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RISING STAR: Drew Torres

REALTOR ON THE RISE: John Armstrong

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Steamatic of Greater Greenville



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Robert Smith
Owner and Publisher
robert.smith@realproducersmag.com



Beth McCabe
Writer



Tara Terhune
Client Concierge/Admin
clientsuccessmanager@n2co.com



Amy Porter
Director of Content/Relations
amy.porter@n2co.com



Andrea Hoffman
Ad Strategist
sc.ads@n2co.com

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publishers note

By Robert Smith, Publisher of URP



SUMMER TIME IS HERE!

Happy Fathers Day!

Upstate Real Producers,

Things are heating up! Literally! The BBQ grills are firing up, boats are out on the lake daily, and chairs by the pool are certainly not lacking any attention, and hopefully, you are crushing it in sales already! As we are halfway through 2023, can you believe this is another year almost come and gone. Where did the time go? We hope that you enjoy this issue, as it is yet again filled with stories of your peers that are created to connect, inform and inspire the best of the best REALTORS® in the upstate, which is you.

Also, We want to say **Happy Father's Day to all our Real Producers dads!**

I cannot say how thankful we are to have the support of so many great REALTORS® and also some of the best local vendors in the area as well. We have not scratched the surface yet! Be on the lookout in the next month or two for the announcement of our upcoming events. These events are some that you will not want to miss and will be free of charge to all the REALTORS® who receive this publication. Also, if you would like to be featured or know of a REALTOR® that should be featured, please feel free to reach out to me with their contact information. Also, we are always looking for the very best vendors in the area. If you would like to nominate a vendor that does amazing work and runs an impressive business, have them reach out to me with the contact information as well!

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Thanks,

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» cover story

Written By **Dana Moze-Kadavy**
Photos By **Jo Walter**, Carolina House Shots

CLIFF STOLTZFUS

CLARDY REAL ESTATE





Cliff Stoltzfus, a Real Estate Agent with Clardy Real Estate, is a steadfast man who works until the job is done. In 2019, he joined Clardy Real Estate and never looked back, “I love working with people, and I love real estate. Also, I love pushing numbers and doing math. Real estate has all of this. It goes very well with real estate investments.”

REAL ESTATE

Wanting to work with a well-respected but small company, Cliff chose Clardy Real Estate. He is thankful to Shane Clardy, the Broker in Charge, for providing hands-on training and leads. Cliff explained that working with a team is relatively new to him, “I have always worked alone, and not on a team. I love the idea of clients being able to call me about a listing and work directly with me from start to finish. I love the team spirit at Clardy!”



Financial instability is something many of us fear, and Cliff Stoltzfus is no exception. Growing up, his family struggled with finances, and to transfer from a job with a guaranteed paycheck to a job that was commission based was terrifying. Many Real Estate Agents quit in the first year, which is understandable- Cliff shared, “The first six months of Real Estate were tough, and I only made about \$7,000 total. I told Jesus at the end of 2019 that if he wanted me to keep doing real estate, he needed to show me that by bringing me more work, and in 2020 things really took off.”

MENTORS



Cliff is blessed with an excellent Broker, Shane Clardy. Cliff admires his work ethic and success. Always working on learning more, Cliff likes to surround himself with people 20 years older than himself, “they tell me things they did, and things they wish they would have done. This helps me grow my knowledge.” Another mentor deserving of recognition is Darrell Kanagy, after years of dedicated work at Clardy Real Estate, he has vast experience to share.



I'm so thankful to my Jesus who is so big, and blesses us in ways we can't even imagine.



MAKING DREAMS REALITY

Real estate allows Cliff to do a job he loves and furthers his own dreams while also helping others achieve their dream of being homeowners. His favorite part of his job is the joy on young, first-time home buyers' faces as they jump up and down on closing day. "That's gotta be the best feeling ever. Every time, I feel like I bought a house too." Using real estate to serve his community is integral to Cliff's life. Beyond helping community members buy and sell properties and homes, he shared a personal goal; "is to be a listing agent for more Lake Keowee and Lake Hartwell homes and to really make that my specialty. I want to continue investing personally in real estate and to help investor clients do the same."

GIVING BACK

Outside of real estate, Cliff and his wife, Jessica, also financially support Compassion International. The couple loves children and wants to provide help and support. In the past, Cliff worked at the Fairplay Boys Camp in Westminster, South Carolina. The organization is still dear to him, and he regularly supports them.

FAMILY LIFE

Cliff and Jessica share a love of fixing up homes in their spare time. They share many jobs; painting, flooring, cleaning, landscaping, etc. While Cliff claims the dirtiest jobs, Jessica brings a woman's touch and enjoys the design aspects. They spend much of their free time outdoors. They hiked the entire Chattooga Trail for their first anniversary- in four days! They also enjoy beach vacations, kayaking, boating, cooking, and the occasional lazy Sunday.

The Stoltzfus family will soon add another member! Cliff and Jessica are in the adoption process and are endlessly excited to share their home and love with a baby.

ADVICE

When asked what advice he had for new Real Estate Agents, Cliff said, "Sales can be up and down like a roller coaster. When sales are slow, and times get hard, stay at it, keep chasing your goals, and keep helping everybody that you can. You might think a small lot isn't worth your time, but after you build a relationship with that person, they end up referring you to many more, more substantial sales. Take the time for everyone." Also, don't limit yourself. Cliff has sold lake homes, small lots in the country, and everything in between; he is interested in helping his clients get what they want- buying or selling!

GRATITUDE

Beyond being thankful for his wife and family, Cliff said, "I'm so thankful to my Jesus who is so big, and blesses us in ways we can't even imagine. I am reminded of the Bible verse in Ephesians 3:20 that says, "God is able to do exceedingly, abundantly, and above all, we could ever ask, imagine, or think, according to his power in us. To Him be the glory."

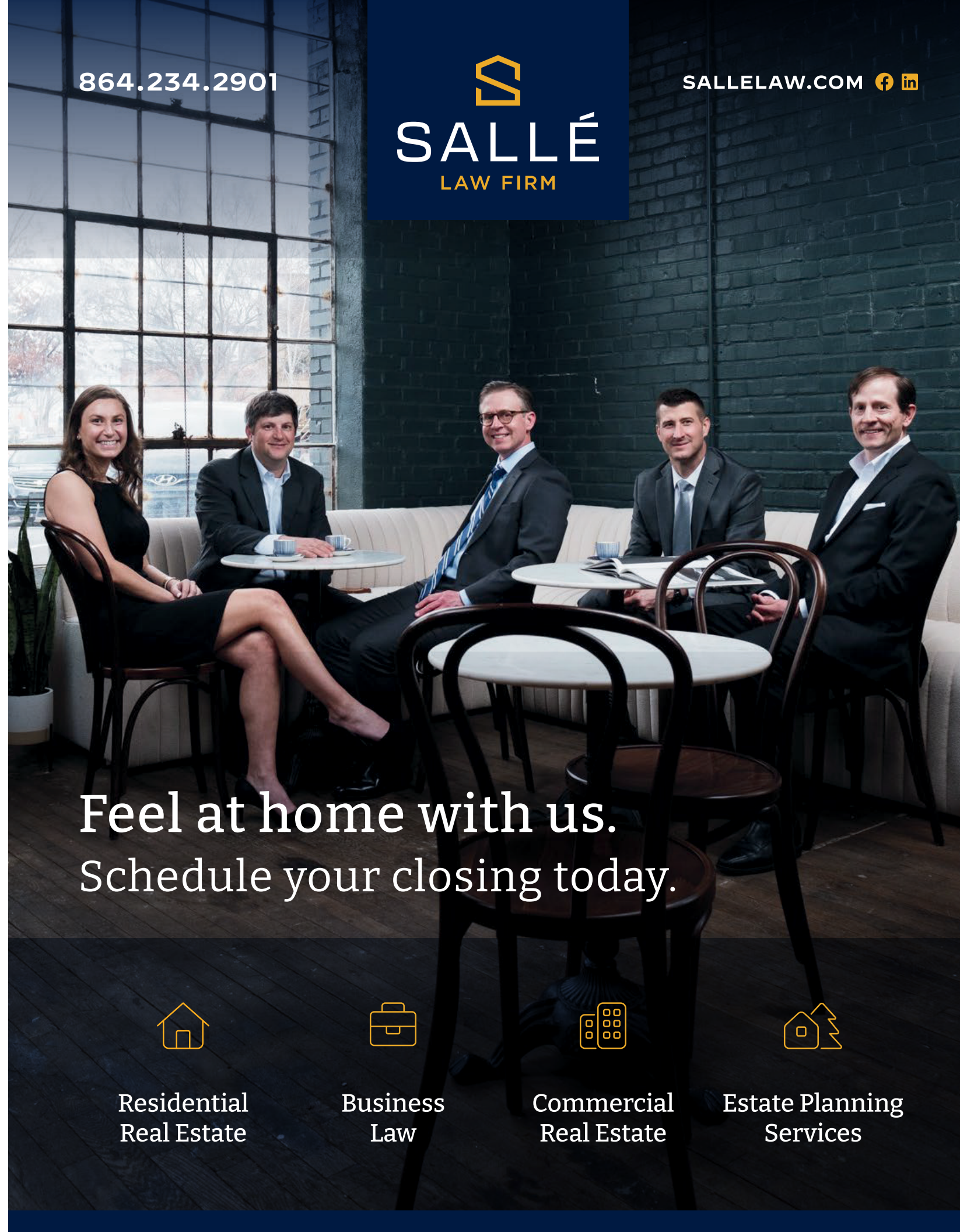
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Written By **Kelly Mullane**
Edited By **Dana Moze-Kadavy**
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**A HOME-GROWN
SUCCESS STORY**

Growing up in Holly Tree of Simpsonville, SC, Drew Torres always assumed he'd "grow up and move away." He did, originally working for an executive staffing company based in NY. While the work and pay were great, the constant travel was brutal.

When he missed daughter Ava's 1st birthday, he and his wife Chelsea took stock of what was truly important and decided to move back home, landing in Botany Woods. Their search process could have been a lot better, which prompted Drew to consider residential real estate as his next career move.

WISE MOVE.

In 2019, Drew started out with Keller Williams as an assistant. He quickly outgrew that role, and joined Coldwell Banker Caine where he was recognized as their 2020 Rookie of the Year – closing about \$8 million in volume,



“
Doing something
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all on his own (no corporate relocation referrals). He'd demonstrated a knack for sales in the luxury market niche – but his immediate success was also stressful.

In 2021, he joined Joan Herlong & Associates Sotheby's International Realty, where he feels most at home. He says, "I receive FULL support here from the most well-rounded upper management in the Upstate. I've learned how to be a people-pleaser who can also say 'No' when that's the right response."

The flexibility of sales allows him to achieve his most important goal: being a hands-on Dad to Ava, and an equal partner with Chelsea, who also works full-time. Their new puppy



wrecks havoc and completes their family. Drew defines success as "Doing something because you want to, not because you have to. I truly enjoy helping my buyer and seller clients. I'm now comfortable where I am, both personally and professionally."

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John Armstrong of Wilson Associates Real Estate is a true outdoorsman. He spends his free time duck hunting, fly fishing, or playing tennis. Based on his favorite quote, "Never knew a man not to be improved by a dog," from Robert Ruark, John is a much-improved man! He and his wonderful wife Rebecca spend their lives surrounded by their three precious dogs, Taos, Cleo, and Cricket.



Real Estate

Initially pursuing a career with Chick-fil-A, in the summer of 2021, John started to reconsider his path. He explained, "At this time, I decided to look into selling real estate in Greenville. This was something that honestly always lingered in the back of my mind, so after making that decision, it's safe to say I haven't looked back." Once he decided to make the career change, he knew which agency he would work with. The Broker in Charge of Wilson Associates, Sharon Wilson, is his aunt. Wanting to be part of a business where he knew he would grow and learn, this was the obvious choice; he greatly respected her success and drive in building her business. He is thankful for the opportunity he was given and for all of the guidance and support he has received from her. John put in the work and hit the ground running! Since leaving Chick-fil-A and starting his Real Estate career in August 2021, John has had an impressive career, becoming a top producer in the Upstate. This spring he received the Rising Star for Early Achievements at Wilson Associates.

Mentors

John is thankful to have had several mentors outside his aunt, Sharon Wilson. Bruce Aughtry is a man who served as a mentor in both his professional and personal life. John said that "Growing up, I always admired how he balanced both his professional career and his pursuit of his love for the outdoors, all while being a great husband and father to 3 children. He has overcome more than most will in a lifetime and still continues to live a balanced yet fulfilling life."

Growth

John Armstrong is constantly pushing himself to learn and grow. His current aspiration is to be in the top one percent of agents in Greenville, SC and to become a broker. His lifelong dream of being a business owner will only come to fruition if he puts in the time, and he certainly has.



I am passionate about being a part of something where you see a change.

Being a Real Estate Agent was a good fit. He is the type of man that makes small talk everywhere he goes- he has never met a stranger! He loves to build friendships with his clients and create positive experiences for them. Giving his buyers "off-market opportunities in sought-after areas in the Upstate" is one of his favorite parts of the job. Receiving countless referrals from past clients is a testament to the skill and care he provides all of his clients.



Beyond Real Estate

A family man through and through, John can credit his love of the outdoors to his father, Murphy Armstrong; both enjoy traveling to Colorado and Montana. His mother grew up in Charleston, and she was delighted when John decided to attend The Citadel; they share a special love for Sullivans Island. John and his sister Elizabeth Armstrong share a strong interest in travel and adventure; some of their favorite memories are hiking and skiing together.



John wants to be remembered as a loyal friend and for serving his community. He is always a phone call away for anyone that needs him, family, friends, or clients. In the upcoming years, John plans to learn and expand his expertise as a Real Estate Agent. He is excited to partner

with Keene Development Group as the Exclusive Listing Agent for "The McDaniel" which will be a 20-unit full limestone façade townhome development.

Supporting the Community

John focuses on organizations actively working to make the community a better place. He explained, "I am passionate about being a part of something where you see a change. Ducks Unlimited helps provide waterfowl habitat and wetlands for tomorrow. Project Host coaches individuals in hospitality and culinary to ultimately create a job opportunity in the restaurant industry. I like to think coaching allows me to mentor the next generation. I give up a lot of time to be with my players, just like my coach was for me and hope I can be a positive influence in their lives." John has focused on building the JL Mann tennis program for the past five years, even helping them win the 2022 State Championship.





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Rick ANGELL

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*Rick Angell Has a Heart for His
Clients and the Community*
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“The whole world would be a much better place if everyone just followed the two greatest commandments. 1. Love God 2. Love others as yourself,” says REALTOR® Rick Angell. He understands the importance of the Golden Rule. As he says, “If everyone followed it, we would have world peace.”

Rick applies the Golden Rule to his business in real estate. He comments, “A core value of our team is to always try to put ourselves in our client’s shoes and see things from their perspective then act how we would like to be treated.” With his heart for his clients, he has done very well in his 9 years of real estate with Angell Solutions @ KW with Keller Williams Greenville Central with a career volume topping 75 million dollars.



It isn’t about profit, but people to Rick. He wants to be remembered for being a giver, loving God, his family, and helping others. Interestingly, his team is built with people who do the work and ministry of Christ. Rick explains, “Drew is a youth pastor and keyboard player. Kim is a pastor’s wife and worship singer and I play the bass for our worship team and lead Bible Quizzing. Leslea is also an active member of her church and used to be a singer.”

Road to Real Estate

“Real estate is only my third career,” says Rick. This go-getter started working at a grocery store at the age of 16 and started Greenville Tech right after high school. “I was studying to be a mechanical engineer. I then got a job at a manufacturing business in Duncan and ended up working there for 19.5 years. I got married at 21 years old and had my first child at 23,” he says.

Although that job helped give Rick and his family stability, both the company and Rick were ready for a change. That’s when he started thinking about real estate. In 2014 there were still a lot of foreclosures and as Rick was driving

neighborhoods and looking at houses to invest in, Bruce Bachtel invited him for a cup of coffee and asked if he would be interested in a career in real estate.

“I had never thought about it before, but decided to go to a KW Career Night, learned a little about it and decided to start real estate school,” recalls Rick. As he was starting real estate school, his boss decided to let him go. “It was totally unexpected but a blessing in disguise as it forced me to jump into real estate with both feet. Looking back, it was the best thing that ever happened to me.”

Rick found his calling in real estate, escaping from the four walls of the manufacturing company and found

the opportunity to meet the rest of the world. A coach by nature, Rick interacts well with people. He comments, “I love helping people get from where they are to where they want to be. The consulting part of real estate is my favorite.” He especially likes helping people achieve their financial goals and personal goals.

Getting Out of His Comfort Zone

Interestingly, Rick was very shy growing up. Real estate has helped him develop into the leader that was inside him all along. He has also learned to take risks, such as embarking into real estate.

“I’m conservative financially by nature,” he admits. “Two big leaps that I’ve taken in my life were the



“ I love how our team meetings start with prayer requests and prayer.

jump from my 8-5, M-F, getting paid the same thing on the 1st and 15th of each month, to taking a job with 100% commission, 24/7, unknown, in the chaotic real estate world.” Rick then took the leap of faith to start his own team and had his first W2 employee hired.

Rick, a huge Dave Ramsey fan, is proud to be one of his endorsed local providers (now known as Ramsey Trusted) and has led about a dozen Financial Peace classes. It’s rewarding for him to see someone go through his Financial Peace class and then buy a home “the right way” 2 ½ years later debt-free (other than the house), with money still in the bank. Just as Rick has learned to stretch outside his comfort zone, he helps his clients do the same.



"I love helping others win in life and achieve their goals! That includes both clients of ours and now my team members. I have the heart of a teacher and love coaching our clients toward success as well as my team members," says Rick.

A self-described consistent and persistent person, Rick never settles for average. Although he describes himself as "a pretty laid-back kind of guy," he's also a competitor and refuses to settle for average.

That's why he is a KW Real Estate Planner, a "licensed real estate agent who is certified and has the knowledge, training and experience to compassionately guide a real estate owner in ways to create generational wealth, minimize taxes and facilitate the goals of the family." Rick explains, "A Real Estate Planner is much more than a real estate agent. The typical real estate agent is transactional." However, a Real Estate Planner builds relationships that last a lifetime, developing a plan that is good for you and your future.

Finding the Right Fit

Rick loves working at Keller Williams because the culture is just a great fit with God first, family second, and business third. This man of faith raves, "I love how our team meetings start with prayer requests and prayer."

Starting out as a single agent, he was on the boards with top agents in his office with multiple listings in his first month. He is grateful to Mark Rucker, who was a 10-year real estate veteran at the time, who saw his success and potential and invited him to join his team as a buyer's agent.

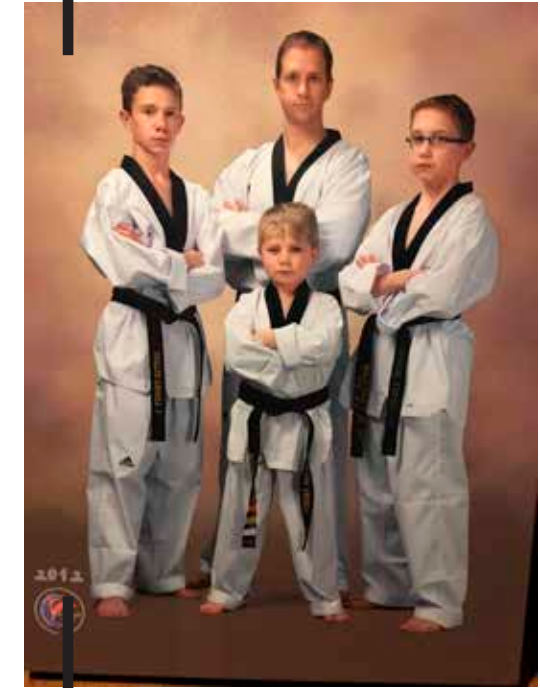
"This helped accelerate my career as he provided me with leads which allowed me to work more transactions and gain experience quicker than I would have been able to do on my own," explains Rick. With his drive and determination, he did 23 transactions his first year, then did about 40 per year for the next 3-4 years. After about 3 ½ years of being with Mark Rucker, Rick decided to go start his own team. In his first full year of being on his own (2020), he did 54 transactions then 68 (2021) and then 74 in 2022.

Faith + Family

Outside of Rick's job, he is happily married to his wife (Becky) of 27 years and loves playing the bass as part of the church worship team. His faith is near and dear to him. He is proud to also serve as South Carolina District Bible Quizzing Coordinator for the United Pentecostal Church International organization. He jokes, "I'm Alex Trebec, the quiz master asking the questions."

His three boys grew up doing Bible quizzing, Tae Kwon Do and music. Now his boys are older (ages 24, 22, and 20). Rick says, "We did Tae Kwon Do as a family for 7 years and the four of us boys became black belts. After that, Becky and I got each of them started with learning an instrument. The oldest (Collin) is a keyboard/piano player. The middle one (Connor) plays the electric guitar, the youngest (Colton) is a drummer and I play the bass." One of the highlights of Rick's life is when they were all playing together for the church worship team.

The boys are all blazing their own trails in life. Collin went to USC, majored in Math and minored in Japanese. He will be moving to Japan in July this year to learn how to be a translator. Connor has been at Indiana Bible College for the last 3 years and will be headed to New Zealand for a missions trip in August. Colton is finishing up his associate's degree with Greenville Tech and then headed to Indiana Bible College in August. "We will be empty nesters," comments Rick. Rick's wife, Becky, is also a goal-setter, hard worker and super mom. She has been an RN for 15 years and is currently a student at Anderson University; she will be a Family Nurse Practitioner in 2024.



"We did Tae Kwon Do as a family for 7 years and the four of us boys became black belts."

Closing Comments

Rick is a man who truly cares about others. He's making a difference with every listing and coming into contact with his clients. He concludes "We truly love, care for and are compassionate about helping others. Our mission statement at Angell Solutions is to lovingly, caringly and compassionately guide others through the home buying or selling process with an emphasis on building relationships that last a lifetime. We model our mission statement after Jesus's." With God as his guide and care for his clients, Rick is building a solid foundation for his future and beyond.



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The Business

Since its opening in 1999, Steamatic of Greater Greenville has grown. They now possess 14 members of staff. Cliff attributes the company's success to his outstanding employees. He is thankful for their hard work and loves creating career opportunities for others.

Clint is proud to describe Steamatic of Greater Greenville as a family business. It is a diversified company that offers many services to its clients. He explained that his favorite aspect of his company is "the satisfaction of assisting a customer of loss and the feeling you get when you have helped to make them whole again."

Giving Back

South Carolina was the perfect place to raise his children, so Clint wants to give back to the state. He and his business volunteer their service at the Ronald McDonald House. They also support various charities that other employees champion.

Princilla Bridges, founder of Bridges of Augusta Charity, was one of Clint's favorite clients, admiring her passion for life, living, and her cause. She has survived two fires and helping her charity is a prime example of the amazing work Clint and his team do.

Clint's goal is to serve his family and community. He is working hard to be the best support for his clients in need.



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CLINT'S GOAL IS TO SERVE HIS FAMILY AND COMMUNITY. HE IS WORKING HARD TO BE THE BEST SUPPORT FOR HIS CLIENTS IN NEED.

Family

Clint has two incredible children, Alec and Makayla. Both are married to wonderful spouses; Hannah and Brock. Makayla and Brock gave Clint his first grandchild, sweet baby Jett, and they are overjoyed to have a second on the way! Clint fondly shared that he has two grand dogs, Gus and Piper.

Originally from Tuscumbia, Alabama, Clint moved up North to Indiana. He eventually returned to the South in 1999 to pursue ownership in the Steamatic Franchise in South Carolina. Fond of boating, Clint has been enjoying the warmer climate in SC on his boat during the spring and summer months. When he isn't boating, he enjoys traveling.



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