

INLAND EMPIRE

# REAL PRO<sup>®</sup> DERS

CONNECTING. EL

PIRING.

**ALLISON**

GELBRICH

JANUARY 2023

# WELCOME HOME.

Never feel A LOAN Again



Locke Consulting Inc., DBA Locke Your Loan NMLS 949406 - BRE 01953203, Company NMLS 1939219 - Company BRE 02092167  
We are available Monday - Friday 8:30 a.m. to 5:30 p.m.  2900 Adams Street, Suite A16 | Riverside, CA. 92504

# LOCKE YOUR LOAN



HERE ARE JUST A FEW OF THE HOME LOAN PROGRAMS WE OFFER

**CONV.  
JUMBO  
USDA  
VA**



**VISIT US  
ONLINE**

**FHA  
NON-QM  
HELOC  
203K**

**951.405.2454**



CHICAGO TITLE

# Who Do You Want on Your **DREAM TEAM** This Year?

LET'S GET TOGETHER AND  
STRATEGIZE YOUR GOALS  
FOR 2023!

*Mary Thompson*

VP of Business Development

951-236-3369

MARYK.THOMPSON@CTT.COM

Top 5% in the Nation



## Help Your Clients **Conquer** Competitive Bids



**The Bill Jawitz Group**

The housing marketing doesn't have to feel like a battle for your clients. When they finally find the home of their dreams and they are equipped with a **Fairway Advantage™ Pre-Approval\***, you and your clients can rest assured knowing the offer is competitive with cash.

The Fairway Advantage™ Pre-Approval\* program works with your clients to help them get conditionally approved for their mortgage by a Fairway underwriter before they even begin house hunting. Not only does this make their offer strong, but it also gives you and your clients the confidence needed to emerge victorious in the quest toward homeownership!

**Contact us Today and let's get your clients home!**



**Bill Jawitz**  
Branch Manager  
NMLS #208309  
O: 951-757-1885  
W: billjawitzgroup.com  
E: billj@fairwaymc.com  
41619 Margarita Rd, Suite 202, Temecula, CA 92591



Copyright© 2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Distribution to general public is prohibited. All rights reserved. \* Fairway Advantage Pre-Approval is based on a full review of borrower's creditworthiness and is contingent upon there being no material changes in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan amount; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the pre-approved monthly payment amount. Loan must close before the expiration date provided in the pre-approval. TX Location: 1800 Golden Trail, Carrollton, TX 75010



# MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



**Mike Maletich**  
Owner



**Marissa Menezes**  
Publisher



**Dave Danielson**  
Writer



**Lanie Schaber**  
Ad Strategist



**Austin Boaman**  
Videographer  
[www.ab-films.org](http://www.ab-films.org)  
951-415-7116



**Mitzie Maletich**  
Promo Coordinator



If you are interested in contributing or nominating Realtors for certain stories, please email us at [mark@realproducersmag.com](mailto:mark@realproducersmag.com)

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Inland Empire Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

*Time running out  
on your Inspection  
Contingency?*

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



**Steve Swanson**  
**951-304-3508**



## Mortgage solutions that make a difference.

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

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

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

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

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



**Tim Moreno**  
Branch Manager | NMLS 632697  
**(951) 897-5457**  
[tmoreno@evergreenhomeloans.com](mailto:tmoreno@evergreenhomeloans.com)  
[evergreenhomeloans.com/timmoreno](http://evergreenhomeloans.com/timmoreno)



**Gloria Driggers**  
Mortgage Consultant | NMLS 366898  
**(714) 673-9935**  
[gdriggers@evergreenhomeloans.com](mailto:gdriggers@evergreenhomeloans.com)  
[evergreenhomeloans.com/gloriadriggers](http://evergreenhomeloans.com/gloriadriggers)



**Nancy Kenny**  
Mortgage Consultant | NMLS 322084  
**(909) 225-8787**  
[nkenny@evergreenhomeloans.com](mailto:nkenny@evergreenhomeloans.com)  
[evergreenhomeloans.com/nancykenny](http://evergreenhomeloans.com/nancykenny)



2900 Adams Street  
Building C, Suite C130  
Riverside, CA 92504



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

# TABLE OF CONTENTS



**10**

Preferred  
Partners



**14**

Cover  
Story:  
Allison  
Gelbrich



**22**

Preferred  
Partner  
Spotlight:  
Ruff &  
Ready



**28**

REALTOR®  
Life  
Mary Baez-  
Wagner



**32**

Giving  
Back  
Veronica  
and Susana  
Uriarte



**36**

REALTOR®  
Spotlight:  
Robert  
Barksdale

**We Are Your  
NEEDLE IN THE  
HAYSTACK  
of Home  
Inspector  
Partners!**

 **TNT INSPECTION PROS**

Call Brian for Faster, Full-Comprehensive Inspections for Your Clients!

**BRIAN TREAT, OWNER  
C: 562.201.1949**

**YOUR CLIENTS WILL BREATHE WITH CONFIDENCE IN THEIR NEW HOME!**



**TESTING FOR**

- MOLD
- RADON
- INDOOR AIR QUALITY ISSUES



**INDOOR AIR QUALITY EXPERTS.**  
**888-523-6653 (MOLD)**  
**GREENHOMESOLUTIONS.COM/INLAND-EMPIRE-CA**

*James Maertz, Owner • Cell: (310) 874-3528*

**Professional Service, Unwavering Integrity**  
An Escrow Team You Can Trust

**HAPPY NEW YEAR!**



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



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

**Lisa DeWitt**  
25220 Hancock Ave Ste 250, Murrieta, CA 92562  
951.694.6300 | [lisa@cornerescrow.com](mailto:lisa@cornerescrow.com) | [www.cornerescrow.com](http://www.cornerescrow.com)

**WWW.CORNERESCROW.COM** 

LAGUNA BEACH LAGUNA NIGUEL CARLSBAD MURRIETA BEVERLY HILLS LAGUNA WOODS TUSTIN



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## CLOSING GIFTS

Cut Above Gifts  
Andy Burton  
(951) 334-5301  
[www.cutabovegifts.com](http://www.cutabovegifts.com)

## ESCROW

Corner Escrow  
Lisa DeWitt  
(951) 312-2073

Escrow 321  
(949) 370-4937

Escrow Options Group  
Tom Blank  
(951) 314-6860

New Venture Escrow  
Tania Gonzalez  
(619) 807-0711  
[NewVentureEscrow.com](http://NewVentureEscrow.com)

## HOME INSPECTION

A Better Home Inspection  
(800) 720-2844

Archive Property  
Inspections  
(951) 304-3508

TNT Inspection Pros  
(562) 201-1949

Spencer Pardon Agency  
(951) 743-9208

Junk Dawgs  
(909) 712-9525

Green Home Solutions  
(310) 874-3528

## MORTGAGE

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

Fairway  
Independent Mortgage  
Bill Jawitz  
(951) 365-3120  
[www.thbilljawitzgroup.com](http://www.thbilljawitzgroup.com)

HomeFirst  
Mortgage Bankers  
(949) 339-9152

House Of Loans  
(949) 291-3570

Locke Your Loan  
Lara Locke  
(951) 405-2454  
[www.lockeyourloan.com](http://www.lockeyourloan.com)

## MOVING & STORAGE

Ruff & Ready Moving  
John Ruff  
(951) 834-3539  
[ruffandreadymoving.com](http://ruffandreadymoving.com)

## PROPERTY MANAGEMENT

First Choice Property Mgmt  
(909) 239-7144

## SOLAR

Shaw Energy  
Consulting LLC  
(410) 871-8277

## TITLE COMPANY

Chicago Title  
Lavonne Benyola  
(951) 453-7380

Mary Thompson  
(951) 236-3369

Patti MacGregor  
(951) 852-9545



## What Sets Our Quality Inspections Apart?

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



**SCOTT BOWERS**

General Manager & Master Inspector  
951.735.4922 | 888.654.4644  
[MathewsInspectionGroup.com](http://MathewsInspectionGroup.com)



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

## LET'S OPEN ESCROW!

- Vacant Land
- Refinancing
- Residential Transactions
- Mobile & Multi-Unit Homes
- E-Signing & Notary Services
- Short Sale, REO & 1031 Exchange

**Finnae Lanni**  
**949.401.4770**



**escrow321.com**

RECOMMEND A HOME INSPECTION  
WITH CONFIDENCE

SCAN TO LEARN  
MORE TODAY!



# EXPERIENCE THE BEST OPTION



ESCROW  
OPTIONS GROUP



**Bernadette Kerkes**

Vice President of Marketing  
& Business Development  
714.348.4718  
[Bernadette.Kerkes@escrowoptions.com](mailto:Bernadette.Kerkes@escrowoptions.com)



**Tom Blank**

Vice President of Sales  
951.314.6860

24 HOUR ACCESS TO  
TRANSACTIONS

ELECTRONIC  
DOCUMENT SIGNING

MULTI-LINGUAL  
OFFICERS & STAFF

INDEPENDENT  
ESCROW COMPANY

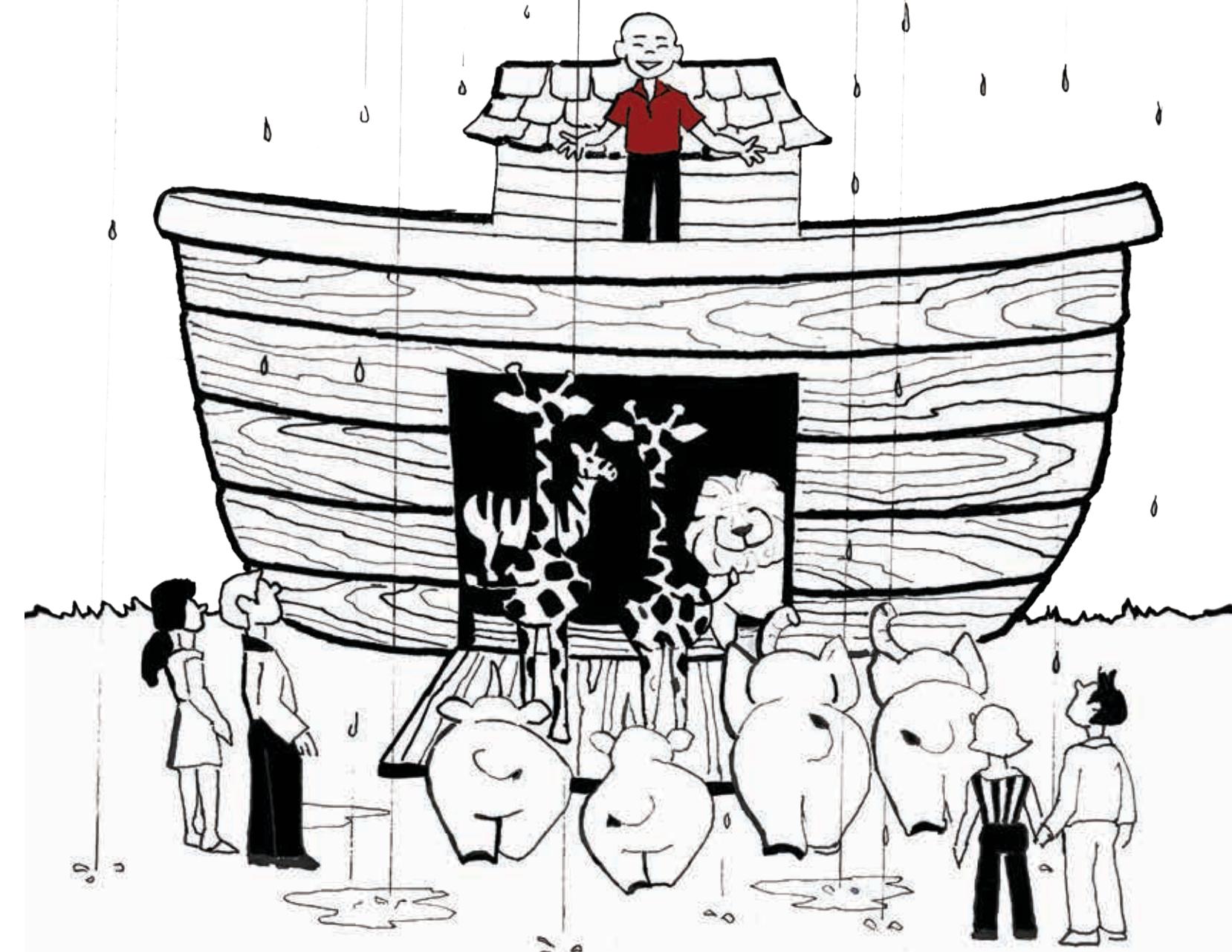
*Let us help you make time for  
what you do best: SELL REAL ESTATE!*

**EscrowOptions.com**

## We specialize in:

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

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



We can get their **CREDIT REPAIRED** in **UNDER 40 DAYS!**



**HOMEFIRST**  
MORTGAGE BANKERS

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



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

# Allison GELBRICH

**There's a special bond that arises between yourself and those you work with each day. Likely, it's one of the most rewarding parts of your work with your clients.**

That's the way Allison Gelbrich feels, as well.

As founder/REALTOR® of Dreamscape Real Estate, Allison takes pride in the bond she shares with those around her ... it's a feeling like family.

"The way I've always looked at my real estate business is that I'm working with families and not thinking of them as just clients. I treat them the same as I would my mom, dad or family member," she says with a smile. "When you have that focus of doing the right thing and providing amazing service rather than focusing on the commission, it always results in a positive outcome."

One of those positive outcomes is the fact that the bonds don't end. Allison truly enjoys building relationships that last.

"Around 95% of my business is repeat clients and referrals. I'm really proud of the referral base and loyalty," she says. "That really fulfills me in a big way."

That family feeling is something that means the world to Allison.

Born in Seoul, South Korea, Allison was adopted at 5 years old and then raised in Ketchikan, Alaska. She cherishes her adoptive parents, who raised her with love and the lessons of hard work.

Through time, she met James, the man who is now her fiancé. Recently, James surprised Allison and her parents on her 40th birthday with a special gift ... going back to South Korea for the first time. It was a momentous time in many ways.

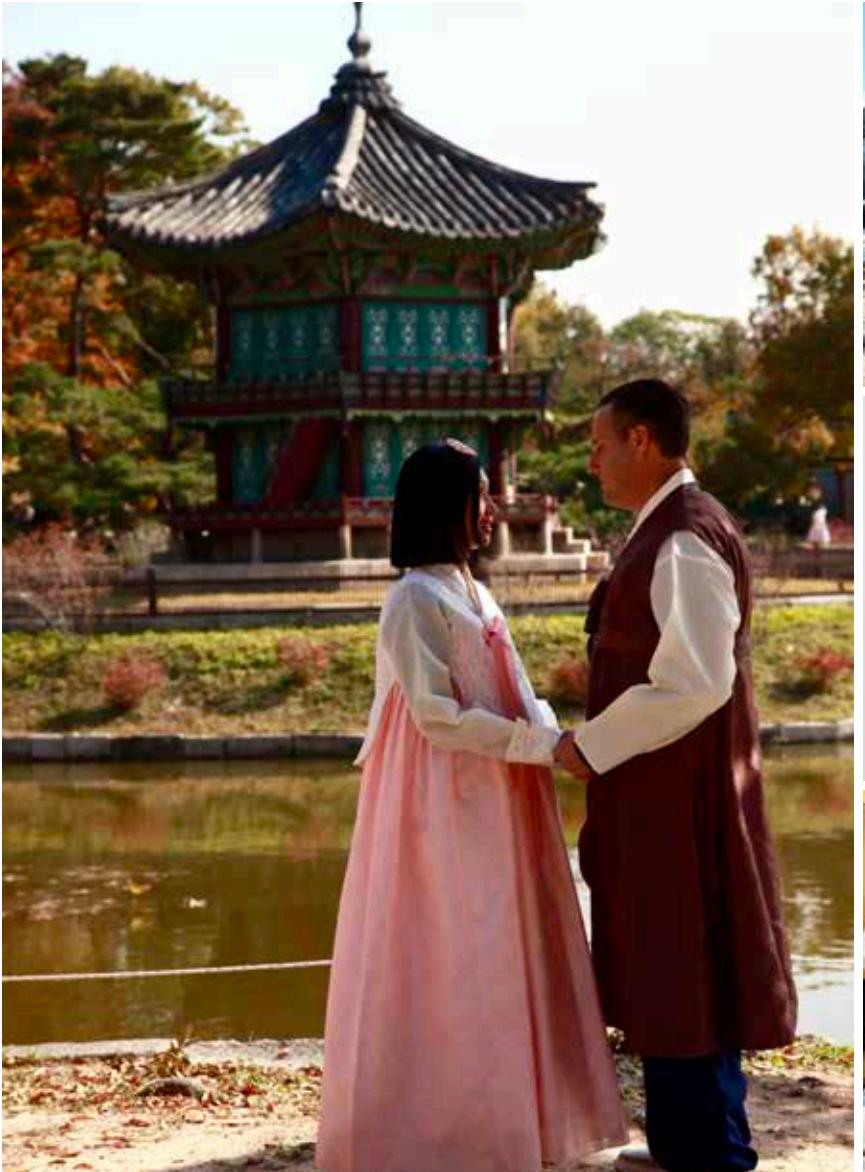
"In our conversations about planning the trip, we thought it would be a great idea to visit the orphanage where I had been. During this process of working with the adoption agency, Holt, the opportunity to meet my birth mom fell in my lap, and I also discovered I have a half-sister," Allison says.

"The Holt Agency performed a birth family search and located an address for my birth mom and sent her a certified letter, to which she responded the very next day. This news was a complete shock, and it didn't seem plausible that I was being given the opportunity to meet my birth mom and half-sister on our upcoming trip to Korea."

Allison and her birth mother made arrangements to meet at the agency. It was unforgettable.

"We spent six hours together. It was a very surreal experience. I went in cautiously optimistic and guarded. She was very open and shared many stories that filled in the holes of my past. I learned fairly quickly that my birth mom is a good person who went through many life struggles, including having to make the difficult decision to give me up for adoption 36 years ago with the hopes for a better life for me."

...



“ My favorite moment was seeing my birth mom and my forever mom embrace and share a moment of sincere gratitude for each other. It was an incredibly powerful moment. ”



“ When you have that focus of doing the right thing and providing amazing service rather than focusing on the commission, it always results in a positive outcome. ”



•••

It was an emotional yet beautiful visit. Allison's mother, her oldest brother and her fiancé were all there.

"My favorite moment was seeing my birth mom and my forever mom embrace and share a moment of sincere gratitude for each other. It was an incredibly powerful moment."

The day was also marked by the sadness of Allison's father passing away back in the states. He had planned on joining his family for the trip to South Korea, but made the decision to not attend for health reasons just days before the trip.

"My dad wanted so badly to be there was us. He was not there physically, but we felt he was there with us spiritually," she says. "The very next day, James proposed. My dad had already known about James' plans for many months. His last words to James were to take care of me. Within 36 hours, I lost my dad, I met my birth mom, and I got engaged. This was the happiest and saddest time." Allison says.

"I'm still mourning the loss of my dad and processing the meeting with my birth family. The trip itself was very eye-opening to be able to reconnect with my heritage and history. There are always ebbs and flows in life, and I feel this experience has brought me some closure. I feel that everything has happened the way it was supposed to in order to bring me where I am today and that is something that gives me a sense of calm and peace."

Today, Allison operates her successful real estate business. The business has been very meaningful for her in a number of ways.

"I had an opportunity given to me by my family to move from Korea to America to build the American dream for myself and my family. I love helping other families achieve the American dream through homeownership."

In her free time, Allison loves travel, being outdoors, and staying active with trips to the beach, exercise, wine tasting and spending time with family and friends.

She also has a heart for helping and giving back to the community in different ways. One of her favorite groups to support is Walden Family Services, where she serves on the organization's board of directors.

"It is the second-largest foster care organization in California. They were established in 1976 and have made a tremendous impact in foster care and adoption," she points out. "In honor of my adoption in May 1986, I created the Annual May for Giving Hearts Fundraiser, where myself and five other real estate professionals donate 10% of our commissions during the month of May to help the children of Walden Family Services. 2022 was our most successful year yet, raising \$20,000. As an adoptee and advocate for the cause, it's important to me to bring awareness to adoption in a positive way. There are some misconceptions about adoption, and I'm living proof that it can be a pretty amazing thing."

Through her remarkable journey and continued growth in life and business, Allison makes a lasting, vital impact on the lives of those she touches ... creating in each person a true feeling like family.

**“ I had an opportunity given to me by my family to move from Korea to America to build the American dream for myself and my family. I love helping other families achieve the American dream through homeownership. ”**





**HOUSE**   
*of* **LOANS**

DAVID VANCE / PRESIDENT  
**949-291-3570**

NMLS #707644  
CABRE #01750920

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

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

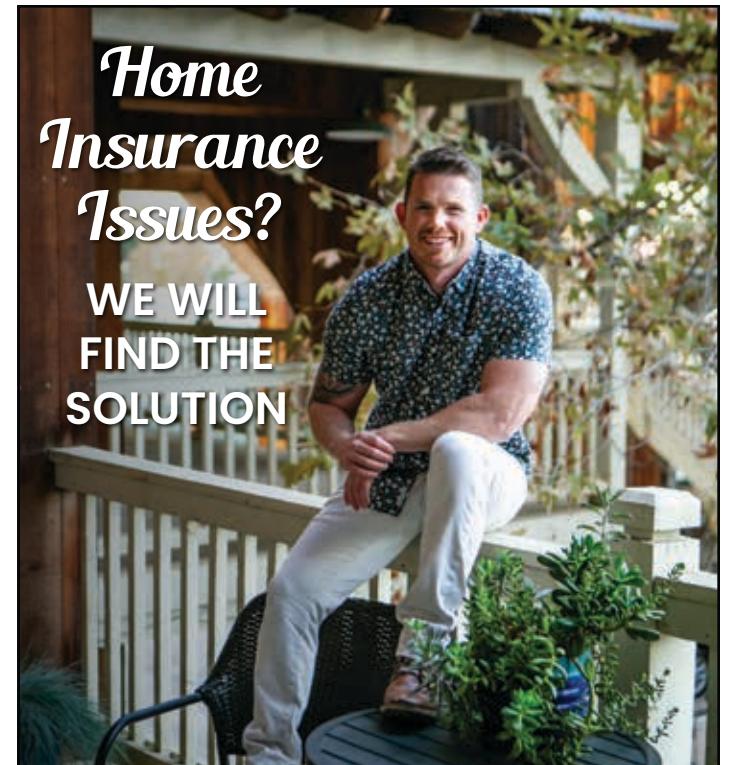
**Bill Through Escrow!**



**RUFF & READY MOVING**  
1-844-GET-RUFF (1-844-438-7833)  
Local & Long Distance Moves  
[ruffandreadymoving.com](http://ruffandreadymoving.com)

**Mayflower**  
Agent for  
Mayflower  
Mayflower Transit, LLC, U.S. DOT No. 125563

*Home Insurance Issues?*  
WE WILL FIND THE SOLUTION



**Spencer Pardon**  
(951) 200-3310  
**SPENCER PARDON AGENCY**

# Ring In The New Year **2023**

*With Gifts That Will Remind Them Of You All Year Long*



**Contact Us Today For New Year Specials!**



**Andy Burton**  
Independent Area Director  
951.334.5301  
[CutAboveGifts@gmail.com](mailto:CutAboveGifts@gmail.com)  
[CutAboveGifts.com](http://CutAboveGifts.com)





**CUTCO**  
CLOSING GIFTS

American made since 1949 

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



preferred partner spotlight

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



Ruff and Ready Moving  
Temecula, CA

877-720-4060

[Mayflower.com](http://Mayflower.com)

As you know, when you care about what you do, and you focus on giving your best efforts, good things happen.

That same spirit is alive and well with owner John Ruff of Ruff & Ready Moving.

As those who have the opportunity to work with the company know, Ruff & Ready Moving gives them an unmatched edge when it comes to getting from point A to point B in life.

"What we do really begins with the fact that we take pride in our work, which can be very rare in our line of work," John points out.

He and his team go above and beyond to deliver a turnkey, easy process for their real estate partners and clients. In turn, they have completed more than 15,000 moves. In the process, they have earned Business of the Year honors three out of the last four years in multiple cities.

They also go the extra mile to provide tangible value for clients who are looking to make their dollars go as far as they can during the costly process of getting to the closing table.

"One of the things that we are very proud to offer is billing for our services through escrow," he points out.

"We feel very good about offering that because we know it can make a huge difference for clients who can be facing a lot of expenses during their moving process. We also offer free in-home estimates., which is a huge benefit for our REALTOR® partners and their clients."

The pride that John has for his work begins with his team.

“

THAT'S REALLY AT THE HEART OF IT. THE PEOPLE THAT WE HAVE ON THE TEAM ARE TRULY MY FAVORITE PART OF WHAT I DO EACH DAY.



WHAT WE DO REALLY BEGINS WITH THE FACT THAT WE TAKE PRIDE IN OUR WORK, WHICH CAN BE VERY RARE IN OUR LINE OF WORK.



"That's really at the heart of it," he says. "The people that we have on the team are truly my favorite part of what I do each day."

Today, the Ruff & Ready team includes 35 employees and seven owner-operators.

"My drive for what we do really centers on our people," John emphasizes. "My primary focus is making sure that our people do well and that they prosper. I keep my focus on them and on their success in our industry."

In 2022, John celebrated the fact that Ruff & Ready Moving has been around for 10 years. Today, the scope of what the company does continues to grow through time.

"While we focus our work on Southern California, we can also take people anywhere in the nation," he says. "As part of that, we are an agent for Mayflower van lines — the biggest moving company in the world."

Family is at the heart of John's life. In fact, his parents, Lynn and Paul, are part of the team at Ruff & Ready Moving.

Away from work, John enjoys what the Temecula region has to offer. One of his favorite pursuits is visiting wineries in the area.

When it comes to giving back to his community, John definitely has a heart for helping. In fact, he sits on the board of directors for the Boys & Girls Club.

When you talk with John, it's easy to see why those who have the chance to work with Ruff & Ready Moving call them the best in the business.

When you're looking for a partner who is there and dedicated to giving you and your clients a real edge in moving, look to Ruff & Ready Moving.

Get in touch with them today. You can find more information online at [www.ruffandreadymoving.com](http://www.ruffandreadymoving.com), or you can also call them at 1-844-438-7833.

**951-970-4701 TEXT**

► announcement

# NOMINATE YOUR FAVORITE VENDOR!

Do you work with an affiliate who would be a great fit for Inland Empire Real Producers?

Email [mike.maletich@n2co.com](mailto:mike.maletich@n2co.com) or text/call him at 330-510-0234.

*"We'll Take Anything But Dead Bodies!"*



**JUNK DAWGS**  
JUNK REMOVAL AND HAULING

**\$25 OFF**

1/4 Truckload or More  
One coupon per customer  
Valid w/coupon only • Not valid w/other offers

**\$50 OFF**

Full Truckload  
One coupon per customer  
Valid w/coupon only • Not valid w/other offers

**909.403.1776**

Info@JunkDawgs.net  
[JunkDawgs.net](http://JunkDawgs.net)

Locally Owned & Operated



Your Clients' Biggest  
Property Investments are in  
Safe Hands With Us!

Your First Choice in  
A Property Management Partnership!

- Confident Investing
- Accurate Accounting
- Diligent & Dedicated
- 24/7 Emergency Service
- Professional Advice & Resources

**FIRST CHOICE**  
PROPERTY MANAGEMENT

*"Place Your Rental Worries to Rest!"*

Dale Beaver, Broker & CEO  
951.367.0487 (Option 1)  
FCPM1.com

Scan to make  
property management  
simple for your clients!



Great People who Care,  
Enriching our Community  
through Education.  
Your home, Our Priority!



- A** Always Deliver **WOW** Through Service
- B** Build A Positive Team And Family Spirit
- H** Humility, Community, And Empathy
- I** Integrity. Know And Do What Is Right, All The Time

**(800) 720-2844**

Find us on social media @abetterhomeinspections  
[info@forsterhomeinspections.com](mailto:info@forsterhomeinspections.com)

**hypert**  
DIGITAL

## WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media



Reach out to your neighborhood publisher for more information.

**HYPERTDIGITAL.COM**

They Trust You

Shady Door Knockers = Complicated Resale

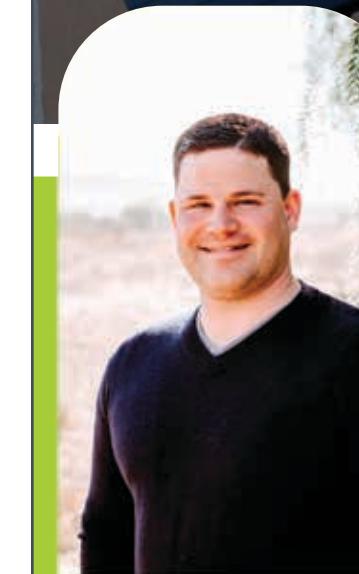
Transferable Custom Solutions for Faster ROI

Cash Infusion of \$100K+ in Lifetime Savings

30yr Warranties to Protect Solar + Roof

\$1,000+ Referral Program for You!

**WHY GUIDE  
YOUR CLIENTS  
TO OWNED  
SOLAR?**



**Shaw**  
ENERGY CONSULTING

**Jordan Shaw**  
Concierge Energy Advisor  
**f** **o** **g** **@ShawNRGConsulting**



Scan to  
Connect with  
Me Today!

# MARY

BAEZ - WAGNER



66

I really love  
helping our clients  
during a very  
stressful time.

Going the distance in real estate requires perseverance, hard work, dedication, and professionalism. It takes thousands of hours of practice and of studying market trends through an entire career's worth of data. Mary Baez-Wagner, a REALTOR® in the Riverside area, knows and demonstrates these practices in every way that she does business.

As a REALTOR® and broker associate with Keller Williams Riverside, Mary goes the distance to welcome her clients home.

"I really love helping our clients during a very stressful time. We try to make sure that they have a good experience throughout the process ... especially with first-time homebuyers and making sure that they get their offers accepted," Mary says.



► REALTOR® life

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

...

66

**Our mission is to provide excellent service and build long-lasting relationships with our clients.**



Mary's team prides itself on its educational approach with clients to make sure that they feel secure during this journey. Her team is versatile and also works with sellers in this shifting market to help navigate them to whatever next step they are trying to achieve, whether that's downsizing now that the nest is empty or trying to move into a bigger space because the family is growing. As she says, "It's a very rewarding experience being able to help sellers market their houses and get top dollar for their homes."

Mary had a distinguished career in a number of ways even before she entered real estate. Early on, she served in the U.S. Army in Germany, where she lived for a few years. She was also deployed to Kosovo for a few months as part of Operation Joint Guardian. In time, she came back to the U.S. and finished her master's degree at the Rochester Institute of Technology.

After her military career was complete, she moved to Washington, D.C. area and lived in Alexandria and Fairfax, VA. In August 2005, she moved to California.

along with an office admin. Christina Raddish, who is the lead buyer's agent on the team, as well as new bilingual buyer's agent Cesia Gonzalez, were both former students of Mary's at Riverside City College, where she is an adjunct professor teaching real estate courses.

Family is at the center of life for Mary; she's happily married to her husband, Joe Wagner.

"Joe is an amazing husband. He is very loving and supportive," Mary says with a smile. "He and my daughter are my biggest fans." Mary cherishes spending time with her daughter, Catherine, who lives in Atlanta.

Mary and Joe's love story started when coincidentally, one of the agents on her team sold him a house two doors down from the house where she lived. They both feel that God put them together to find the love of their lives. They were married in 2019.

In their free time, Mary and Joe have a passion for staying active and in shape. They are both triathletes and take part in Ironman competitions and also run marathons and half-marathons. Other favorite pursuits include traveling, wine tasting and spending time with family and friends.

When it comes to supporting her community, Mary has been a member of the Rotary Club of Riverside for 10 years, where she has served as past president.

"I love Rotary and the fellowship that comes with it around the world. Everyone shares the same common interest in helping the community or any projects that clubs are working on," she says. "Rotary is dear to my heart."

In addition, Mary prizes her participation as part of the Riverside Road Runners running club.

As she says, "My running community is very close to my heart. They have always been super supportive of me."

With a positive outlook and a desire to keep learning and growing, Mary is equipped to deliver an unforgettable experience to those around her. With the knowledge and hard work of a professional, and the compassion to truly care about each and every client, she is always going the distance to meet and exceed their needs.



# Veronica & Susana Uriarte

► giving back

Written by Dave Danielson



**The results your clients seek don't automatically happen. It takes dedication, consistency and expertise to make it all unfold the way it should. That's where you come in with a level of care that makes a lasting impact.**

Veronica Uriarte and Susana Uriarte have the same effect on those they serve each day.

As sisters-in-law and REALTORS® with eXp Realty, Veronica and Susana represent a winning combination and rewarding connections for their clients across the area.

"We love the interaction with people. I love making those connections," Veronica says. "Being in front of the client is my favorite. I like the human part of it."

"Real estate is my passion, and I enjoy meeting new personalities and knowing I am making a difference in their life by aiding them in achieving the American dream and ultimately cultivating long-lasting relationships with my clients," Susana points out. "I take pride in sharing that 95% of my business is referral-based."

Veronica began her career in real estate in 2005, with Susana joining her in the business later.

Veronica, who was born in California, moved to Mexico with her parents to their hometown when she was 6 years old.

"My father always had a dream to go back and open a business. He did. He opened up a market for produce. We had to do well at school and then come home, do homework and help at the store," Veronica says. "There was always interaction there. I wasn't shy. I saw my dad interact with people. At the same time, I learned that you have to work for the things you want."

In time, violence in the region started escalating, many residents moved out, and the store wasn't doing as well. So, the family moved back to California when Veronica was in her early 20s. Soon she was



...

in the U.S. It was challenging because she didn't speak any English. But she went on undaunted ... going to school to learn the language.

In time, she took on a series of jobs and kept learning the language and growing. At one point, she even considered becoming a police officer. But she decided against it. That's when she talked with a family member who encouraged her to talk with a friend who was opening a RE/MAX franchise to be an agent. Within a few months, she was licensed and starting her career.

For the next 12 years, Veronica worked with RE/MAX. In 2019, she joined eXp Realty.

In the meantime, Veronica had come into the picture. She was originally

from Los Angeles. When Susana married Veronica's brother, she moved to the area and talked with Veronica, learning about her role in real estate. It wasn't long before Susana moved from banking to work as a transaction coordinator and assistant with Veronica. In time, Susana earned her license.

Susana has definitely enjoyed the process of working with her sister-in-law.

"She's the best aunty my babies could ever have ... and my very first real estate teacher. She taught me all the fundamentals of the business," Susana says with a smile. "I enjoy sharing my passion for the business with her, sharing new business ideas

and helping each other grow. We often encourage each other to just keep going."

Veronica agrees, enjoying the way they combine their strengths.

"We do some things similarly and others differently. I love to teach and motivate. I had so much training throughout my career. I have been to many courses to be better with leadership and the way to make others feel good. I worked on using my strengths in a positive way," Veronica says. "When working together, we have the same goal in mind, which is to be the very best for our clients. We also

have very similar personalities. We are givers, we're hard-working and inspired to grow, and we support and love each other very much.

We work together, but we are also family, and it's the No. 1 thing. She is the sister I never had."

Family is at the heart of life for both women.

Veronica gives credit to her parents, Rodrigo and Francisca, for making what she calls a huge impact on her life when it comes to learning a strong work ethic, people skills and organization. In her free time, Veronica likes hiking, meditation, reading, spending time with her four nieces, actively practicing her faith and belief in God, journaling and spending time with her dogs.

Susana and her husband, Rodrigo, treasure time with their daughters ... Yulianni, Brisset, Victoria and Fernanda. They are also very involved in supporting non-profits. In her free time, she also enjoys hiking and looking for ways to help the less fortunate ... including supporting Prosperity Homes.

As Susana says, "The foundation of Prosperity Homes is built on empowering real estate professionals to serve their local and global communities. Prosperity Homes is a movement, platform and vehicle where professionals can realize themselves through true service for their communities."

As Veronica and Susana share their passion for making an impact on the lives of those they serve, they continue to grow through their teamwork. In turn, their winning combination creates rewarding connections — and results — for residents that extend through time.



# ROBERT BARKSDALE

►REALTOR® spotlight

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



Reaching the top of the mountain and surpassing key milestones are truly rewarding. But real fulfillment occurs when you know that those goals have happened by your commitment to working for all the right reasons.

That's a trait that Robert Barksdale exhibits in supreme fashion each day.

As a REALTOR®/investor with Realty One Group West, Robert continues to build his business with a true sense of integrity and passion. "I put my clients' best interests at heart, and I work hard to make sure they are well taken care of. I also work quite a bit helping homeowners through the foreclosure process," Robert says. "Along the way, I won't just help them sell their house. I also help them find other options such as a rental."

Before getting into real estate, Robert served the best interests of his community through his 24-year career as an educator.

He taught English for 10 years and then served for 14 years as a school administrator. In the process, he started working part-time in real estate. In 2013, Robert made the leap and went full-time in real estate.

One of the driving forces in Robert's career has been helping people experience the joy of the American dream. As mentioned earlier, Robert takes great pride in helping area residents through the foreclosure process.

His approach and ability in that area have earned far-reaching acclaim. In fact, he teaches a class on the subject locally, and has even conducted nationwide eight-week training through the channel that his coach, Debbie DeGrote, has.

Robert earned his license on Feb. 7, 2001. Since then, he has been on a steady rise through time, demonstrating the relentless pursuit he has to find results for his clients.

...

“

I put my clients' best interests at heart, and I work hard to make sure they are well taken care of. I also work quite a bit helping homeowners through the foreclosure process. Along the way, I won't just help them sell their house. I also help them find other options such as a rental.

”



“

Real estate is constantly changing, and you have to be in front of the curve. The agents who don't change get lost in the dust.

”

Family makes life much richer for Robert each day. He looks forward to time spent with his wife, Stephanie (who is a teacher).

He also feels extremely blessed by the opportunity to serve as a father to his sons Robby and Shaun, and daughter, Zoe.

In his free time, Robert enjoys watching sports, working out and spending time with his family. A few years ago, Robert and his family lost his oldest son, Robby, to a late-night traffic accident while he was serving in the U.S. Navy. Before they lost him, Robby had taken time to provide a very special, lasting gift.

“Before Robby passed, he had taken part in one of the nationally advertised DNA/genealogy testing programs — 23 and Me. I was adopted when I was little, which is something that I always knew. As a result of the 23 and Me program, a woman from Boston contacted me,” Robert says.

“She had done the 23 and Me program also, and her results showed that she was related to Robby. It turned out that the lady was my cousin ... my mom's niece, Kristi. She contacted me first, and then I got in contact with my mom in Boston through her and

my family. It turns out that my mom was pregnant with me when she was 14 years old. Today she is also involved in the real estate industry. It has been special being reunited with her, and I like visiting her in Boston.”

When it comes to being involved in his community, Robert enjoys attending Our City Church

and contributing to fundraising efforts and community projects, including canned food drives, toy drives and providing Thanksgiving dinners to those who are less fortunate.



As Robert reflects on his career, he offers helpful tips for others who are looking to make their own steps forward in the business. “One thing I would say is to keep learning new strategies and techniques to attract

clients because the market changes. You have to keep evolving and look at the newest apps and keep marketing to your sphere of influence,” Robert says.

“Real estate is constantly changing, and you have to be in front of the curve. The agents who don't change get lost in the dust.” When you talk with Robert, it's easy to see the passion he has and the impact he makes in a positive way on residents across the area by taking care of them for all the right reasons.



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



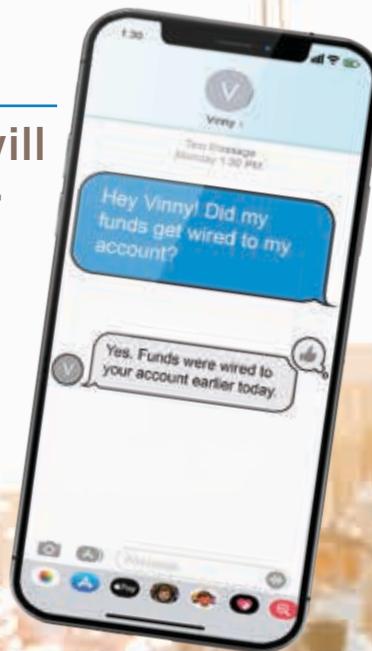
**[LOVEJUSTICE.NGO/LEARN](http://LOVEJUSTICE.NGO/LEARN)**



# MEET VINNY!

Vinny, our intelligent messaging agent will provide live updates and answer all your escrow questions via text messaging.

Connect  
with us to elevate  
your business  
and escrow  
experience!



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

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



NEW VENTURE  
ESCROW

For more information please visit our website:  
[www.NewVentureEscrow.com](http://www.NewVentureEscrow.com)

