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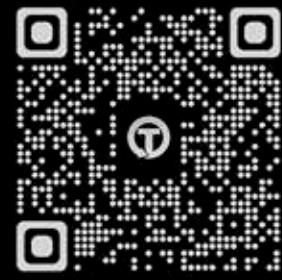
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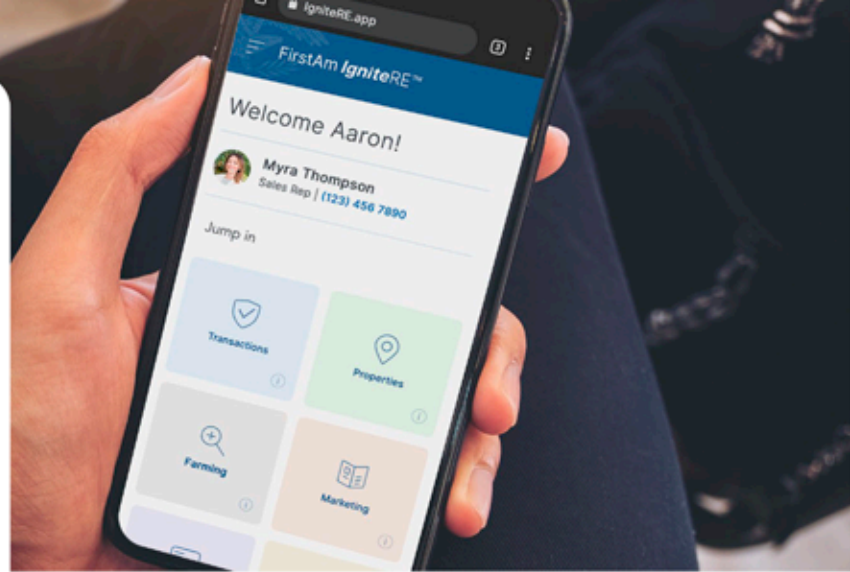
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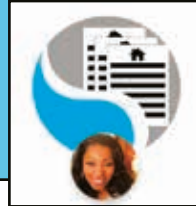
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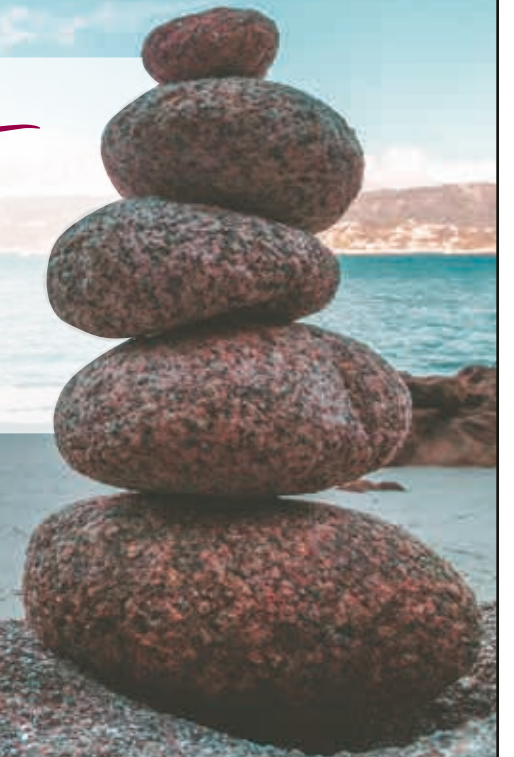
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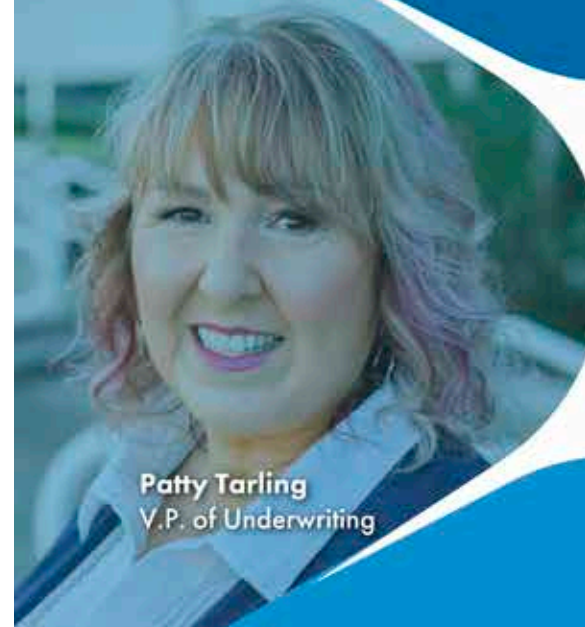
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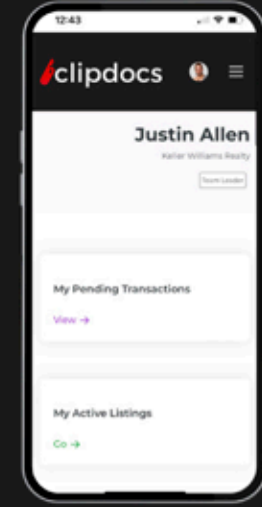
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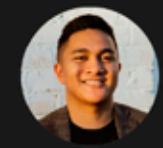


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-- Kira L. Escrow Officer

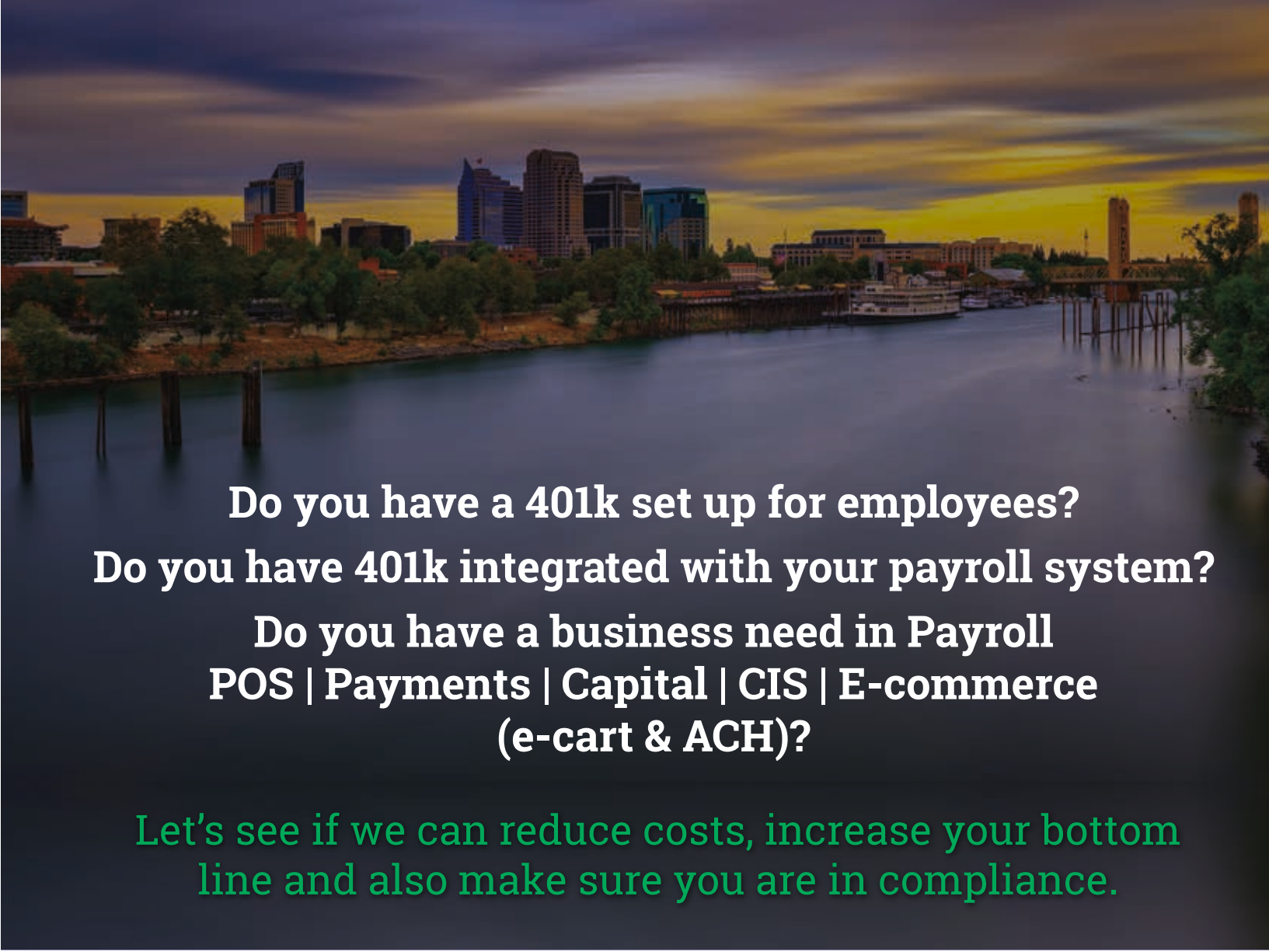


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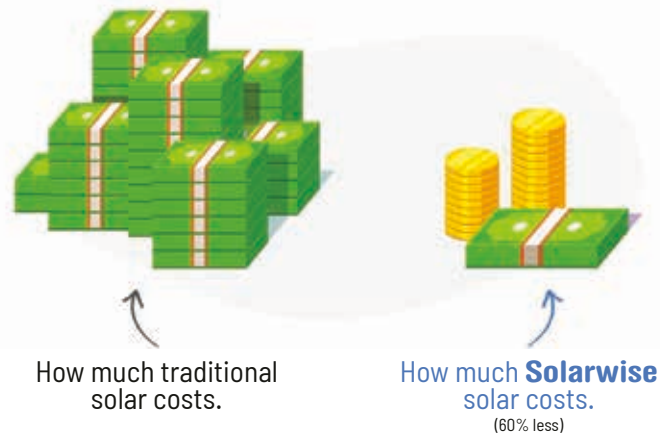
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ON THE WAY UP

It's no coincidence that there are many parallels between that jet and the skyrocketing trajectory through time that Marc and Alison have enjoyed in real estate. That's because, in addition to being Top Producers who stand out in the local real estate landscape, they are also professional flight attendants with American Airlines and JetBlue Airlines.

In fact, Marc started his airline career about 50 years ago, with Alison having gotten her start years ago, as well.

In time, real estate entered their lives, as well, with Marc earning his license in 1984 and Alison joining her father in the business in 2006.

"I moved to California in 1983. At the time, I had a fellow crew member who recommended that I go into real estate," Marc remembers.

"I looked at it and decided to move forward with it. But I think a big highlight for me was actually when Alison and I teamed up because you know there's nothing better than when your kids are coming into the business and loving it."

MAKING A MARK

It didn't take Marc long to make his presence known in the business. And he first reached Masters Club status nearly 30 years ago ... an achievement he has continued to uphold ever since.

"I've been pretty fortunate. And I think the biggest thing is the people ... almost 100 percent of the people I've worked with have turned out to be friends afterwards," Marc says.

As Alison recalls, it was never a foregone conclusion that she would pursue a career in real estate.

"It was not my plan whatsoever. My father, step-mother, and my mom were all flight attendants for American as I was growing up and so the only plan I had was to become a flight attendant," Alison remembers. "I was hired in August of 2001 and then September 11th happened ... and so it put that plan on hold."



Prior to that, Alison had worked at a salon and as a cheerleading coach. One day she received a pivotal call from her dad about her career.

“Dad said, ‘You’re never going to make more money than what you’re making right now. Why don’t you try real estate out?’ He said I could get my license and that he could use my help in the business,” Alison says.

“I decided I’m going to jump into this. After assisting for the first year, I jumped into it and have never looked back.”

IN THIS TOGETHER

Marc and Alison enjoy a special bond that mixes family and business in rewarding ways.

As Marc says, “Even though I’ve been in the business for quite a while, it means a lot to me to be able to ask Alison her advice or opinion on almost all my transactions, and she does the same thing. We are able to bring a different a different viewpoint to each other.”

Alison agrees, saying, “I enjoy the fact that we back each other up with our clients. His clients get to meet me, and my clients get to meet my father. They love that, and they appreciate being able to work with both of us.”

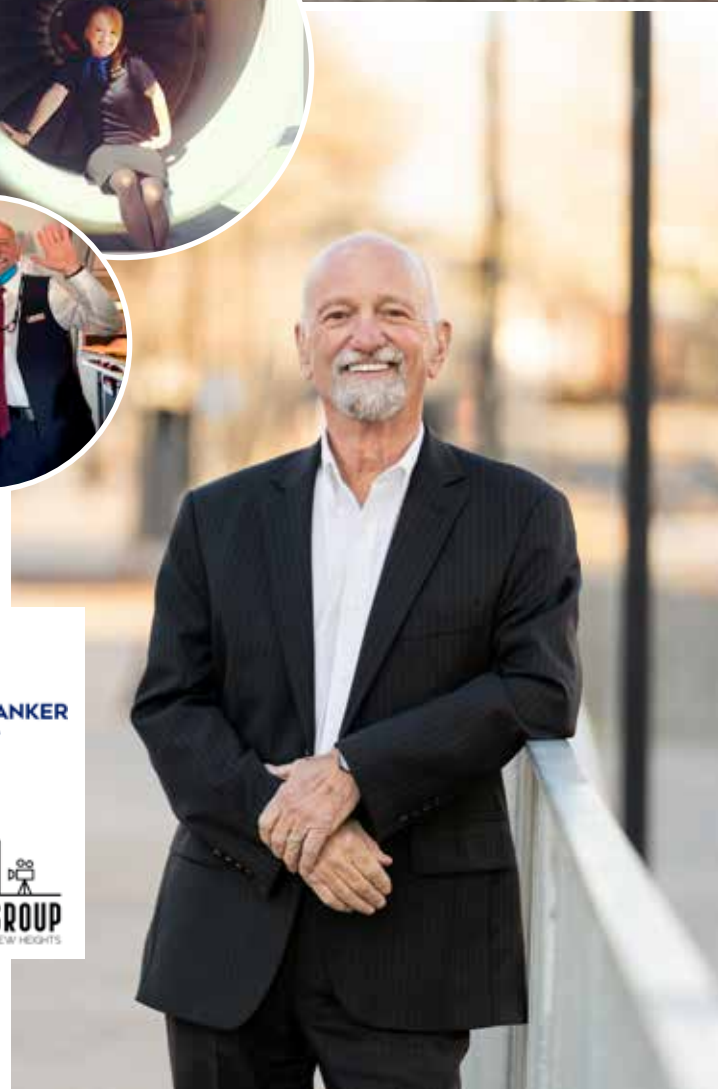
FAMILY HIGHLIGHTS

Away from work, Marc and Alison cherish time with their family members, including Marc’s wife, Nichole, and their children in addition to Alison, Jillian, Kelsey, and Caitlin. Alison treasures time with her husband, Jason, and spoiling her nieces and nephews.

In their free time, they enjoy time with friends and family, visiting amazing local restaurants and events. And, in keeping with their roles in the sky, they never get tired of planning a trip to a rewarding destination.

They both are also big animal lovers. In fact, it’s not unusual to see Alison accompanied by her Australian Shepherd, Brody and her cat, Boo. And Marc with his labradoodles, Harper and Hannah. They love to give back to the community, too ... supporting animal rescue organizations, church, and the local food bank. This year, Marc and Alison set a goal with their team to raise awareness for the Alzheimer’s Association.

Clearly, Marc and Alison enjoy reaching for the sky on behalf of their clients and helping them achieve the next goals in their lives. Truly, they and those around them are soaring skyward.



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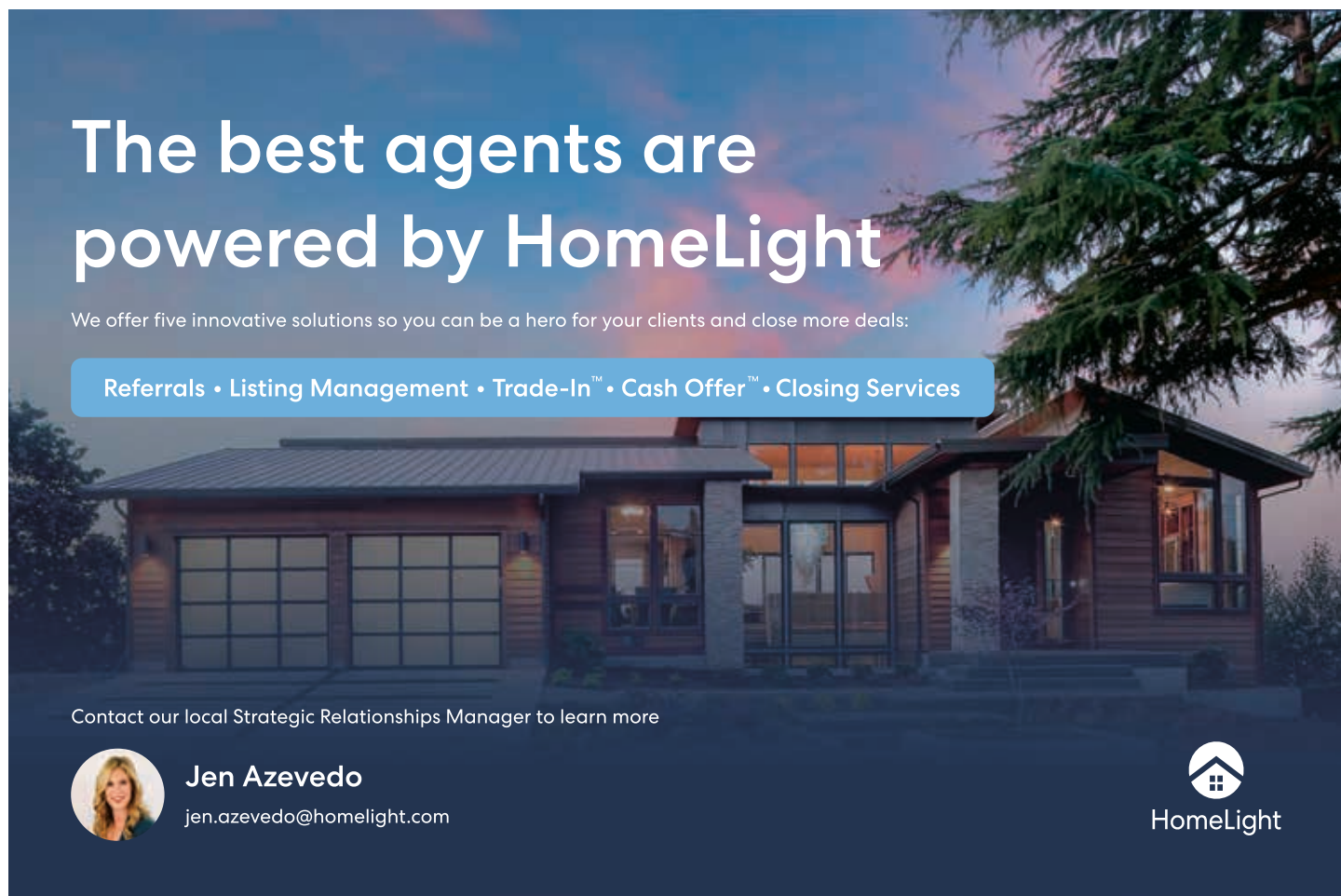


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▶ partner spotlight | By Dave Danielson
Photos by Rachel Lesiw – Indulge Beauty Studio

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That's exactly what you get when you partner with President/CEO Don Erik Wolff and the team at Wolff Construction.

PRIDE INSIDE

The pride that Don Erik feels for the work that he and his group carry out is easy to see.

"We are a construction firm that specializes in helping homeowners that are looking for a quality contractor who can help with their remodeling, addition and construction needs," Don Erik says.

"At Wolff Construction, integrity is something we don't compromise on. We truly believe that thoughts and actions based on our morals and values are far more important than personal gain. We want to bring value to everyone that we meet, interact with or do business with."

One of the elements that drives Don Erik in what he does is the moments he has a hand in creating with his partners and clients.

"I love the moment where a client that has been through something either life-changing or just simply wanted a change, looks at you and says, "This is PERFECT;" Don Erik points out.

"That is where you get that full-circle moment of bringing value to everyone that we come in contact or do business with."

LIFELONG PURSUIT

Don Erik can trace the start of his interest in construction back to his time growing up.

Don Erik was born on the east coast. Then, when he was just about a year old, he and his mother moved to the Lake Tahoe area. When he was 4, they moved to the Sacramento area, where his mother attended law school at Mc George School of Law.

"As a child, my parents hired a contractor to come into our home to do some remodeling. This is where my



fascination began, as that contractor was willing to show me and teach me how to do simple and basic construction items that he was hired to do," Don Erik says. "Then, as a teen, I started working for a contractor where I continued chasing my passion for construction."

In his twenties, Don Erik was promoted into a Project Manager position where he learned about the business side of owning a construction firm.

"In my late twenties and early thirties, I started my first two construction companies with a couple business partners," he says. "Since then, I have branched off on my own and created my dream construction firm, Wolff Construction."

PURPOSE AND SUCCESS

A big part of the satisfaction that Don Erik feels for what he does revolves around his team.

"At Wolff Construction our team is comprised of some of the top tradesmen in the Sacramento area. Jocelyn, my wife, is our Office Manager," Don Erik says.

"She is usually the first person most clients talk to when they reach out to Wolff Construction. Then you have myself, Don Erik, and I am the person that executes the projects that our clients and designers bring to us."



Family is at the heart of life for Don Erik and Jocelyn. Together, they treasure time with their three children.

In their free time, they look forward to supporting their children through their school and sports activities. They also have a passion for travel, with Mexico being a common destination for them.

When it comes to giving back, Don Erik and Jocelyn are very involved in the high school football and junior level football programs, including sponsorships, volunteering and fundraising.

"It's such a fun environment to be a part of and we love our football family! If you don't catch us at the football field, you might find us out on the golf course at Catta Verdera Country Club hitting some golf balls or playing 18 holes. We love it there. In fact, that's where we got married," Don Erik says.

"I love that we are centrally located. We have the snow about an hour and a half away, we have the "big city" option also about an hour and a half away," he says. "We have

access to so many wonderful places living in the Sacramento area. My wife and I have settled our family in the Rocklin area and the schools are absolutely phenomenal."

As Don Erik looks to the future, he and the team continue to focus on bringing value to their partners and clients.

"Construction is a hands-on industry, which I love. I also love bringing value to our clients and truly helping them. We get to interact with people every day and no two days are ever alike," Don Erik says with a smile. "I love a great challenge, and construction often requires you to think outside of the box which is what drives my passion for this industry."

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▶▶ previous careers

By Danielle Kidwell
Photos by Jessica Feely

CHRISTA PROCTOR

TRUSTING THE PATH

“The year before I started in real estate was in the middle of the financial crisis, and the income filed on our tax returns was a little over \$11k,” recalls Christa Proctor of Christa Proctor & Associates (powered by eXp). “My husband and I were Co-Senior Pastors of Impact Church in Roseville, and our salaries were dependent on donations from the congregation.” Christa and her husband knew something had to give if they were to continue feeding their family of six. With four daughters under the age of 13 and their two eldest daughters requiring special needs assistance, Don was working two jobs and the couple had one working vehicle to transport the children to three different schools. “I would taxi everyone around each day and work real estate between that and co-leading the church with Don,” Christa remembers. “I shared in all aspects of church leadership including preaching, teaching, and leadership development.”

Christa loved her time as a church leader and is grateful for the opportunity to follow in her parents’ footsteps. “Before we renamed it, my parents were Senior Pastors at Living Water Community Church, where I was dedicated as a baby and baptized at seven years old,” she says. “The church was 75 years old by the time we passed the baton to the next generation of leaders (what is now the Roseville Campus of The Father’s House), and we grew a diverse congregation.” She is grateful that many of the congregation under their leadership were from countries such as Russia, Ukraine, Iran, and Afghanistan. “We witnessed the first female from Iran in her ordination as a Senior Pastor,” she reflects quietly.

While Christa has maintained her strong faith, she’s quick to point out that she doesn’t use her business as a platform to convert people to Christianity. “I use my faith to help people succeed, whatever that looks like for them,” she explains. “When I am full of peace and trust, my clients experience less stress and more peace.” She continues that she doesn’t mention her faith in real estate conversations, but isn’t opposed to discussing it should a client bring it up. She remembers being a new real estate agent and leaning on her faith to give her the trust that she would succeed. “Because of my past career as a pastor I couldn’t prospect my friends and family ethically because I was their spiritual leader,” she says. “I had to get out and meet a lot of new people and approach them with the goal of discovering how I could best serve them.”

Christa admits her faith was tested when she first started out but at the same time, it was her saving grace in the form of her mentor, Brent Gove. “When I was a new agent I desperately needed finances and didn’t have the money to buy leads, but I got the best of the best coaching and training from Brent Gove,” she says gratefully. “God gave him to me, and he taught me everything I know about real estate.” She jokes that her success isn’t due to her being that good at what she did, but her desperation and drive to make it work. “Something had to change and I always remembered learning from Brent that you can’t have ‘commission breath,’” she laughs. “I had to consider my faith - literally what would Jesus do as my anchor.” Christa buckled down and got to work, hosting open houses week in and week out, rain or shine. She recalls the pep talks she’d have with herself when she was tired, “Even if it’s raining it’s a great day for an open house!”



Christa remembers a real estate class she took, where a couple of students questioned her decision to join a team with a mentor, thereby giving up part of her commission. “I told them I’d rather get 50% of something than 100% of nothing,” she says. “Still, I often felt like an imposter as a new agent at 40 years old.” By the end of her first year, she had sold 15 properties and capped in all opportunities, while the agents who caused her to doubt herself had each sold two properties. With a career volume of over \$84 million and closing out last year at over \$17.5 million, Christa has proven her mettle time and again, earning accolades like ICON Agent, Masters Club, and a feature right here in Real Producers. The accolades are a bonus because the real reward for Christa lies in helping people and providing for her family, and she says, “Helping others achieve their goals and employing others who can help me do that as well has allowed me to expand my business while remaining a constant presence for my family.”

Christa eventually became a coach for Brent’s team, and while she started her own team in 2020,

she still values him as a dear friend and respected mentor. She has modeled her business after his, with the goal of helping her agents build their businesses rather than relying on them to build hers. “I want to help them create a life they deserve,” she explains. “Some people just want camaraderie, not everyone has the same motivation and that’s fine.” She says that at the end of the day she loves helping people gain freedom in their finances by providing a repeatable system that works for them. “If I’m on one side of a deal I still want to serve the agent on the other side to bring our clients a win-win,” she says thoughtfully. “We are in this for the same reason so why not enjoy the process?” Christa is grateful for the path that God has shown to her, saying, “The REALTOR® community here in Sacramento has been such a wonderful group of people to work with through the years, and I’m in awe at the caliber of people that we get to associate with in this region.”



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Maggie Eisner, a native Sacramentan and long-time East Sacramento resident, has over 50 years of experience in title and escrow. With her vast knowledge and on-going education, Maggie can close the most complex escrows with a positive, can-do attitude. Maggie’s enthusiasm and warm personality shines through in her signings with sellers and buyers. She has the ability to make everyone feel at ease during the sale or purchase process.

Maggie’s expertise includes single and multi-family resale, subdivision sales, investment properties, exchanges, short sales, refinances, and distressed sales.

Maggie is the mother of two grown sons who are both educators and the grandmother of two darling grandchildren—Mina and Avery. Maggie loves spending her spare time with her sons, daughter-in-law, granddaughters and her significant other. She enjoys gardening, exercising, and time at her cabin.

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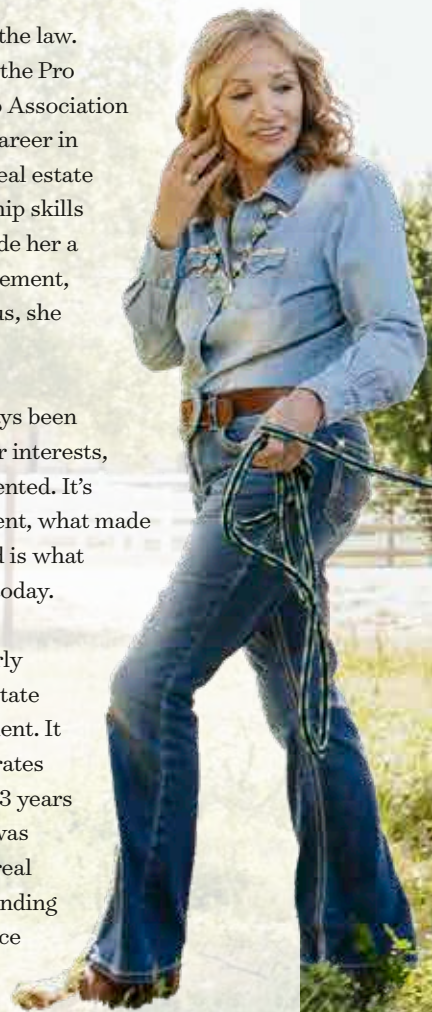
Going Full Circle

By **Chris Menezes**
Photos and Cover Photo by
Nicole Sepulveda Photography

JaCi Wallace knows how to lay down the law. And not just in real estate – sitting on the Pro Standards Committee for Sacramento Association of REALTORS®. She had a previous career in law enforcement before starting her real estate business. The confidence and leadership skills she developed in law enforcement made her a prime candidate for real estate management, which, after hitting top producer status, she did for years.

JaCi's real passion, however, has always been working with clients – protecting their interests, and making them feel safe and represented. It's what made her great in law enforcement, what made her a great manager to her agents, and is what continues to drive her sales business today.

Real estate came onto JaCi's radar early on in life. In fact, she started in real estate before she even entered law enforcement. It was in the early 1980s when interest rates were around 18%+ and she was only 23 years old. As a working single mother, she was trying to make a career for herself in real estate during the day, while also bartending nightly at a bar that had a high presence of law enforcement officers, after their 11:00 pm shift change in West



Sacramento. It was very challenging, working two full-time jobs and raising a young child on her own. Something had to give.

Then, one night, while bartending, JaCi caught the attention of a few Deputy Sheriffs after she physically removed an unruly customer. “I jumped on the bar and dragged him outside. These officers asked if I needed help, and I said no thank you, I got it. They said you would be a good deputy – you’re tall, assertive and you’re not afraid of people. I asked if the job had benefits. They said yes. I said great, what do I need to do to apply?”

The Deputy Sheriffs told JaCi to put herself through a P.O.S.T certified extended academy and start Criminal-Justice college courses, and they would help her get placed afterwards. And they did. She ended up working full-time at their department in Jail Operations in Yolo County. JaCi had a very productive career in law enforcement. After Jail Operations she then worked in the Patrol division as a Deputy Sheriff Coroner, and a Yolo County K9 Officer. In her role, JaCi was one of only two women selected to attend the FBI officer survival training from her department.

JaCi developed an entire K9 training program for herself at her own expense, which included search and rescue and narcotics. She purchased and imported her police dog from Europe – his name was Remo. She trained it herself along-side her trainer, Steve Brewer, who was also training for Sacramento PD/SO dog units. After extensive training with Steve, JaCi and Remo won the prestigious top team at the California K9 trials competition. Upon the City of West Sacramento incorporation, JaCi and Remo transferred to the West Sacramento Police Department.



I thought, if I was going to work this hard for other people, I should do it for myself and recreate **MY OWN DESTINY.**

Not only did she arrest bad guys, but she conducted safety education for kids. Remo was brilliant in all aspects of his job, including searches for narcotics.

Then, in 1988, JaCi married and moved to Florida and applied to a local police department there, but ended up injuring her back. As she could no longer perform her duties as a police officer, her sister suggested she should go back into real estate. JaCi did not want to at first, saying it was too hard to earn a living. She did not have any other job prospects at the time however, so she jumped back into Real Estate sales. But this time, she had way more life experience and a commanding presence about her.



JaCi joined Lyon Real Estate and immediately did well her first year. By her 4th year she was doing very well, but was thinking of going to Roseville into the Sun City Community to sell real estate. A real estate coach approached her, however, and told her he could help her double her production and free up her time if she stayed at Lyon. And sure enough, he did. She doubled her production and took her first vacation, thanks to Tom Hooper.

That jump in production caught the attention of Lyon Real Estate management, and they put JaCi in their crosshairs for leadership. She started as a field trainer (mentor) for new agents and then worked on the entire program, later helping to rewrite the training procedures for new agents in the company. From there, she became assistant manager, then manager of the downtown office, and finally regional

manager, overseeing Placer County and part of Sacramento County.

While in leadership, JaCi continued to sell, knowing she still needed independence and contact with her personal business. By the end of her tenure with Lyon, she was essentially working three jobs – managing the office she was at, managing her region, and selling real estate. She was working 16-hour days 7-days per week. Then, after surpassing her company’s profit margins for her district, she felt she had maximized her position in the company.

“I thought, if I was going to work this hard for other people, I should do it for myself and recreate my own destiny,” she said. Then, RE/MAX called. They wanted to talk about leadership, but I told them I was going back to the field. They said they just wanted to talk, and they seemed to speak my language regarding what I always wanted

to do in leadership. So, I accepted the position of District Manager for Sacramento and Yolo County. With this role, I helped them open the Sierra Oaks and Midtown offices.”

JaCi joined RE/MAX in 2013, spent a year in leadership opening those two offices, and then went full-time into sales again. Over the past 10 years, she has grown her real estate business in four different ways: Probate/Trust sales in 6 counties, she also purchased 2 businesses from retiring colleagues, past client referrals, and luxury rural.

She got super busy with probate cases after being introduced to it. It seemed to fit her, given her previous experience in law enforcement. She had a strong stomach for walking in on scenes that are not-so-pleasant to see. “I enjoyed working with Probate Attorneys as I had a passion for the law,” she said.



Then, about 4 years ago, she took over a retiring colleague's book of business, which included previous clients from short-sales and has continued working with many clients from there. "I also hired a full-time assistant in May 2019, Adina Lopez, my niece," JaCi added.

Around that same time, JaCi also joined forces with longtime friend and colleague, Kim Pacini-Hauch, to sell luxury rural properties together in multiple counties. JaCi and Kim have known each other from almost the beginning, when they were both working at Lyon Sierra Oaks together and then moved to RE/MAX Gold the same year. They are both similar in that they only have one gear, full-speed, and can outwork many.

"Kim was my mentor when I first started my career and then many years later, I became her manager," JaCi said, chuckling. "Kim has had the biggest, positive impact on my career - we have been together through everything, both personally and professionally. We are each other's biggest cheerleaders. I have always consulted with Kim on key decisions within my business over the last 25 years. She has always been there for me. Kim is one of the most genuine and generous people I have ever known, if it was not for real estate, I might never have met her."

JaCi loves selling all types of real estate, but especially rural properties. She purchased her own ranch some years back, where she has five horses, eight chickens, eight dogs, and several rescue cats. She's loved animals since she was kid and wanted to become a veterinarian.

There is no other place JaCi would rather be than on her ranch when she's not working. When she wants to unwind in the late evenings from real



estate, you can usually find her cleaning out her barn, hanging out with her animals, or baking something delicious in the middle of the night. Her next adventure, www.themidnightbaker.com is just around the corner.

JaCi's proudest accomplishment will always be raising her young son and watching him grow into a successful and happy adult. Spending time-off with her son, grandson, and her mom are moments she holds dear to her heart. "My family loves to celebrate holidays, so we have country Christmas

at my home with homemade cookies, cakes and the works," she said.

Now that she has taken the reigns of her own business again and can spend her days doing what she loves the most, JaCi couldn't be happier. While she wonders what her business would look like today if she never stepped away from it when she went into management, she is also grateful for the qualities she gained from her time in leadership, the life skills, experience, and most of all, the people she met and friends she made along the way.



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