry says.



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Peggy & Jesse Wright

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Written by Dave Danielson
Photos by Nested Tours

BETTER TOGETHER

The rewards of doing what you love are powerful. When you are able to do it with someone you care about, the results are even more amazing.

That's the dynamic at work with Peggy and Jesse Wright.

Sharing the Same Path

As REALTORS® and husband-and-wife partners with Keller Williams Realty, Jesse and Peggy demonstrate that when it comes to sharing the same path in life and business, they are definitely better together.

Peggy earned her real estate license in 2006 and got her start in the business in January 2007. Jesse joined her in the business in November 2012.

A New Door Opens

Peggy got her start after working for nine years as a teacher in the public school system.

"We had been in Texas and then came back to Oklahoma. We looked at potentially buying a rental property," Peggy says. "I thought I would go to real estate school. We thought that would assist us in buying rental properties, and it launched from there."

Jesse had been in the corporate world for 15 years. In time, he was ready to join her on the same path. "During that time, Peggy had become a full-time real estate agent," Jesse remembers. "She was doing well. When she started, she did very well and then convinced me to give up the corporate world."

Building Through Time

Through time, Peggy and Jesse kept building their real estate business together. It has allowed them important flexibility and options.

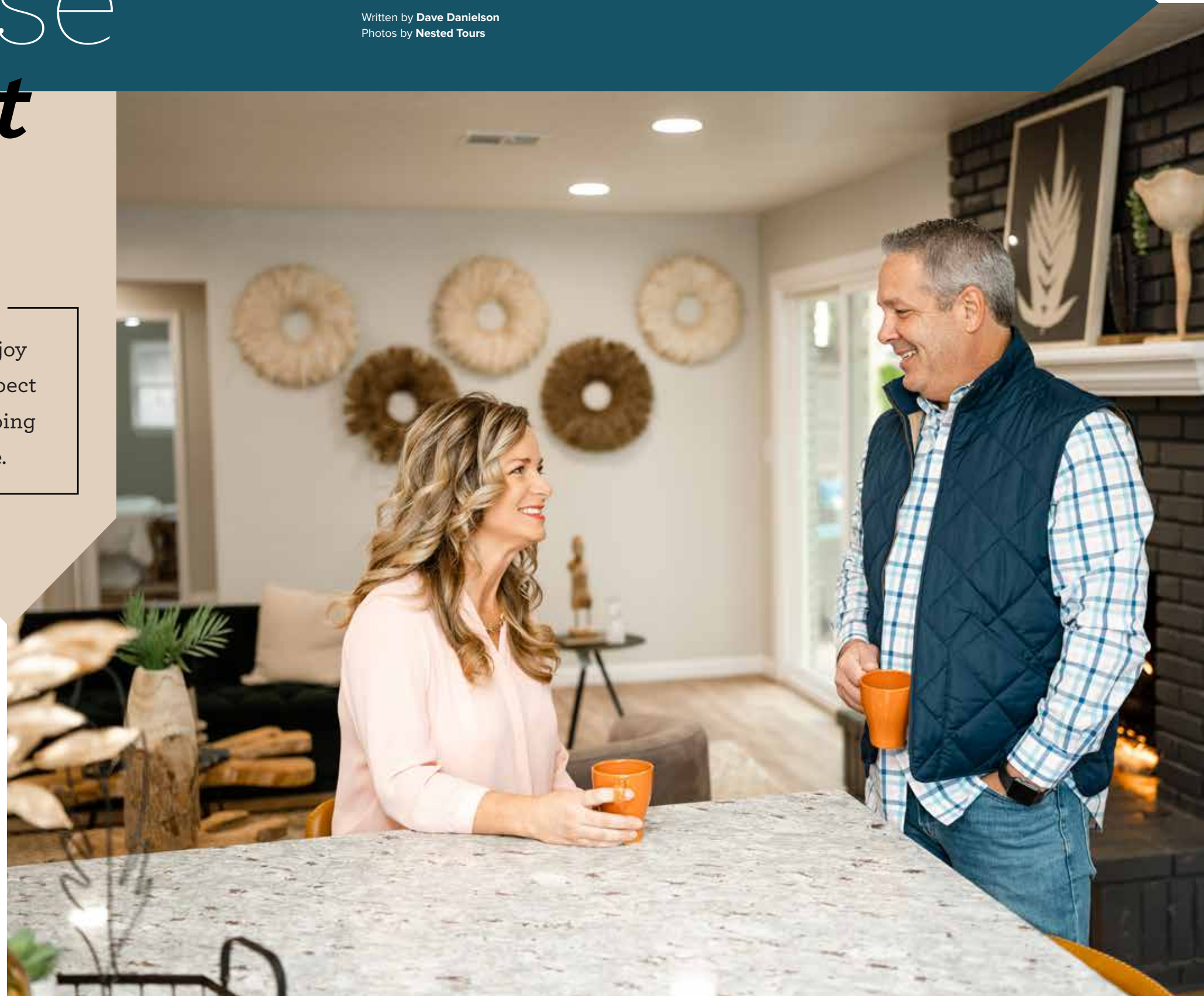
"I always have a lot of plates spinning at the same time. I had a vision of creating a real estate school at the time, and with him coming in, it allowed me to focus on that," Peggy says.

"In 2017, I created a real estate school and have managed to grow that. We enjoy the aspect of helping people. Every transaction is different. It's like solving puzzles all the time."

Signs of Success

Their signs of success have continued to mount. In fact, in 2021, they recorded 51 transactions representing \$9.5 million in sales volume.

“
We enjoy
the aspect
of helping
people.”



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Family Foundation

Away from work, Peggy and Jesse treasure time with each other and their two daughters — Jessica, a third-year surgical resident (who is married and has a 5-year-old daughter, Kynlee), and Kennedy, their youngest daughter, who is in her second year of medical school at Oklahoma State University.

In their free time, they like to spend time at their lake house on Lake Eufaula.

“That is a great meeting place for our family,” Peggy says. “We really like getting together there.”

When it comes to giving back to the community, Jesse and Peggy like to conduct fundraising activities and volunteer to support underprivileged children.

Driven to Serve

When you talk with them, it’s easy to see the drive that Jesse and Peggy have for their work.

“We always want to do things better. We’ve been fortunate. Our drive has always been to give a customer service experience that people could walk away from and be glad they were there,” Peggy says.

“We want them to walk away feeling good about the transaction ... that even though there were bumps in the road, we were there for them and that we made the process go more smoothly.”

Congratulations to Jesse and Peggy Wright for the ongoing impact they create for their clients and community on a daily basis. In turn, they clearly are better together.



“Our drive has always been to give a customer service experience that people could walk away from and be glad they were there.”

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JENNI & ADAM AGUILAR

PARALLEL PATHS



Jenni moved to Norman to attend college and hasn't left. She earned a degree in journalism from the University of Central Oklahoma, spent time as a reporter, and later built a career in sales and marketing. In 2018, she decided to become a REALTOR®, somewhat following in the footsteps of her father, who was a home builder.

Adam was born and raised in the California Bay Area; his family moved to Oklahoma City when he was 10. Adam has been drawn to music since he was a teen, starting his first of many bands in high school.

Adam went on to spend 15 years as an oil and gas landman. He enjoyed the work, but the oil and gas industry's cyclical nature began to take a toll on him. After watching his wife succeed in real estate, he began considering a similar move for himself.

"Oil and gas can be pretty up and down," Adam explains, "and it has been more down than up in recent years. The price of a barrel dropped below zero. A profitable market or comfortable market is \$80/barrel. So below zero was an all-time low. COVID-19 was kicking off; the world was crazy. There was a lot of change in the air."

Jenni had been encouraging Adam to join her in real estate, and in 2020, he decided to follow suit, getting his license and beginning a new professional adventure.

Parallel Paths

Jenni hangs her license with Skybridge Real Estate, a corporate organization focused on commercial real estate. Over the past few years, Jenni has helped broaden the offering at Skybridge, which now provides residential and commercial real estate services in addition to construction and development.



They may work for different real estate brokerages, but make no doubt — Jenni and Adam Aguilar are quickly becoming one of Oklahoma's top real estate couples. Jenni got her start in real estate in 2018 after a decade in sales and marketing, while Adam joined the business two years later after a long career in oil and gas.

Now that they are both REALTORS®, Jenni and Adam's life has settled into one of harmony and togetherness. They have each built unique businesses, but they often bounce ideas off the other, cover for showings and inspections when needed, and share duties at home. Their partnership allows them to be present parents and successful business owners and enjoy the things they love outside the business, like volunteering (for Jenni) and music (for Adam).

"Family is very important to us and at the heart of everything we do," Adam says. "It's all with that in mind. For me, my main priority is loving each other, caring for each other, and being there for each other — and then helping others."

Beginnings

Jenni grew up in a small town in Eastern Oklahoma. She played soccer, cheered, and spent time on the lake and river whenever she could. She enjoyed living in the country; fishing, riding horses, exploring on ATVs, and hiking through the woods were among some of her favorite pastimes.

...

“At Skybridge, I’ve been able to practice and learn many areas of commercial, and, over the last few years, have split my time fairly evenly,” Jenni reflects. “It’s been an amazing learning opportunity.”

Jenni closed over \$18 million in 2021 and over \$20 million in 2022.

When Adam got his license, he found a great fit in the West Team at Metro First Realty, a group focused on Nichols Hills and Edmond markets. It’s been a natural transition from oil and gas to real estate. He closed \$9 million in his first full year and is tracking to close about the same in 2022.

Although Jenni and Adam work for different brokerages, their lives and businesses are inextricably linked. They have a home office with two desks where they often work together.

“We discuss the family schedule, our other businesses, and our volunteer commitments and try to plan together. So even though we don’t work for the same brokerage, we help each other in real estate. We hold open houses, go to inspections — everything a partner would do, we’re still doing because we do life together. It’s nice to have a place to come together,” Jenni says. “Before, we were two ships passing. Now that we work with each other, we can be a little bit closer and see each other more. Doing the same thing gives us an opportunity to connect and be on the same page.”

A Life of Balance

Perhaps Jenni and Adam’s biggest challenge is balancing family life and business. Adam has a 19-year-old son, Aidan, and the couple has a 9-year-old together, Arianna. Adam, a local musician, plays music three to four nights a week. Jenni and Adam both enjoy balancing social and extracurricular activities with nonprofit and community commitments. Adam owns a music booking agency, and the couple is also partners at VZDs, a local restaurant/bar and live music venue.

With so much going on, it’s essential for Jenni and Adam not to lose sight of their commitment to family and each other. One day, they hope to work together, but for now, they are happy building their businesses in parallel and living a joyous, family-centered life.

“
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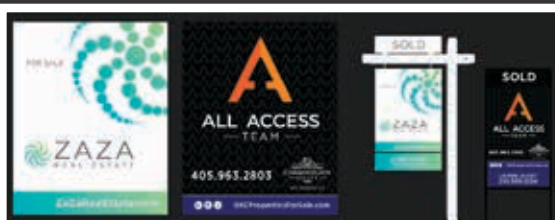
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The National Association of REALTORS® leadership team is coming to Oklahoma City for Riding with the Brand, a day full of networking with other members, face time with your elected officials, and insider insight into what REALTORS® are working on locally and nationally.

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EDUCATION DAY — APR. 6, 2023

For this year's spring education event, we will be bringing in Safety Educators from Practical Preparedness, LLC. to teach us safety and preparedness tactics. This activity will be followed by a motivational speaker!

SUMMER BASH — JUN. 6, 2023

Our June event is the perfect mix of networking and outdoor fun! Games, music, food, drinks, giveaways ... oh my! This event is family-friendly.

PARTNER CE DAY — SEPT. 19, 2023

We loved our 2022 CE Day so much that we're doing it again! At this event, we have room for 4 partners to teach a CE course. The CE portion of the morning will be followed by a motivational speaker.

FALL BALL AWARDS GALA — NOV. 16

The Fall Ball Awards Gala is our BIGGEST event of the year, and this year, we need sponsorship commitments early! If you are interested in becoming a 2023 Fall Ball Sponsor, email Kelly at kelly.kilmer@realproducersmag.com.

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We will be doing 2-3 POP-UP events around the city this year. Stay tuned for details!



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AMBASSADOR

February 2023

SPOTLIGHT



In our February Spotlight, we are excited for you to get to know more about Tim Robertson! He is an integral part of the Ambassador sales team and you don't want to miss this rapid fire question and answer session!

Q: What was your proudest accomplishment in 2022?

A: Easily, my favorite personal highlight was having the opportunity to take my wife and kids to London on vacation! Hello Abbey Road! Professionally, I'm really proud of the growth in my relationships with my referral partners, which allowed me to close more business than any other year in my career.

Q: Looking ahead to 2023, what goal(s) have you set for yourself??

A: Balance. I want to focus on and sustain my family, work, faith and life balance.

Q: What is your favorite part about being in the roofing industry?

A: The genuine connections! I truly enjoy being trusted with peoples' roofing concerns and developing those long lasting relationships. I love building relationships that end up stretching beyond roofing.

Q: What do you think sets Ambassador apart from the rest of the roofing industry?

A: It may seem simple or cliché, but I believe that our unwavering honesty sets us apart. That combined with our knowledge and training has helped us build a reputation that customers, referral partners and insurance companies can trust.

Q: What Non-Profit do you want people to know about?

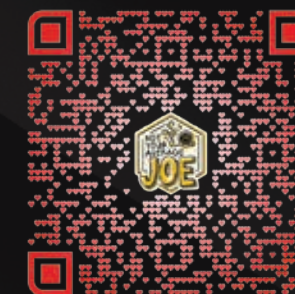
A. I have a few that I really love, but Not Your Average Joe comes to mind first. They create and encourage a community of inclusiveness by supporting students and adults with disabilities while making amazing coffee!

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