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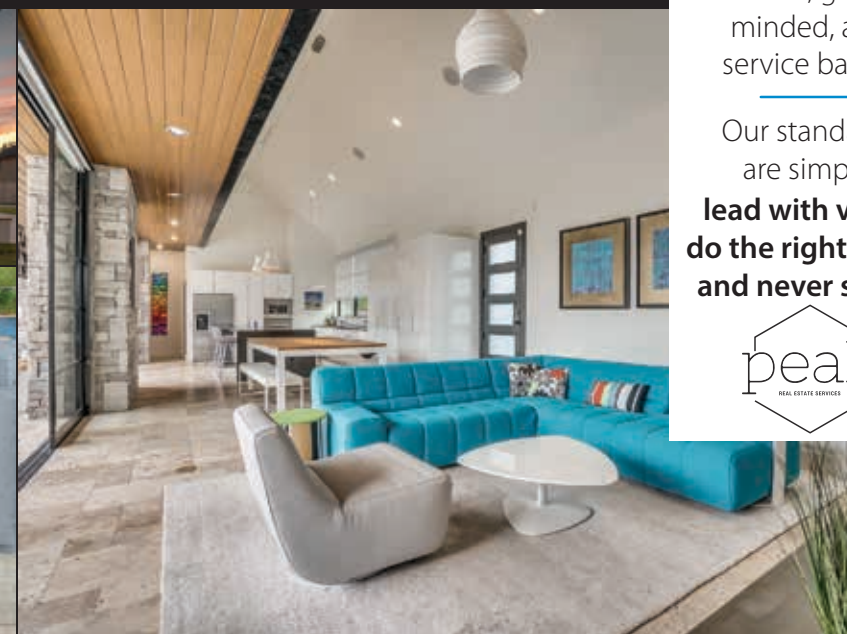
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OKC Real Producers POP-UP EVENT!

Shhh... Surprise POP-UP event coming soon! Will announce to agents on May 1.

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When: May 10 from 5:00-7:00 pm

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Cameron Burke

SPRINGBOARDING TOWARD SUCCESS

“I’m super grateful for everything that’s happened in my life. Good or bad, it’s shaped me and helped me mature early in life. I don’t think I’d have the success I have if it weren’t for my experiences.”

There aren’t many 21-year-olds selling real estate, but Cameron Burke isn’t your average 21-year-old. He’s had a past littered with challenges, but rather than letting his trials sink him, he’s used them as a springboard for success.

“Truthfully, my mom went to prison when I was 17,” Cameron says humbly. “That was what started it all.”

After his mom went to prison, Cameron moved in with his fiancée, Brooke, and her family. Cameron didn’t feel it was fair for them to pay for his living expenses, so he became driven to build a business that could sustain him financially.

Brooke’s dad, Bert, saw Cameron’s potential and gifted him a computer that would become his lifeline to success. His first entrepreneurial ventures were in e-commerce. He began buying and selling cars at the local insurance auction and refrigerators from the liquidation auction.

“I won a \$10,000 e-commerce course through a guy named Justin, and I tried to build an e-commerce website, and it was the first failure I felt, or so I thought,” Cameron reflects.

Cameron eventually achieved some success, but the work was stressful. Then, his grandma gave him a gift that would forever reshape his future.

“My grandma decided to give me a real estate course as a graduation gift. She’d spent the money on it, and I respected that. It wasn’t something that super interested me, but I decided to go for it. It was either that or going to college. I was valedictorian, and there were a lot of routes I could have gone. My grandmother had been a REALTOR®, and my brother is in real estate as well, so I knew about the business, but it wasn’t really on my radar. But, since it was there in front of me, I decided to go for it.”

Finding His Footing

Cameron began his real estate career in March 2020 alongside his fiancée. At just 18 years old, he set out to join a business where most of his clients and peers were at least twice his age.

I got out thinking it’d be easy to source clients and sell houses, but it wasn’t,” Cameron admits. “We were 18, and it wasn’t as easy as I thought.”



Cameron sold just one house in his first six months. Everyone kept telling him to leverage his sphere of influence, but most of his connections were also 18-year-olds.

“Gaining respect from people two to three times your age is not easy. I realized I had to do something else,” Cameron continues.

When Cameron connected with Tara and Peter Levinson, things finally began to shift. He joined their team, and they taught him business fundamentals, like how to connect with people, build lasting relationships, and follow through. His business began to pick up slowly.

Meanwhile, Cameron wanted to buy a house for himself, but the bank wouldn’t loan him the funds because he only had tax returns for one year.

“We found out a lot of clients were in our same position and could not qualify traditionally due to credit scores, tax issues, bankruptcies, or divorces,” Cameron explains.

Cameron discovered a local alternative financing company. He began promoting alternative financing, forming a niche in serving clients needing extra guidance.

“From April to the end of 2021, we sold just under \$9 million in real estate primarily because we started specializing in creative financing options,” Cameron explains. “We were helping people that no other REALTORS® wanted or knew how to work with. It was an untouched niche in the market we were able to target.”

As Cameron found success, things started to compound. He and Brooke closed just under \$13 million and purchased eight investment units in 2022. Looking ahead, one of Cameron’s big goals is to grow his investment portfolio, with the ultimate intention of creating financial independence for himself and others.



“I don’t sell properties. I explain, I educate, and if it’s not the one, we leave and move on to the next.”

A Bright Future
Cameron also began building a team of his own in 2022. He has built his business with care, transparency, and a genuine desire to be of service.

“I’m not in it to sell them the house,” he says. “I don’t sell properties. I explain, I educate, and if it’s not the one, we leave and move on to the next. That creates genuine relationships and helps my clients trust me.”

Cameron’s short-term goal is to sell \$20 million in a year, but he has even bigger goals in the longer term. He and Brooke reinvest as much as they can into their real estate business and investment



portfolio, setting them up for a future of financial independence.

Still just 21 years old, the future is bright for Cameron Burke.

“I love what I do, and I want to continue on this path,” Cameron says. “It boils down to being genuine, being yourself, and being consistent and on purpose with your days. I wake up every day and am consistent with what I do. That’s the secret sauce.”

Family Spotlight

Cameron has a 4-year-old brother, Ethan, and a 23-year-old brother, Tanner. In his free time, Cameron is either working on his real estate investments or hanging out with his family.





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President/CEO Luke Strawn with FirsTitle enthusiastically shares the many aspects of the company and his team that make him proud.

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"We also have attorneys in-house; all of these advantages allow us to have more control over each transaction and the efficiency of the closing process. We have 25 locations across Oklahoma and cover 16 counties."

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"We now have the capability to handle all aspects of the title process from abstracting and title work to underwriting. By putting our Best First, it allows us to create efficiencies and reduce turn times in every aspect of your partnership with FirsTitle."

Gaining Ground

Before his current tenure as CEO/President of FirsTitle, Luke was President of McGraw Realtors. Before that, he gained valuable experience in the mortgage industry.

Luke can trace his interest in real estate back to college.

"When I was a sophomore in college, I took a real estate class as an elective. I had a great professor named Dr. Baen. Two weeks into the class, I changed my major and never looked back," he says.

"I actually started on the mortgage side during my junior year in college. I moved to Tulsa from Dallas in 2010, and it has become home for my family.

"Our group acquired FirsTitle and Smith Brothers in 2014 and we felt that it was a business that we could grow," Luke says. "We also saw the possibilities in helping modernize the industry."

Passion for the Profession

The passion Luke has for serving the needs of others never gets old.



"I like seeing the reactions on customers' faces when they have closed on a property. Whether it's their first home, their last home, or even an investment property," he explains.

"I know that we did everything possible to ensure that they are secure in the title of what they are buying. I am also proud of the careers we create at our companies, and how they can change the course of a family."

Wonderful Life

Family time is something Luke always treasures with his wife and four children.

As he says, "I try to be very intentional about being a dad first. I am very active in coaching them in

sports. We also spend a lot of time at the lake together as a family."

In his free time, Luke also likes to hunt and fish. He also takes great pride in being a good husband, father, a leader, and a warrior for people with developmental disabilities.

The future promises more opportunities to maximize results.

"As I think about the future, one of the goals I have is to do whatever I can to better the lives of our employees and people with developmental disabilities."

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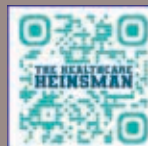
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GRANT WORTMAN

In Service of a
Higher Vision

» celebrating leaders

Written by Zachary Cohen • Photos by Nested Tours

In 2013, Grant Wortman and his wife, Rachel, planted Bethel Church OKC, the culmination of years of ministry work and listening to God’s plan. Bethel Church OKC was their spiritual home and workplace for the next several years. It became a central part of their family life, work life, and spiritual life.

Grant is and always has been deeply committed to the Lord, and it’s his relationship with God that eventually led him to real estate.

In 2015, Grant was pastoring the church and came to a crossroads. He heard the Lord say, “I never want to pay you from the church. I want you to dream of a business you can start, hand it over to me, and it’ll easily pay your bills, give you plenty of time to do ministry, and let you meet tons of other people you’d never meet any other way.”

Grant signed up to get his real estate license that very same day, beginning what has become a fruitful real estate career.

The Birth of Chamberlain Realty

Grant achieved success quickly in real estate despite starting at a brokerage with very little to offer in terms of technology or tools. While his brokerage has good commission splits, he wanted to find a brokerage that had generous splits *and* great tools.

“As I shopped around, I felt like in our area at the time, you could only have the cheap brokerage and get nothing in return, or a national brokerage with not great tools and high fees. So, I started dreaming. What’s the type of brokerage where I would be happy to be a part of it for the next forty years?”

With prayer and intention, Grant came to recognize his next steps; he’d start a brokerage of his own. In 2017, Chamberlain Realty was founded.



BEYOND REAL ESTATE

Grant and Rachel have four children, Eli (15), Callie (12), Jack (11), and Grace (6). Grant remains involved in ministry work and owns Kingdom Purpose Coaching. “I love helping people who love Jesus. We’re helping people in the church who want to

do something great but have no clue what it is or how to do that. We want to put fuel on their fire and coach them with practical tips. Maybe it’s business or maybe it’s ministry, but if you have a dream with God, we want to encourage you and give you the tools to do well.”

“I felt this sense that if I did this well, it would be a huge platform to help launch people into their dreams in business. So, we opened Chamberlain with a couple of people in my living room. We kept it really small for the first nine months. We hired a coach who helped me make sure the business was healthy, and soon after, we invited people to be a part of what we were doing.”

Grant’s vision with Chamberlain is to provide a fair exchange of value between what the broker offers and what the agent brings to the table. Chamberlain Realty offers generous commission splits, leading technology, tremendous support, and a culture of encouragement.

“At Chamberlain, we want to help people get to where they want to go, whether it’s a couple of deals a year or a hundred. Then, we provide the practical tools and technology to help you get to that place.”

Creating Runways
Chamberlain Realty recently celebrated its fifth anniversary. In that time, the brokerage has grown from a small operation run out of Grant’s home to a 350+ agent organization spread over four offices — three in the Oklahoma City metro and one in Tulsa. They’ve closed over \$1 billion in 2021 and 2022 combined and nearly \$2 billion since inception.

Grant credits the explosive growth to his commitment to serving God, his agents, and his clients. He’s keenly focused on creating a positive culture and providing his agents with a fair exchange of value.

When asked what’s next for Chamberlain Realty, Grant says, “We hope to continue growing throughout Oklahoma and beyond. We have big dreams, and we’ll see what the Lord will do.”

“My wife and I both want to be known as people who partnered with God, followed him well, and encouraged people to do the same. Hopefully, we’ve created runways for people to take off.”



“We hope to continue growing throughout Oklahoma and beyond. We have big dreams, and we’ll see what the Lord will do.”

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what is **RPAC** and why should I invest?

RPAC

The REALTORS® Political Action Committee (RPAC) is the nation's largest, most successful, and most bipartisan political action committee. Your voluntary investment is used to improve your bottom line in several ways: through issues mobilization, political advocacy, and by directly supporting candidates at the local, state, and federal levels of government who champion the ideals and principles of REALTORS®. RPAC is your best investment in real estate!

passing of regulatory legislation important in maintaining fairness in our industry.

- **NATIONAL WINS**
National wins in the CARES Act, American Rescue Plan, and COVID-19 federal actions helped support real estate professionals.
- **LOCAL WINS**
Progress with local municipalities promotes housing inventory and affordability through policy and ordinance changes.

Adding the Supreme Court Citizens United ruling to the mix, money in politics has grown significantly.

While OKCMAR's number of RPAC investors has increased, the amount of money needed to effectively represent the profession and industry has also increased. That is why we push for Major Investors. They help close that gap of what is needed.

RPAC Major Investors are an elite and passionate group of REALTORS® whose investments shape the political future of the real estate industry. For going above and beyond, they are rewarded through the RPAC Recognition Program, with specific benefits and accolades that acknowledge their support of RPAC.

QUESTIONS? CONTACT THE RPAC TEAM AT (202) 383-1000 OR EMAIL RPAC@REALTORS.ORG or OKCMAR at (405) 840-1493

WHAT IS RPAC

- RPAC is the REALTORS® Political Action Committee (PAC) that is run by REALTORS® for REALTORS®.
- OKRPAC is how Oklahoma REALTORS® join NAR is supporting pro-REALTOR® candidates in our state.
- REALTORS® decide who gets RPAC dollars based on a candidate's support for real estate issues.
- RPAC is completely voluntary.
- RPAC is bipartisan and supports both Democratic and Republican candidates.

MAJOR INVESTORS

When the National Association of REALTORS® created the REALTOR® Political Action Committee (RPAC) in 1969, it was to ensure that the profession had a voice in federal, state and local governments. It started with the most successful REALTORS® in our profession giving big dollars to get it started. Over time, it became more important to get every REALTOR® to step up and invest in RPAC.

Today, it is important to have both. The number of political action committees across the country has grown significantly in the past 50 years.

RPAC ADVOCACY WINS!

- **ESSENTIAL BUSINESS WINS**
State Capitol success kept REALTORS® working during the pandemic and the





Rosa Spotts

building dreams
behind the scenes

We've all seen the engaging social media posts of our friends who celebrate the purchase of their home. It's a big milestone to mark.

But behind the smiles, sold signs, and new keys is tons of work. You know that as well as anyone.

Driven to Make a Difference

You're the one who is there to protect and guide your clients to the closing table ... to the point where part of the definition of your success is how easy you make the process for them.

It's the same drive that Rosa Spotts has for her work with her clients, as well.

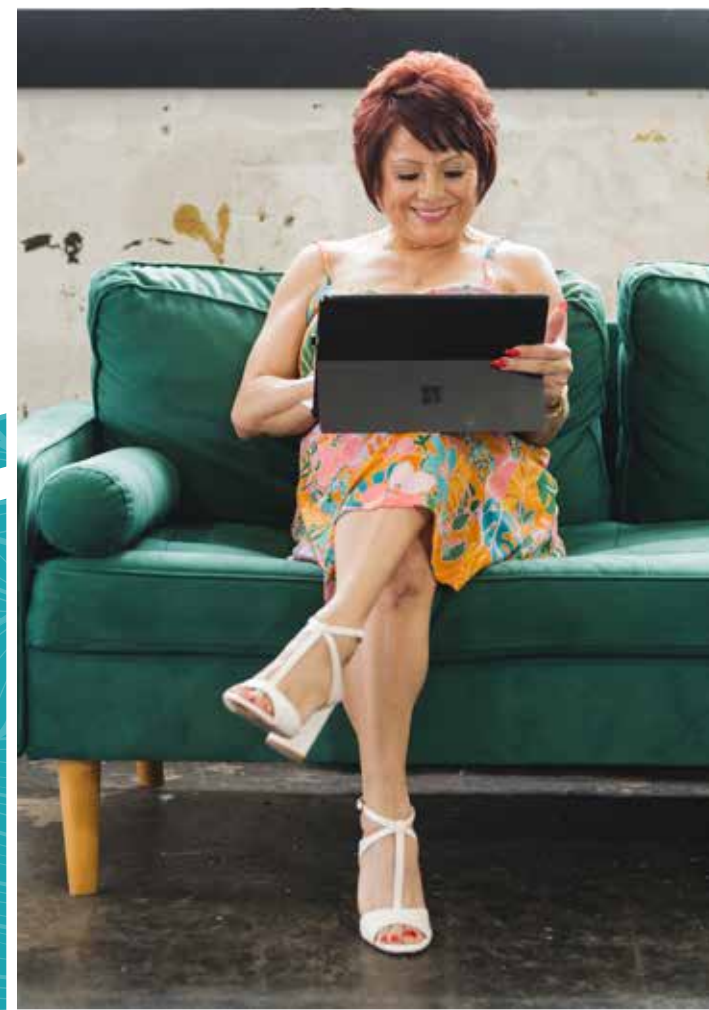
As a REALTOR® with Metro First Realty Group, Rosa loves building dreams behind the scenes.

"In this line of work, we make sacrifices to help others ... sacrifices in time with our families. This is a hard

job. And yet, it's very rewarding," Rosa says. "If you give 110 percent, you will make it. The newer people who join the business see our success, but they don't see the sacrifices that we make. But, as they get into it, they understand."

From Mexico to America

Rosa is originally from Mexico. During her time there, she got a very early start in the business. In fact, when she was just 18 years old, she was selling homes in Mexico City.



“

I wanted to help my people while making a living. I wanted to be the one person they could trust to help their family and friends to acquire a home.

”

“

I want people to know that I’m here to help them with their first step — providing them with the tools they need to achieve their dreams.

”

“That was at the time of the big earthquake in Mexico City. Real estate is much different there than it is here in the U.S. I loved it, but with the earthquake, I decided to go into another field,” Rosa remembers. “In 1988, we moved here. We owned restaurants and I took care of all aspects of them from A to Z. I got divorced, and in time, I remarried. My second husband introduced me to real estate and told me that he thought I would do very well in it. He was a Broker with two companies.”

Tested by Fire

When Rosa earned her license and joined the business in the U.S., it was during the 2000s. She endured the challenges of the economic downturn of the late 2000s.

“Those first two or three years were very difficult. During that time, I was thinking, ‘I haven’t sold anything. I was considering changing careers,’” Rosa says.

“Thank God I had a friend who was a mortgage lender at the time. I united with her, and we made TV commercials for the Hispanic community. That’s when I realized I can sell to anyone and I can sell million-dollar homes.”

Heart for Helping

Rosa has a heart for helping others. She acknowledges the plight of many

people who move to America to pursue a better life, and yet they don’t know the language.

“I wanted to help my people while also making a living. I wanted to be the one person they could trust to help their family and friends to acquire a home,” Rosa says.

“That has been my biggest reward to get the keys to their home in a country that is so strange to them. I want to help them acquire that big dream. I have been very blessed to do this for the past 17 years.”

Rosa feels blessed by the signs of her success, as well. In fact, she records 60 to 80 transactions each year on average, along with commercial deals, as well.

Family Fulfillment

Family time makes life much richer for Rosa. She cherishes time with Clifford, who has retired from his role as a Broker, and their children — Viviana Skidmore, who has her license and works as Rosa’s processor; Maria Ruggles, who is licensed and works part-time in real estate; and Marissela Ruggles, who has two children of her own.

Rosa has seven grandchildren that she adores, as well.

“Clifford has been a big part of my career. He had been my mentor and has been a great support,” she says. “Real estate is very hard and demanding with lots of hours. I couldn’t do it without him. He sacrifices time I can give him.”

In her free time, Rosa enjoys watching television with Clifford and spending time with her friends.

When it comes to helping the community, Rosa enjoys supporting organizations, such as Neighborhood Housing and Community Services that both provide downpayment assistance to homebuyers.

Dedication and Commitment

Day by day, Rosa dedicates herself to bringing the dream of homeownership to those she serves.

“I hope they describe me as a person who helps them reach their dreams,” Rosa says. “I want people to know that I’m here to help them with their first step — providing them with the tools they need to achieve their dreams. I can’t do this without God, my family and my faithful clients.”

Congratulations to Rosa Spotts for her tireless efforts in helping those around her reach one of the most important milestones in their lives ... in turn, building dreams behind the scenes.





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» upcoming events

IN 2023

EBR 37TH ANNUAL AUCTION

The Manor

Tuesday, May 2nd from 5-7:3pm

Don't want to miss event! EBR is hosting the 37th Annual EBR Auction...Cinco De Mayo theme! There will be a food truck, wine pull, silent & live auctions and a GRAND PRIZE of \$600. Food truck. Born in November band and drink tickets will be provided with registration cost. Cost: \$20 for members & \$30 non-members. Email ae@edmondrealtors.com to register.

OKC REAL PRODUCERS TOP 500 AGENTS AND PARTNERS

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

We loved our 2022 CE Day so much that we're doing it again! At this event, we have room for 4 partners to teach a CE course. The CE portion of the morning will be followed by a motivational speaker.

FALL BALL AWARDS GALA — NOV. 16

The Fall Ball Awards Gala is our BIGGEST event of the year, and this year, we need sponsorship commitments early! If you are interested in becoming a 2023 Fall Ball Sponsor, use the button below to submit a sponsorship inquiry form or email Kelly at kelly.kilmer@realproducersmag.com.

OKC REAL PRODUCERS POP-UP EVENT:

May 10th, 5:00 - 7:00 pm

The Side Chick

111 E California Ave, Oklahoma City, OK

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(No outside vendors - preferred partners only)



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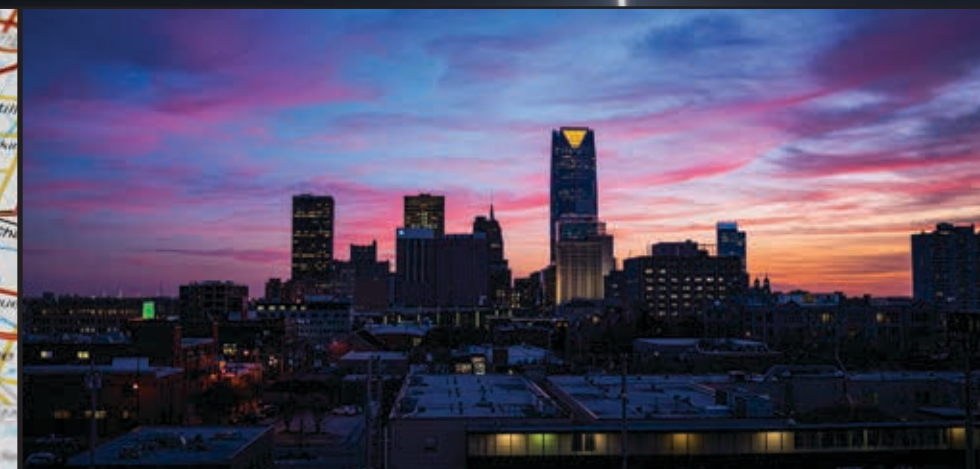
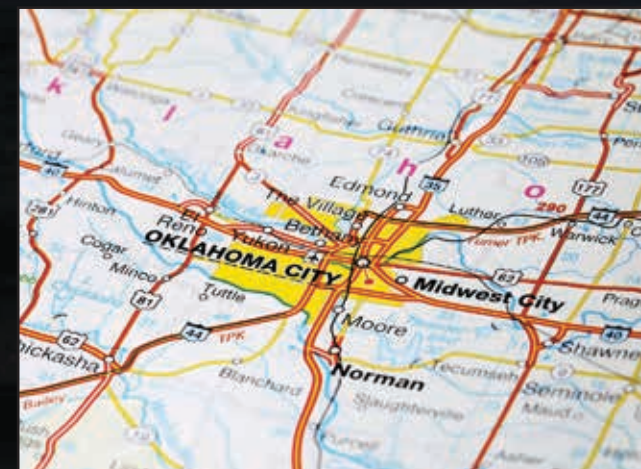
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