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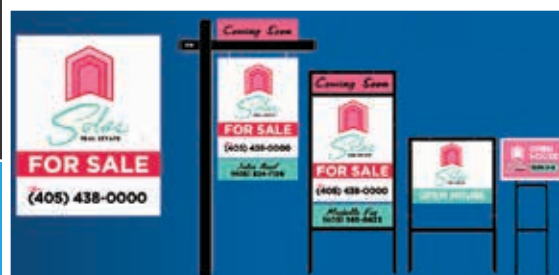
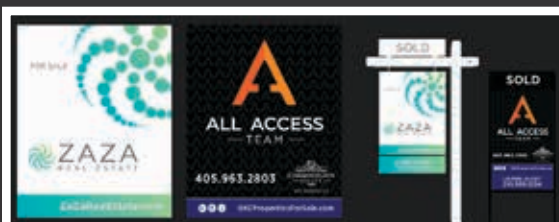
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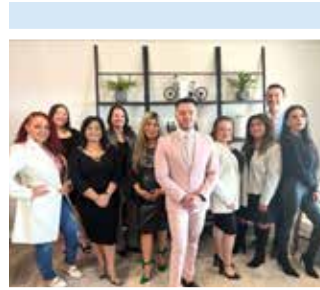
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Submitted by **Tara Porter**,
NAHREP Vice President



NAHREP NAMES 2023 BOARD OF DIRECTORS, *Announces March Event*

NAHREP 2023 Board Of Directors has officially been selected and they are ready to kick off a great 2023.

President Scotty Hernandez says, “I am thrilled to have the opportunity to lead NAHREPOKC and its amazing board of directors in our mission of helping the Hispanic community. This board is dedicated to educating and empowering real estate professionals through events that bring us together. I am looking forward to working with our incredible team as we strive towards making an impact on Hispanic homeownership and creating a brighter future for generations

to come. Together, we can make a difference! The Mission Of NAHREP is one close to my heart, and I know that by joining forces with this dedicated group, we can do great things for the Hispanic community.”

NAHREP is the largest Hispanic business organization in America with over 40,000 members across 100 chapters. An average NAHREP member connects with over 1,000 people in their professional network. By adapting a deliberate and disciplined approach to wealth-building principles, NAHREP members have the capacity to positively influence

thousands of people in their respective communities. According to Vice President Tara Porter, “We are creating a movement around wealth building in the Hispanic community that can have the ripple effects needed in bridging the gap between REALTORS® and the Hispanic homebuyers and sellers.”

The Board Of Directors is ready to serve as trusted advisors and passionate advocates on their purpose-driven mission. Join and Meet The 2023 Board Of Directors at their first event on March 30, 2023. Follow the NAHREP OKC page, with more details to soon follow!

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Written by Dave Danielson
Photos by Nested Tours



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The methods you put to work today aren't likely the same ones you used five years ago. As reputable advisors in the local market, you look for new ways to help give your clients an edge for their future.

In the same way, it means so much to have a partner on your side who looks at their work with you in the same way.

That's what you get with father-and-daughter Owners/Financial Advisors Matt Branstetter and Kyla McMoran with Bravest Wealth Management ... as your partner for progress.

Valuable Offerings

Bravest Wealth Management was founded in 2000 and is a full-service financial advisor office offering retirement accounts, stocks, bonds, mutual funds, life insurance as part of your overall financial plan, and alternative investments.

"Working with clients to create a well-balanced plan that fits their dreams, their timeline, and their budget is an extremely rewarding challenge," Kyla says.

"I love helping clients save money in taxes using techniques including life insurance, 1031 exchanges, and Qualified Opportunity Zones among other things, for example."

As Matt explains, Bravest wants to support REALTORS® throughout the state, specializing in 1031 exchanges and other tax deferral strategies that help sellers and real estate investors.

"A 1031 Exchange is a common tool for real estate investors, but what happens when a property falls through? Or your client can't find enough replacement property? Or, do you have a client who is ready to retire and enjoy their free time? That is where Bravest can be a partner," Matt points out.

"Bravest has a one-hour CE credit course that explains the 1031 process; what types of property qualify as like-kind; introduces alternative investment ownership deferral strategies; and what options investors may have if a 1031 exchange blows up."

Robust Experience

Those who work with Bravest Wealth Management are able to take advantage of their long history of experience.

Matt has been in the investment field for over 30 years. Prior to that, he tried a little of everything, including advertising, as a gopher in the oil field, and many years as an umpire.

Kyla worked for the Norman Chamber of Commerce as their VP of Communication for 10 years before moving to the Women's Resource Center where she served as the Director of Development for three years. As many folks did, she changed her focus due to the COVID-19 pandemic and joined the family business.

Drawing On Their Own Experiences

The experiences that Matt and Kyla have had in their own lives have informed and shaped their efforts in working with their clients.





“Matt and I want to help families plan for, work toward, and enjoy retirement.”

“I inherited a life insurance policy following the death of my beloved mother, Bonnie,” Matt remembers. “Wanting to honor her memory, I decided to spend time researching and learning more about investing before deciding what to do with that inheritance. Through that process, I found my love for helping others plan for, work toward, and engineer their personal goals.”

Kyla has been driven by a strong desire to equip others to make the decisions that are best for their financial futures, as well.

“I followed my father into the investment business to embrace the idea of a generational wealth-building focus,” she says. “Matt and I want to help families plan for, work toward, and enjoy retirement.”

Family Foundation

Family makes life much richer for both Matt and Kyla.

Matt treasures time with his wife, children, and six grandchildren, who all reside in Cleveland County. Away from work, Matt is passionate about Toastmasters International. In fact, he has been a statewide leader and has also served as an international trainer.

Matt is also a huge Sooner fan, as a long-time season ticket holder for football and basketball. In turn, he likes rotating his tickets among his children and grandchildren and traveling to root for the

team during away football games. Another favorite for him is supporting his grandchildren in their sports.

About 20 years ago, Matt got involved with Toastmasters with the aim of improving his presentation skills. Along the way, he continues to compete in speech contests. He serves as a state-level leader and served in an international role in 2021. One of his favorite roles is training and mentoring Toastmasters in multiple states.

Kyla’s roots in the region are very deep. In fact, she is an eighth-generation Okie, having lived in Cleveland County throughout her life. She cherishes moments with her husband, who was also her high school sweetheart, and their two children — 9-year-old Owen, and 6-year-old Luke.

In her free time, Kyla enjoys supporting Owen and Luke during their sports and school activities, including time at Sooner Theatre, as well as getting the boys back and forth to their drum lessons.

One of Kyla’s passions away from work is joining her husband, Jason, to make progress on a major renovation of their home. They also like to host family gatherings and what they call “Sunday Funday.”

Generational Business

As Matt and Kyla continue to take steps ahead on behalf of local REALTORS® and clients they work with, they are excited to continue guiding their generational business as father-and-daughter tandem.

“I love what I do, so I may retire or may not,” Matt says. “Providing a great foundation for my kids and grandkids is my highest goal.”

As Kyla says, “We enjoy helping clients, clients’ parents, clients’ children, and clients’ grandchildren. Knowing a family has a plan in place and people they can count on to look after their financial goals is the most important feature of our business.”

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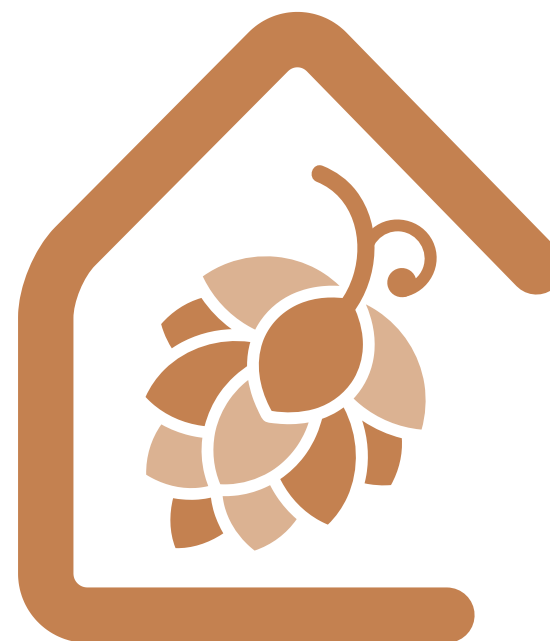
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SHAVONNE EVANS

Written by **Dave Danielson**
Photos by **Shawna McDuffie**, Peak RES

exceeding the need

*“People will forget what you said,
people will forget what you did,
but people will never forget how you
make them feel.”*

-Maya Angelou

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That’s something that Shavonne
Evans keeps in focus as she serves
her clients, too.

Dedicated Drive

As a REALTOR® with Keller
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cates herself to exceeding the need
of those around her.

“One of my favorite quotes came from
Maya Angelou and the way she talks about
the value of how you make people feel,”
Shavonne says. “I want them to feel wel-
come, loved, and taken care of.”

Shavonne earned her real estate license
in April 2013; however, the story of
her career in the business started
before that.

“I had dropped out of college, and
I didn’t know what I wanted to
do. I got a job at Panera and rose
through the ranks and became
a manager,” Shavonne says. “I
looked around and realized I
didn’t want to do that.”

A New Door Opens

In 2012, Shavonne and
her husband got mar-
ried. Not long after
that, they started the
process of looking
for a house.

...

“ I want to be seen ... not for
the sake of fame, but so that
other people of color can see
that there are possibilities
and other job avenues that
they can consider. ”

As Shavonne says, “It was during that time when the REALTOR® we were working with said, ‘You would make a great REALTOR®.’ I thought about it and decided that it was a good time to give it a shot.”

Her decision is one that she hasn’t regretted through time.

“I really love this work ... meeting and interacting with different personalities,” she says with a smile.

In addition, Shavonne is driven by a deeper element, as well.

“My big why is about living in Norman and wanting to do what I can to support opportunity,” she emphasizes. “As part of what I do, I want to be seen ... not for the sake of fame, but so that other people of color can see that there are possibilities and other job avenues that they can consider. I want to tell them that they can be a REALTOR®, business owner, or other roles. I want to open up doors for others and leave them open for others to come through.”

Family Fulfillment

Family is at the heart of life for Shavonne. She treasures time with her husband, Lucas, and their children — 8-year-old Naima, and 3-year-old Niko.



In her free time, Shavonne enjoys trying new restaurants with her friends.

“Plus, I’m really challenging myself to read a lot more this year ... not only books for business but fun books, as well,” she points out.

When it comes to giving back, one of the organizations that has a big place in Shavonne’s heart is Norman Next.

“The group helps me learn about the community, which I have really appreciated through time,” she says.

Shavonne also serves on the board of directors for Fostering Futures.

As she says, “It’s a nonprofit that helps kids in foster care by giving them a sense of normalcy ... supplying clothes, toys, and camp opportunities.”

In addition, Shavonne is VIP Chair for the Norman Music Festival — an annual three-day festival in April featuring six outdoor stages of live music.

Day by day, Shavonne dedicates herself to the hopes and dreams of others ... all the while, serving as a powerful example of what is possible when you do the right things for others and exceed their needs!



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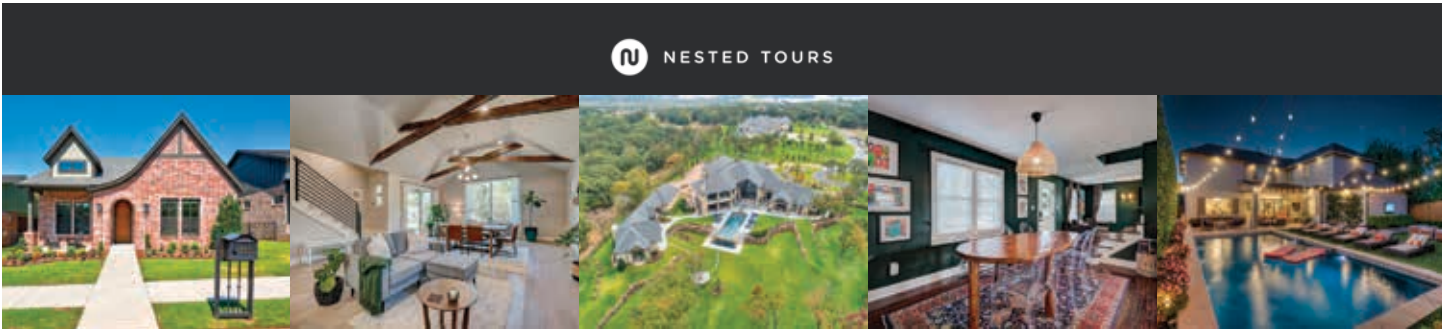
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PRACTICAL PREPAREDNESS TO HOLD

REALTOR® SELF DEFENSE CLASS

10 SAFETY TIPS FOR REALTOR® SAFETY

by Timothy Brashier, Practical Preparedness

- #1 Have your new clients come to your office or a safe location on your first meeting.
- #2 Obtain a copy/scan of a valid up-to-date ID.
- #3 Enter client information online at "The National Center for State Courts" before scheduling a private showing.
- #4 Turn on GPS location at the start of your day.
- #5 If possible, take your own vehicle and try to avoid riding with your clients.
- #6 Knowing the layout of the building you are showing beforehand will keep you one step ahead.
- #7 Smart phone safety apps: FORE-WARN, Homesnap Pro, Real Safe Agent, SafeShowings, See Something Send Something, Trust Stamp.
- #8 When showing a home during the presentation, never give your back to your clients.
- #9 Always keep a safety bag in your car with the following items: flashlight, first aid kit, and Self-starting jumper cables.
- #10 Create a personalized "safe phrase" to use when you call your office/emergency contact to relay you are in distress.

Join Real Producers and Timothy Brashier of Practical Preparedness April 6, 2023, for a REALTOR® safety class. Agents will be trained to be prepared and take the necessary measures that could save their own lives or the lives of others. Topics can include :

- Safety Checks
- De-Escalation
- Prevailing mindset
- The art of Situational Awareness
- Identifying a threat and what you can do
- Knowing your state laws of "Reasonable force vs Deadly force"
- How to take up a defensive position and use the tools the agent has available to them
- Interacting with law enforcement after an emergency event

More details to follow via email and our social media pages.

A full-page portrait of Marcela Guerrero, a woman with long dark hair, wearing a bright pink blazer and matching pants over a black top. She is smiling and has her hands on her hips. The background is a blurred outdoor setting. A large white circle is partially visible behind her.

►► community
connector

Written by **Zachary Cohen**
Photos by **Nested Tours**

M

arcela

GUERRERO

THE POWER OF PERSEVERANCE

When Marcela Guerrero arrived in the US from Chihuahua, Mexico, at 17, she barely spoke English. As she struggled to fit into a new culture, her determination and perseverance helped her learn quickly and find her place. But there was another element to Marcela's eventual comfort living in Oklahoma; she was embraced by the Oklahoma community. The people around her helped lift her up and help her feel at home.

As a REALTOR®, Marcela is doing the same for others in the Hispanic community. About 85% of her clients are Hispanic, giving her the opportunity to pay it forward daily.

"The transition, it was hard," Marcela reflects. "It was a struggle, but with perseverance and with help, I made it through the struggle. With the help of my family, other Oklahomans, and my perseverance, I overcome those obstacles. I consider Oklahoma home now."



“
I wanted to do
more. I wanted to
contribute more to my
community by using
my bilingual skills.
”

Full Circle

Before obtaining her real estate license in late 2019, Marcela worked in interior design and as a personal stylist. She enjoyed her work but sensed something was missing. She wanted to be of greater service to her community.

“I wanted to do more. I wanted to contribute more to my community by using my bilingual skills,” she explains. “So, I decided to get my real estate license to implement my bilingual skills and help my Hispanic community. I wanted to be able to help my community and people in the same situation [I was in].”

Since beginning her career in late 2019, Marcela has been quite busy. Most of her clients are Hispanic, allowing her to actualize her goal of serving her community. Her ethics, genuine approach, and professional expertise have allowed her to close over \$25 million in the past two years.

“I thank God for the business,” she smiles. “It’s been so fulfilling. It’s so gratifying to be able to help my community achieve the American dream by getting their homes. It’s a wonderful experience that I cannot even explain — to see their faces, how happy they get when we close their homes. It’s so fulfilling to see their happiness.”

The Next Steps

Now that Marcela has achieved a baseline level of real estate success, she’s looking forward to the next step in the evolution of her business. She’s most excited to bridge her real estate work with her interior design skills. In 2023, she plans to begin offering staging for her listings.

“I’m excited about it. I love designing. We design our lives every day,” Marcela offers.

Marcela’s interior design background allows her to make clients’ visions into realities. She can help them see the possibilities in a home rather than just what’s presented. Whether assisting with planning, layout, or furnishings, she can be a guide in re-envisioning a home



“If I am going to do something, I do it. The word of the day is perseverance. I’m determined to accomplish my goals.”

and creating a client’s ideal space. Marcela is also hoping to build a team in the next few years.

Although the future is largely unknown, Marcela is confident that she will be helping clients achieve their real estate goals for many years to come. The perseverance she has displayed throughout her life is sure to carry her through.

“My mission is to continue to be able to help people with their real estate goals by providing them with the

best service, making a difference, and studying to best serve my clients,” she explains. “If I am going to do something, I do it. The word of the day is perseverance. I’m determined to accomplish my goals.

“Everything starts with a dream, but you never know how much you can do until you try. I reflect on being an immigrant here and not being able to speak a word of English. It was a hard time, but to be where I am now, selling real estate, helping others in the community, it’s very gratifying.”

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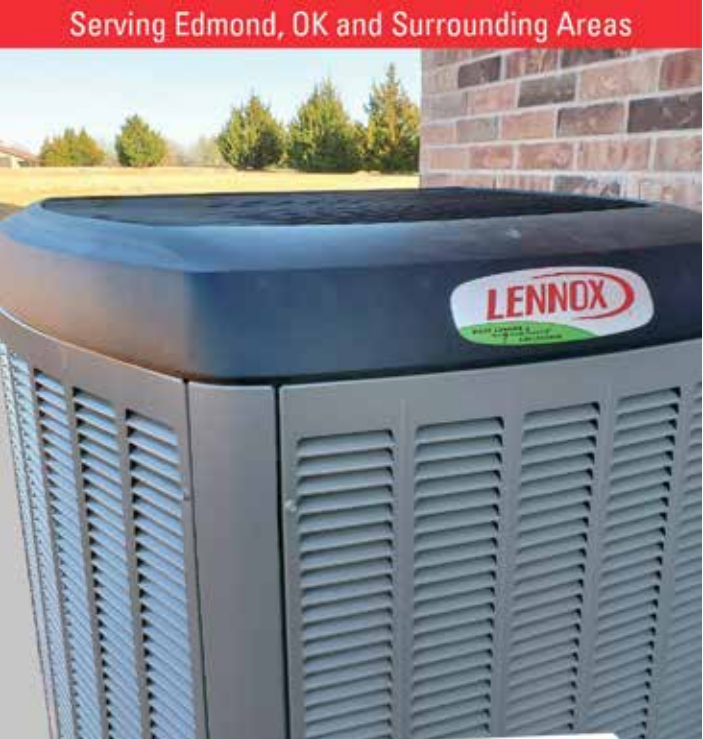
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Ashley Schubert

Written by Dave Danielson • Photos by Nested Tours

EXPANDING THE DEFINITION OF WHAT'S POSSIBLE

Chances are very good that if you're reading this story, you have a pretty wide definition of what's attainable in your life.

As one of the top producers in the region, you don't have a "good enough" attitude. You set your goals high — and in a way that stretches you and helps you expand into new territory in your life. That's the same drive that catapults Ashley Schubert forward in her work every day.

Sparkling Success

As Broker/Owner of Bricks and Branches Realty, Ashley helps others achieve their goals by expanding the definition of what's possible.

That spark that she brings to the business today is the result of an ongoing series of life lessons that help her step forward. One of those occurred in 2022 when her partner at a local boutique brokerage dissolved the partnership. Within a month, Ashley was forced to start her own brokerage.

"I started classes for my Broker's exam because I knew I wanted to be the Broker of my new company and successfully passed the class and state exams

within three weeks. My to-do list became a mile long as you can imagine! Between finding an office space, renovating it, developing a policy and procedures manual, getting yard signs made, recruiting staff and agents, and doing everything it takes to legally open up a new brokerage, it was quite a whirlwind," Ashley remembers.

"God is faithful, and through his grace and favor, the new brokerage was up and running within a month! It was one of the hardest times of my life because I lost friendships and went through a lot of hurt. But, it also forced me to step out of my comfort zone, pushed me to start my own company, cast a new vision, and move forward with a new plan! Even though it wasn't in my plan, God knew it was coming and I felt equipped along the way to be the leader I was called to be!"

Getting Her Start

Ashley grew up in Gracemont, Oklahoma, graduating from high school with just 14 others.

“I see a lot of positives in growing up in a small town. I got to be a part of every sport, every club, and I knew everyone around me! We even got to go to Hawaii on our senior trip,” she smiles. “I grew up on a cattle ranch, and my parents were both entrepreneurs - my dad was a rancher, and my mom owned a hair salon. They taught me so many important lessons and instilled in me the importance of keeping my faith first, working hard, and being kind to people.”

Ashley went on to attend college at Southwestern Oklahoma State University, where she pursued a double major in mass communications and political science. While there, she was crowned Homecoming Queen during her sophomore year. She also was a resident advisor for three years. While she was there, she met the man who would become her husband.

Opening New Doors

After getting married, Ashley started her working career at the Oklahoma State Capitol as a legislative assistant to a state representative and then as an administrative assistant at Sandridge Energy. She then earned her master's degree from the University of Central Oklahoma in public administration.

After a few years, Ashley moved into real estate while she and her husband started their family.

“I took my real estate exam at 40 weeks pregnant with our first child. I fully planned to work full time while building my real estate business, but God had other plans and helped to push me out the door,” Ashley says. “After coming back from maternity leave at my full-time job, I was let go after only a few weeks, forcing me to enter real estate as a full-time profession with a new baby to support at home!”



Ashley and her husband welcomed the newest member of the family in October 2022. Photo by Sierra Fowler

Ashley pushed forward, gained momentum, and built real estate success step by step. In fact, since 2012, Ashley has sold more than 400 homes representing over \$100 million in sales volume. Along the way, she won the OKCMAR Rising Star Award in 2015.

“That really set me up to know I could do this job and believe in myself,” she says. “I’m thankful for the Brokers and mentors along the way who have encouraged me, I’m thankful for the setbacks and scars, and I’m thankful for my husband who has been my constant support over the years!”

In This Together

Ashley is quick to shine the spotlight on those in her brokerage.

“We have a motto of ‘Changing Homes Changes Lives’ because we know that our calling is so much bigger than just selling houses; it’s about helping people move from one season of life to the next. Our mission is Kindness, Strength, Integrity. It was important for me to create a simple mission statement that reflected all that we reflect, keeping our values front and center of all that we do,” Ashley says.

“These agents are team players, extremely coachable, and have high goals and expectations of themselves. Through monthly one-on-one coaching sessions, I am able to really plug into their businesses along with them to ensure they have the greatest chance of success - whatever that means to them.”

Family Highlights

Family is at the heart of life for Ashley. She looks forward to time with her husband and their six children.

“My kids are a huge part of what I do, they are my why, and I want to show them what it means to work hard for what you want in life,” she says with a smile. “I want to show women that we can do it all and we can do it all well.”

In her free time, Ashley enjoys being outdoors with her family ... raising cattle, riding horses, doing trail rides on their ATV, camping, traveling, playing sports, swimming, and gardening.

Ashley started a group for boutique Brokers in Oklahoma.

“We meet monthly for lunch and help answer questions for each other as needed. It has become a wonderful group of Brokers helping other Brokers! ‘Community over competition’ is our motto.

Faith is also a central part of life for Ashley and her family.



“

We have a motto of “Changing Homes Changes Lives” because we know that our calling is so much bigger than just selling houses; it’s about helping people move from one season of life to the next.



Photo by Missy Ward, Soultog

“We make our faith our top priority and rarely miss a Sunday at church,” Ashley says. “We want our kids to understand the importance of commitment and work hard to teach them valuable lessons that we have learned along the way!”

Ashley started a group called “The Vine” which is for moms in Oklahoma who love Jesus and sell real estate. As she says, “We meet monthly for Bible study and conversation. I believe we find common ground and gather; we can all get better.”

In addition, Ashley has written three books, with the most popular being Raising a Business and Babies, which has sold more than 3,000 copies. She also hosts a podcast called “Business and Babies,” where she interviews women who are raising families and working simultaneously.

Looking to the future, Ashley continues to build forward for those around her—energized by the opportunity to work with her clients—seeing their families grow.

“I love hosting annual client events and seeing my dedicated families continue to support the mission behind my work. It’s truly fulfilling to be in this field for over a decade and work with repeat and referral clients continually,” she says with a smile. “I always have the goal to create clients for life and I try to do that by never losing touch with my clients and referral partners. We have a special bond, and I just want that to build over the years.”



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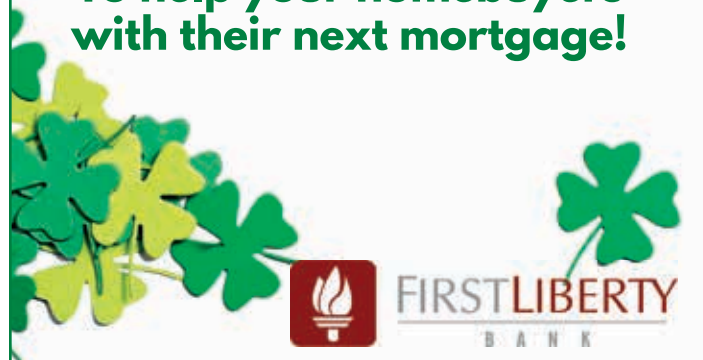
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Preparedness, LLC. to teach us safety and
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by a motivational speaker!

SUMMER BASH — JUN. 6, 2023

Our June event is the perfect mix of networking
and outdoor fun! Games, music, food, drinks,
giveaways ... oh my! This event is family-friendly.

PARTNER CE DAY — SEPT. 19, 2023

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to teach a CE course. The CE portion of the morning
will be followed by a motivational speaker.

FALL BALL AWARDS GALA — NOV. 16

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AMBASSADOR SPOTLIGHT

March 2023

In our March Spotlight, we are excited to feature Eric Hurt! While Eric may be one of the newer members of the Ambassador Roofing team, he quickly established himself as a wealth of knowledge, experience and personality.

Growing up just down the road in Bethany, Eric had a love for classic cars early and interestingly enough has owned more classic cars than newer cars! Eric joined Ambassador in May 2022 and in October moved into an estimator role. Having nearly a decade as a property insurance adjuster and over 20 years in the construction industry, Eric brings a skillset that not many roofing companies have and Ambassador rightfully feels very fortunate and blessed to have him.

When you first meet Eric, you will either get a bonafide Dad joke or you will hear a comical story about his family. Eric and his wife have two kids and are proud archery parents! You will often find them at the range all together as a family, and it's no secret that his daughter is a much better shot than him! When Eric isn't at the range or work he loves to spend time in the Florida panhandle on vacation, working on classic cars, accomplishing the ongoing house project or, his favorite, a night at home relaxing with his family.

When I asked Eric what he enjoys most about Ambassador Roofing, he said, what drew me to Ambassador was the unshakable ethics of everyone here. What I've grown to know and love is that we can all come together and lift each other up, no matter if it's work or personal, we are there for each other. By filling the Estimator role, Eric has brought an invaluable benefit and support to all of Ambassador. As the Estimator he is the liason between Ambassador, the customer and the insurance company. He is charged with ensuring that the internal process runs as smoothly as possible between all parties throughout the project, resulting in a quicker turnaround and happier Ambassador customers.

We couldn't be more excited to have Eric as a member of the Ambassador family and look forward to the many things he will accomplish!



ERIC HURT

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