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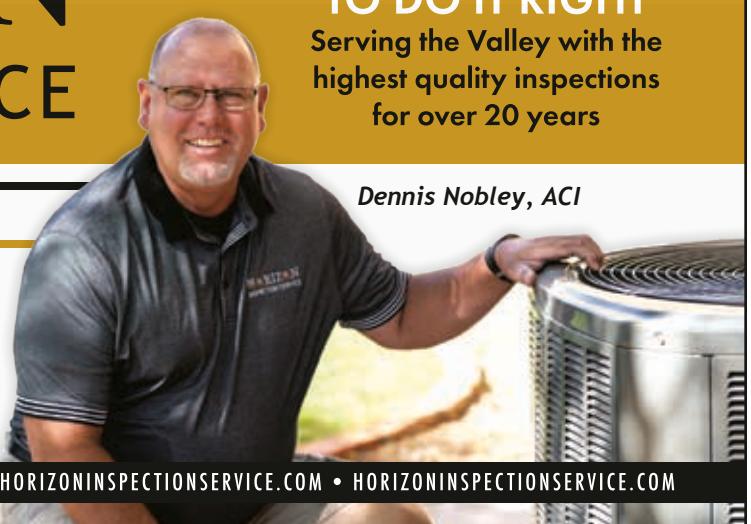


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Stay Cool

► publishers note

By Brett Gettman

I hope everyone is staying cool in the summer heat. "Stay Cool" will be the theme for this publisher's note. Not only because it's hot and we're all looking for shade and a cold drink. But also because this is my last publisher's note that I'm writing and it's somewhat of a goodbye. As many of you by now already know is that I've sold the publication and am focusing on my other business ventures.

I'm so very grateful for the last two years being the publisher of this magazine. The future of this publication is in great hands. Chad and his staff will do an amazing job and no doubt take it to the next level.

So while it's a goodbye for me as the publisher of this magazine. It's by no means a real goodbye. I'll still be here as our other business Red Hog Media is very active with the Scottsdale Real Estate Scene and our new PodCast Common Connection will be looking to interview many of you that want to share your amazing stories.



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Sincerely

Brett Gettman

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Scottsdale Area Real Producers • 9

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► feature story

By Joseph Haeger

CHAD & CARA DANKBERG

Mr. and Mrs. Dankberg: The power-house agent couple, ready to answer any real estate need

PARTNERS IN LIFE AND BUSINESS

Chad and Cara Dankberg are a real estate duo, servicing Arizonians for the last nine years. Cara has been working as an agent for nearly 16 years, starting in 2007, but since they've teamed up they've helped each other grow even more in their professional lives.

"We enjoy working together," Cara says. "There's not an ego between the two of us. We both know how to do all aspects of this job."

Their whole goal is to create a joyful experience for their clients and nurture a stress-free process. They understand this is the biggest financial decision most people will make in their lives and they want to ensure it goes off without a hitch.

THE TIME BEFORE

Cara attended college to become a software developer. She excelled in math and had an analytical mind,

so it made sense to follow these strengths into her career. There was also a bit of self-competition at play. "I picked the major that required the highest GPA to get into," she says with a laugh. "I liked that there was a logical path to things, and it made a lot of sense to me. But the languages I learned in college weren't the languages I used for my jobs. I could see they were changing all the time — new technology and new ways of doing things were coming out, and I just didn't have a passion for it." Cara worked as a developer for five years but then found her true passion in real estate.

“
The equity I built in that [house] helped build our home in north Scottsdale now. It feels like my dad was a part of getting us to where we are.
”

Chad wanted to go into sports marketing during his post-college years. Unfortunately, getting into that business was all about ticket sales, which he wasn't interested in. Based on a recommendation from his father, he instead decided to bolster his resume with some real-life experience. His dad owned a direct mail advertising company but knew his son didn't want to work under him, so he helped set up an interview at RSVP Publications in Las Vegas.

"I did that for a couple of years and liked it," Chad tells me, "but then my father passed away suddenly."

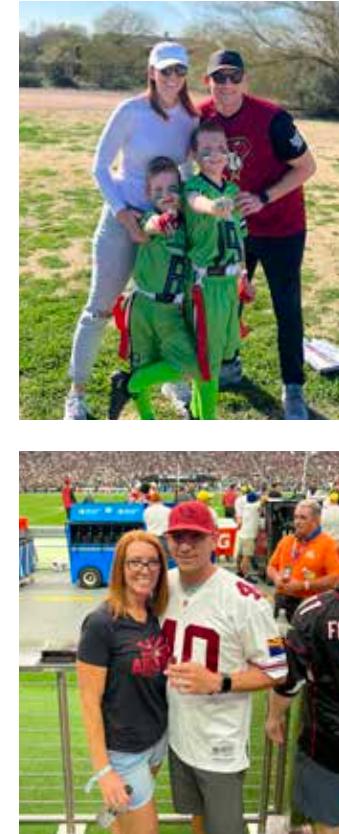
He moved back to Arizona partly to help his dad's business partner keep the business afloat, but mainly to look after his mother and brother. "I had to grow up very quickly," he says. "Part of his passing away was us going into a lawsuit with the hospital, and the money that came out of that was how I could make my first real estate investment. The equity I built in that [house] helped build our home in north Scottsdale now. It feels like my dad was a part of getting us to



where we are." Chad met Cara after he moved back, and when they fell in love and decided to start a family, his new career began.

"I thought, 'Why don't I get my real estate license and help her out while she's pregnant and can't do open houses and stuff like that.'" He realized he liked this kind of selling far more than the direct mail advertising he'd been doing for the last ten years, so he decided to jump in with both feet.

"It was the best decision I ever made," he says, before adding, "besides marrying Cara."



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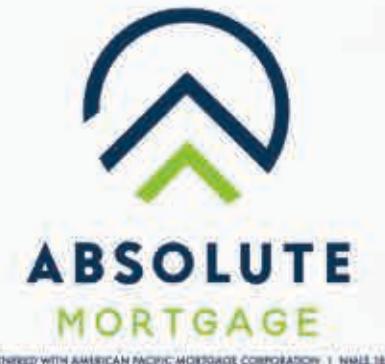


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► rising star

By JOSEPH HAEGER

TYLER DAVIS

Tyler Davis has an incredible drive for success, using his entrepreneurial mindset to push the boundaries and make a name for himself



“

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THIS IS THAT I
UNDERSTAND THIS
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GETTING OUT OF THE RAIN

Tyler Davis grew up in Snohomish, WA and shortly after graduating high school, packed up and moved south. “I took the summer right out of high school to get my real estate license,” Tyler says. “Then I moved down here to Arizona, took the final test, and found a brokerage.

The number one reason Tyler wanted to get out of the Evergreen State was the weather. “When I had to wake up and look at the weather app to see if I can even go outside and do something because it's raining — that wore on me,” he says, remembering the daily life in the Pacific Northwest. “Down in Arizona,

I'm always able to go out and do something.”

THE HGTV INFLUENCE

Tyler got into the real estate business the moment he graduated high school, and he knows he's young, but that doesn't stop him from chasing what he wants. In fact, this drive for success started when he was just sixteen years old.

“This was about the time HGTV started getting popular when all those flipping shows were coming out,” he tells me. “I said, ‘You know, I want to flip a house.’ He took the proposal to his parents, who owned a construction business and had always encouraged and supported an entrepreneurial-minded approach to life. His dad saw it



At the end of the project, he successfully flipped the house and collected a nice profit. “From there, I wanted to continue to grow that money,” he says, “so what I did was start a clothing company. The thing I found out is don't make your hobby a job because it turned out to be miserable. I loved the selling part and I loved the marketing part, but as far as the clothing, reaching out to manufacturers, so on and so forth — that was not fun at all for me.”

This is when Tyler looked at his two major business ventures and discovered how his interests overlapped between the two. He thought real estate could be for him. He talked to his neighbor, who has been continually recognized as one of the top producers in Washington state, and confirmed his hunch.

“I love talking to people, I love working with people, selling, architecture — [real estate] pretty much-mixed everything into one industry.”

A REALTOR'S PHILOSOPHY

Tyler is not in this business for the paycheck. From a young age, he knew he wanted to help people in any way he could.

“I built my business around helping people, not selling people,” he says. “I come from a household that said, ‘If you're stressed, you still gotta keep pushing. It's learning and growing.’”

This isn't a 9-5 job, it's 24/7. The biggest thing that pushes me to continue doing this is that I understand this is someone's biggest purchase.” Tyler knows every one of his clients is an individual with different hopes and dreams. Helping someone isn't necessarily about them buying or selling something — it's about finding the decision that is right for them. “If I meet somebody and they say, ‘I want to buy a house,’ and then we take a deep dive into who they are, what they want, and what their goals are, yeah I could convince them that they should buy, but if it doesn't make sense, I'm not going to tell them to,” he says. “If you take money out of it, and you do it as a relationship business, things become so much easier, so much less stressful, and so much more fulfilling.”

From here, Tyler is building a team to better support the volume and the kind of business he wants to do more of. Each day, they're becoming a better-functioning, well-oiled machine. “I want to get into development because I think there's so much potential,” he tells me.

As far as his personal life — it's all about experiencing new things, meeting people, and seeing as much as he can by traveling to new places. The world is open and ready, and Tyler is only getting started.



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A NEW APPROACH TO AN AGE-OLD BUSINESS

Tanner Herrick has been in the title and escrow business for over 20 years. It was just five years ago that he teamed up with Jerry Calley to start their own boutique company, Premier Title Agency. Between their combined 50 years of experience, Tanner and Jerry knew what they loved about the business and what they weren't so happy with, and so from the start, they were able to keep their focus on their overall vision, ensuring it holds strong.

"We have over 70 employees and I take a tremendous amount of pride in making sure they're able to succeed," Tanner says. "I use the boutique phrase a lot, but that's really how we are. We run like a smaller shop where it feels like family, and we all win together."

THE HOUSE JERRY AND TANNER BUILT

The preservation of their goal has always been dependent on their employees. They intentionally pick people who are willing to buy into the mission. "My business partner is an amazing family man. He's a great husband, great father, great grandfather — just a great human being," Tanner tells me. "It's been pretty easy to buy in on the family aspect because as a business partner, I couldn't ask for a better example." Along with the importance of hiring the right people, they had a clear idea of how they wanted to approach the industry as a whole.

"Our philosophy is 100% quality over quantity," Tanner says. "We've been trailblazers. There are several different facets within the industry where we've cracked the code." I was curious how they were able to continually stay ahead of the curve, keeping their approach fresh and relevant. "I like the fact that we're small because no one's discouraged from putting ideas out there — good, bad, and

different," he explains. "I have an open-door policy. Good ideas can come from anywhere, and I think that helps us as a company."

NOTES FROM THE INSIDE

Kristi Gray moved down from Coeur d'Alene last year to work as Premier Title Agency's Sales Executive, focusing on business development. "I do a lot of event planning, helping them coordinate broker's openings," she says. "I do a lot of business strategy sessions to help them with what their next year, six months, or even next month looks like when it comes to marketing." She was a real estate agent in northern Idaho, so I was curious why she decided to make such a big move. "I was ready for a fresh start," she says. "I have two daughters and we love Arizona. I got to stay in the industry and be a part of something I love and enjoy very much." It doesn't hurt that Tanner and Jerry bring a unique perspective to this business.



Photo by Red Hog Media



When Kristi was a realtor, she used Premier Title Agency's sister company North Idaho Title as her escrow and title company. "I loved the way they handled their clients. If there were ever issues, they just had a better way of being hands-on and I got the feeling that they care. It's more of a family dynamic instead of a business," she tells me. "Being adaptable is very big in real estate, and I feel like this company has done a great job of creating that atmosphere."

TRUSTING IN THE NEXT GENERATION

"The future is extremely exciting because we've put together such a great foundation," Tanner says. "We have good core leadership and great youth. In any business, you must have got people on top that have that experience and are willing to share and help others grow. That's what I'm excited about, the youth of the company moving up and learning and growing."

In this business, Tanner finds himself working with all kinds of different personalities, but a



lot of them tend to lean on him for advice.

"Weirdly, I've been in this industry so long that I'm starting to feel like Yoda where people come to me to impart some form of wisdom to them," Tanner tells me with a laugh. "I appreciate that because I've had some great mentors throughout my career, and I think that it's great to gain the wisdom and impart the wisdom — I think it's imperative to do that."

Tanner has a lot of faith in the up-and-coming generation. Knowing what they're capable of makes the future shine that much brighter.

"Not to be cliché, but really, the sky's the limit for us," Tanner says. "Great people all around, within our parent company and our shareholders. They let us run the business the way we want because we've earned that trust and respect. I think that's probably the most exciting thing about Premier, is we truly get to shape it the way we want to, and the vision we have is to keep growing."

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