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AGENT ON THE RISE:
Bryan Trujillo

COVER STORY:
Jeremy Griego

BROKER SPOTLIGHT:
Sean Kesani

PARTNER SPOTLIGHT:
Alanis Roofing Company

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If you are interested in contributing or nominating Realtors for certain stories, please email us at ml.rauch@realproducersmag.com

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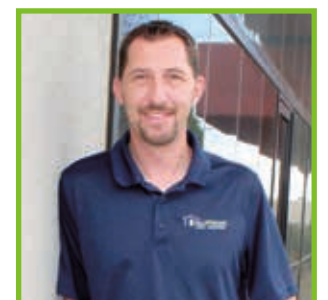
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“I used to go roofing with my dad when I was in elementary school,” recalls Mark Alanis. He was tired of wearing ugly shoes and wanted cool shoes. He took the advice of his parents to heart, “You can start working and buy your own shoes.” Working during the summers and weekends, he saved up for a pair of sneakers.

“I hated it at the time,” admits Mark. He wanted to be a firefighter growing up. His plans changed when he had a child at an early age. “It changed the trajectory of my path at that point,” he reflects, “but it worked out in my favor.”

He learned a solid work ethic from his father, Virgilio. “He likes to motivate you in the old school way,” says Mark. “He’s a hard worker and I learned a lot from him. He’s the best teacher I ever had.”

Virgilio has been in the roofing industry for 35 years. Mark enjoyed a career in property management, getting his license in 2008, and opening his own business at that time. In 2016, he decided to join his father. “I wanted something different on my own terms and schedule,” he comments. “My Dad had one employee at the time and needed the help.”

Best of all, Mark genuinely loves what he does. “I honestly enjoy the freedom of setting and doing everything at my own pace. I love being social and interacting with people.” Mark and his father work with a large demographic of customers, which they enjoy. As for his shoes, Mark jokes, “I do have nice shoes today. I invest quite heavily in them. These boots are the ones that pay the bills.”

Services Offered

Growing leaps and bounds, Alanis Roofing Company has grown through the years and now has nine full-time

partner spotlight

By Elizabeth McCabe
Photos by Liz Lopez



“MY DAD DEFINITELY MADE ME THE PERSON THAT I AM TODAY.”

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Mark and his father, along with their team, go above and beyond in catering to real estate agents. Not only do they get special pricing, but they also get priority scheduling the same day or within 24 hours at this family-owned

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A Fantastic Father

When Mark isn't working, he treasures time with his children, Natalia (14), Rylan (4), and Sophia (1 1/2). He comments, “I missed the first year of my second born's life. When I started in the business with my father, I had more free time. Now I spend every minute that I can with them.” Hunting and fishing are also pastimes that he enjoys.

Looking back at his career, Mark thoughtfully reflects, “My Dad definitely made me the person that I am today.” Now Mark is following in his footsteps, leading an example for his children, and helping the community with all of their roofing needs.

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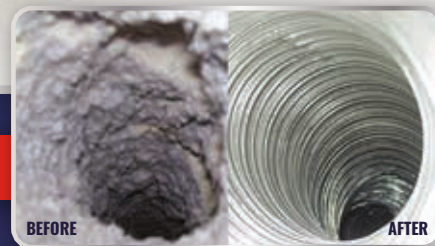
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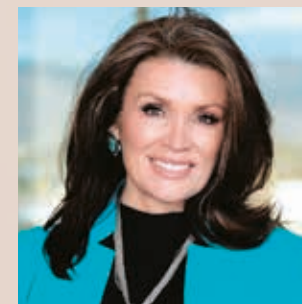


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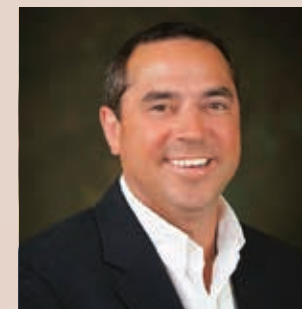


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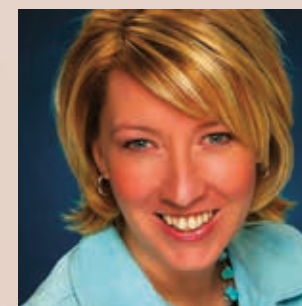
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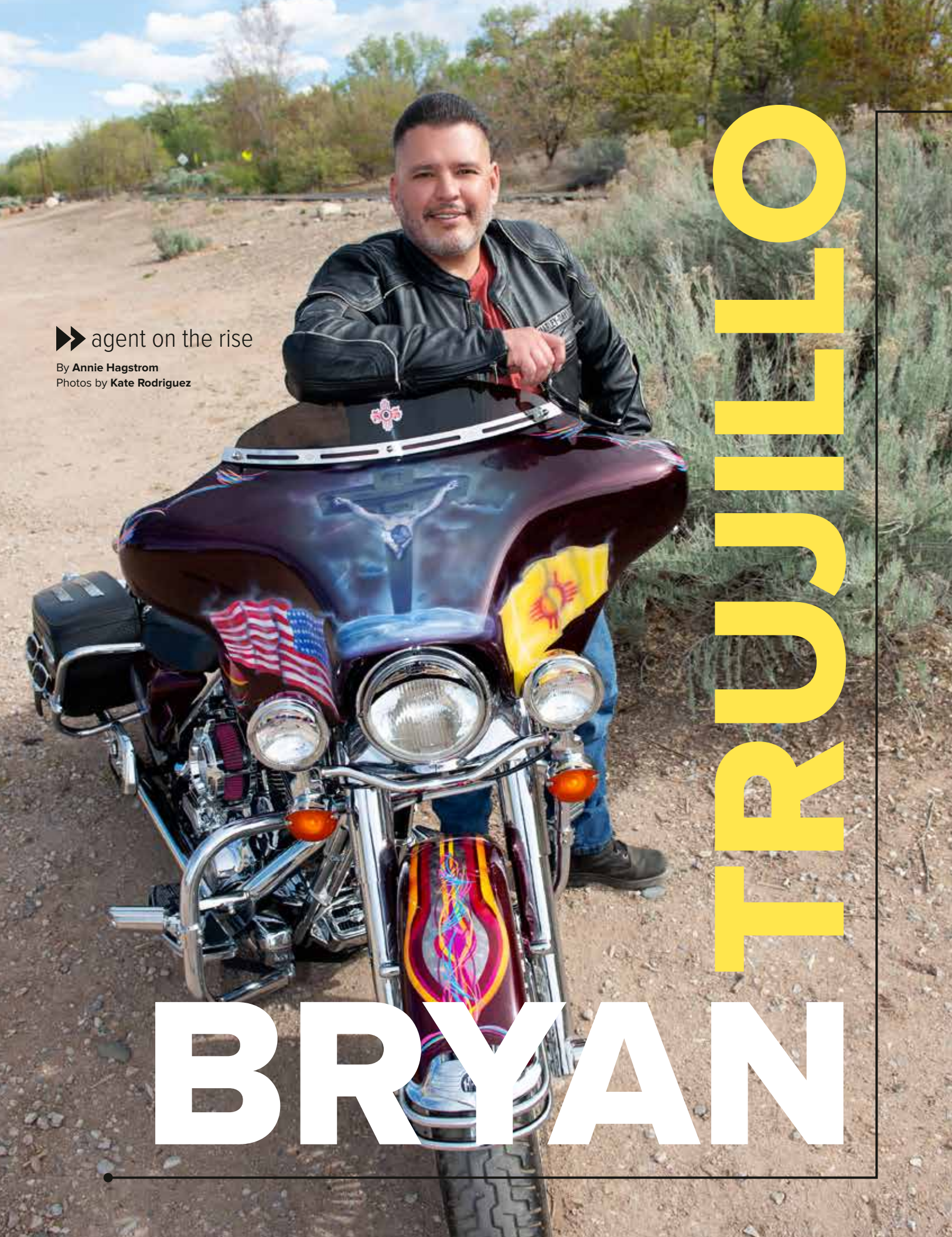


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By Annie Hagstrom
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TRUJILLO

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“MY KIDS, MY WIFE, MY PARENTS—THEY’RE THE REASON I’VE STRIVED.”

IF THE PAST FEW YEARS HAVE TAUGHT BRYAN TRUJILLO ANYTHING, IT’S HOW TO BUILD THE LIFE HE HAS ALWAYS DREAMT OF.

Growing up in Chamita, New Mexico, Bryan, his two siblings, and his parents spent their weekends at the Sante Fe farmer’s market. “My dad was a safety and health inspector, but he was a rancher in the evenings and on weekends,” he said. “He and my uncles were always with livestock, and we would sell apples, chilis, and herbs from the farm.”

Though Bryan knew the ins and outs of his family’s farm, he gained experience in various career paths. “I’ve been a firefighter, I’ve done construction—all kinds of things,” he said. When Bryan was in his 20s and expanding his workforce skills, he was also co-raising his daughter, Katelynn. Eventually, as his daughter grew older, and without realizing it, Bryan found a niche that would help propel his career down the line. “I moved to Albuquerque in my early-30s and found a job as a barback in The Downs Racetrack & Casino,” he said.

Within six months, Bryan was promoted from barback to bartender. After two years, he was promoted to lead bartender and stayed in that position for seven years. “Throughout that time, I built so many relationships and developed a network bigger than I ever had before,” he said. While he was the lead bartender working the night shift, his now wife, Cathleen, worked the day shift.

“We always talked about our futures and where our lives will take us, but then COVID-19 hit,” he said. Right before the pandemic, they welcomed their son, Julian, and Cathleen enrolled in nursing school. She had been attending for six months when everything closed. “The casino shut down, and we were both laid off for what we thought would be one month, but it turned into one year,” Bryan said.

Cathleen could attend her nursing courses virtually, and Bryan was with Julian full-time. As things slowly opened up during the summer and Cathleen’s course load lightened, Bryan earned his real estate license. “I interviewed for Coldwell Banker and immediately knew I was in the right place.” As he

started in real estate, Bryan took on a part-time bartending job a few nights out of the week. There, he would leave out his real estate business cards for customers, and he continued to grow his network. By April 2021, Bryan completed his first transactions. As he grew busier with clients, he no longer had the time to bartend. "I jumped headfirst into real estate," he said. "Every transaction in 2021 was because of the people I met bartending."

Cathleen graduated from nursing school in September 2021 and accepted a job at the Presbyterian Rust Medical Center. Around the same time, Bryan had completed 18 transactions and sold 5.5 million in volume and production, he was named Rookie of the Year, and they welcomed their daughter, Lucia Rose, to the family. Fast forward to 2022, he doubled his production with 11 million in volume and completed 39 transactions.

Bryan says his motivation has always been his family. "My kids, my wife, my parents—they're the

reason I've strived," he said. Looking ahead, Bryan wants to invest in more properties so that he can have the residual income to pass on to his children when he retires. Katelynn now lives in Albuquerque and is attending the University of New Mexico to become a dental hygienist. "We all come together as often as possible," he said. "We watch movies, play in the backyard, go boating and fishing when possible, and often take the kids to parks, zoos, and aquariums. My children were my 'why' before I knew what having a 'why' was."

“ I JUMPED HEADFIRST INTO REAL ESTATE. EVERY TRANSACTION IN 2021 WAS BECAUSE OF THE PEOPLE I MET BARTENDING. ”



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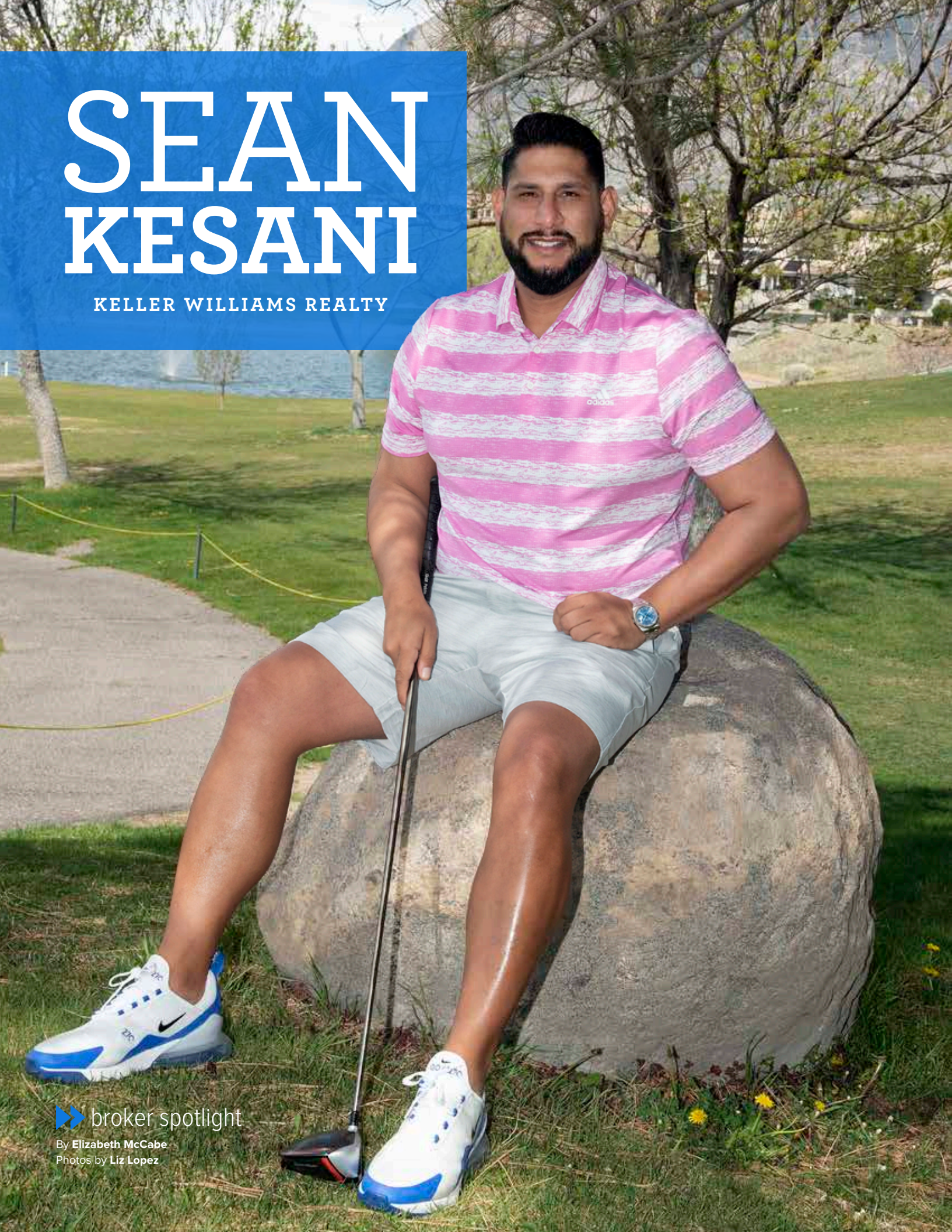
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▶ broker spotlight

By Elizabeth McCabe
Photos by Liz Lopez



“Everything that I have learned has been self-taught. I taught myself how to be a producer, an investor, and a flipper.”

Real estate can be a tough industry to break into, but Sean Kesani has managed to make a name for himself through hard work, determination, and a love for the hustle. “Something you learn is that real estate comes from consistency and not quitting,” he says when asked to define success. “You have to be consistent. If you don’t see results right away, keep working at it until you do.”

When he was younger, he saw himself being a doctor or a lawyer. “Something that was successful,” he says. When his mother started working at a title company when he was seven, Sean would hang out at her office after school. “I was around real estate at a very young age,” he says. It made an impression on him.

He attended college and majored in Pre-Law, working for an attorney. His aspirations then shifted. “I wanted to be a detective,” he reflects. He was going to start as a patrolman before working on the SWAT team and then be promoted to detective. However, after trying to get into the Police Academy three times, he had a change of heart.

In 2011, he was trying to figure out what to do. “I was going to get a weekend job and save money,” he says. That’s when he was looking for jobs in the newspaper and found an ad for a local real estate company as a weekend property checker. He picked up the phone and called Campbell & Campbell Real Estate. When Mary Campbell heard he was working at the Branch Law Firm owned by Turner Branch, he no longer needed a background check. He got a job on the spot.

“I started doing property checks for vacant bank-owned properties.” That’s when he ran into a college friend, Robbie Faithe, who was a REALTOR®. Robbie and Ron Campbell convinced Sean to get his license, which he did at the age of 25. “My Mom thought I was crazy,” he jokes, “but there was no other option.” Sean started in a terrible market. His first property was sold for \$62,000. “Now, a typical listing goes for half a million dollars,” he says.

The road wasn’t easy, but Sean was up for the challenge. “I see everything as a learning experience,”

he says. “The beginning was hard and I didn’t make a lot of money. Just getting started was a struggle.”

Sean refused to give up with his resilience and was recruited to Coldwell Banker and started his own brokerage, Realty Executives in 2018, before selling it and going to work with his friend Robbie at Keller Williams in 2020. Now he enjoys helping clients and building his investment portfolio. “I own rental properties and flip houses,” he says. He wishes he had known about real estate investing earlier on in his journey, commenting, “We don’t have a 401K in real estate.” Building passive income through his investment portfolio is a way to generate revenue for retirement.

When Sean isn’t working, you can find him with his fiancé Shanna and their four dogs and one outdoor cat. “I’m a dog dad, a cat dad, and a stepdad,” says Sean. He is blessed with two stepsons, Colby (13) and Ahris (7).

To relax and recharge from real estate, Sean enjoys playing golf several times a week. You can also find him in the gym in the mornings. “I’m trying to work on being healthy and exercising,” he says. “Real estate is also my hobby,” he smiles. He really likes real estate investing and flipping houses. Although Sean didn’t start with much, he learned real estate the hard way. “Everything that I have learned has been self-taught,” he says. “I taught myself how to be a producer, an investor, and a flipper.”

Through his real estate journey, Sean has learned the value of never giving up. Starting in a bad market and overcoming that challenge was foundational to his future success. Now Sean is growing his investment portfolio, increasing his income, and working tirelessly for his clients. He is leading the way in real estate, one satisfied client at a time!



“Something you learn is that real estate comes from consistency and not quitting. You have to be consistent. If you don’t see results right away, keep working at it until you do.”

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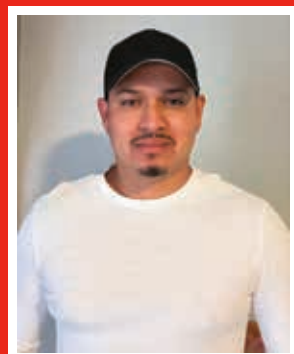
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JEREMY GRIEGO

Q Realty

▶▶ cover story

By Elizabeth McCabe
Photos by Kate Rodriguez



Firefighter Has a *Blazing* Career in Real Estate

From fighting fires to putting out fires in real estate, REALTOR® Jeremy Griego at Q Realty is no stranger to dealing with emergencies. While real estate and firefighting may appear to be vastly different professions, they have many similarities.

The parallel from firefighter to real estate agent can be a natural fit for someone who has already proven themselves in a high-pressure, high-stakes job. With the skills that Jeremy has developed as a firefighter, he can work well under pressure, adapt quickly to changing situations, and make decisions on the fly. In both cases, you are also responsible for the safety and well-being of others, whether helping people escape from a burning building or guiding them through the complex process of buying or selling a home. Both professions also require a certain level of physical and mental fitness and the ability to work long hours.

Jeremy, who has always liked working with his hands, joined Albuquerque Fire Rescue (AFR) at the age of thirty after living across the street from a firefighter and his wife and kids. "It's been great," he says. "I currently work as a Driver in the Alarm Room. I worked in the field for six years,



then took a promotion to the AFR Alarm Room, which handles medical and fire emergency calls from the public, dispatches Fire and Rescue units, and monitors radio traffic. We are one of very few Fire Departments in the country with uniformed dispatchers. "All of the firefighters in the alarm room have had firsthand experience with these types of emergencies during their time in the field. Having had hands-on field experience allows us to handle calls with courage, calmness, and confidence while saving lives in the process."

How did a firefighter get into real estate? "I started my career in real estate in 2005," explains Jeremy. He has always liked working with people and finds the fields similar. "Our industry is a service industry," he points out. "We serve the needs of families and individuals who are often making the biggest purchase of their life."

Interestingly, Jeremy's wife, Corrin Martinelli, is also a real estate agent and works at Q Realty. "We met after we were both in the business for a few years," says Jeremy. Although they work separately, everyone helps out each other. The example set by his wife inspired Jeremy to reach his potential. He comments, "My wife is extremely driven, an amazing mom to our children, and one of the hardest working people I know! She's a successful college graduate and an awesome REALTOR®." He saw everything

that she was accomplishing, and it inspired him to push himself. "She showed me what it takes to be a better person with a stronger work ethic, a good husband/dad, everything," he reflects.

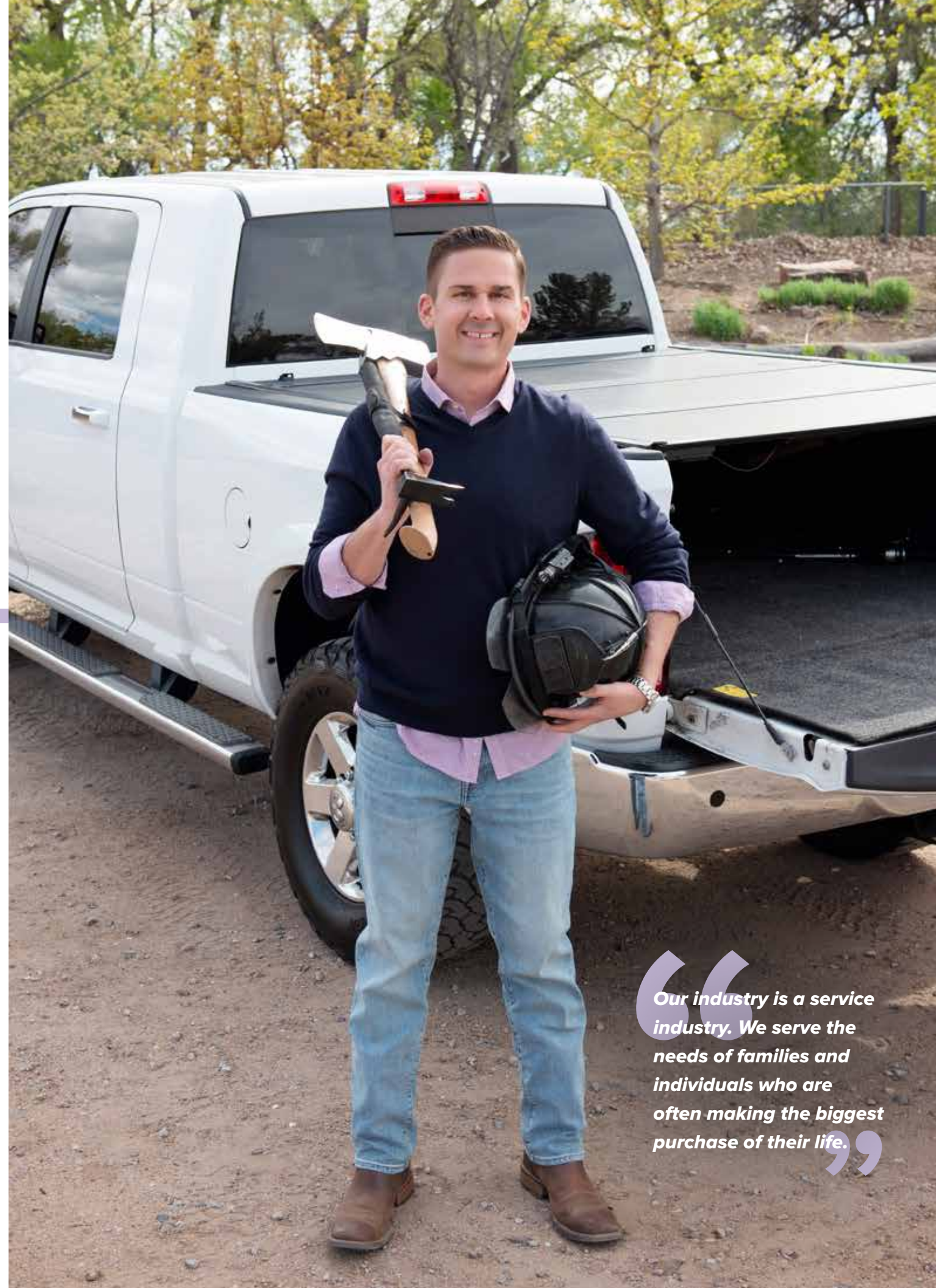
As to how Jeremy juggles the demands of both being a firefighter and a real estate agent, he comments, "I've got a lot of help." Not only does he have a remarkable assistant, Cass Barlow, but his wife also helps him with his schedule, which he "couldn't live without it." With twenty-four hour shifts at the Fire Department, Jeremy finds that "it's tough juggling everything, but it is possible." One of the most difficult parts of being a firefighter in the Alarm Room is that it is extremely mentally taxing but very

rewarding. All the more reason to treasure time with his wife and their three children, Arden (6), Mason (7), and Ronan (10).

To relax, Jeremy and his family enjoy going to the beach and the mountains. You can also find him playing sports with his kids. "We love going to the beach in Florida," he adds. They are enjoying a family vacation there this summer for fun in the sun.

This Father's Day, Jeremy is living his dreams as a happy father of three children. He has answered the call to serve the citizens of Albuquerque as well as those looking to buy or sell a home. His life is richly rewarding and he wouldn't have it any other way.

“My wife...showed me what it takes to be a better person with a stronger work ethic, a good husband/dad, everything.”



“Our industry is a service industry. We serve the needs of families and individuals who are often making the biggest purchase of their life.”

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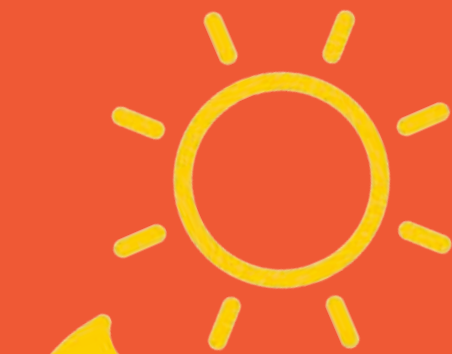


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