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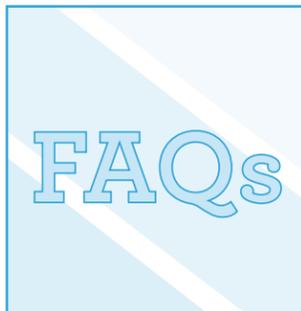


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If you are interested in contributing or nominating Realtors for certain stories, please email us at ml.rauch@realproducersmag.com, or call ML at (505) 250-0092.

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FAQ



to ensure it's a good fit, and from there, we put the wheels in motion for our writer to conduct a follow-up interview and for our photographer to schedule a photo shoot.

Q: What is the cost for a REALTOR®/Team to be featured?

A: Zero, zilch, zippo, nada. **It costs nothing, my friends, so nominate away!** We are not a pay-to-play model. We share real stories of Real Producers.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community and will have an ad in every issue, will attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every preferred partner you see in this publication. We won't even meet with a business that you have not vetted and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but also for the best affiliates so we can grow stronger together.

Q: How can I recommend a Preferred Partner?

A: If you have a recommendation for a local business that works with top REALTORS®, please just let us know. Send an email to ml.rauch@realproducersmag.com.

Q: Who receives this magazine?

A: The top 300 agents in the ABQ MLS. We pulled the numbers (by volume) from calendar year 2022; we cut the list off at #300, and the distribution was born. The list will reset at the end of 2023 for next year and will continue to update annually.

Q: What is the process for being featured in this magazine?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone you bring to our attention because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: you email us at ml.rauch@realproducersmag.com with the subject line "Nomination: (Name of Nominee)" and tell us why you are nominating them to be featured in the publication. Maybe they have an amazing story that needs to be told, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is a meeting with us

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By Beth McCabe

DISCUSSING WATER DAMAGE, MOLD & MORE WITH MATT ADLESPERGER

WATER EXTRACTION EXPERTS

What is the proper procedure for water damage?

Contact a professional restoration company to diagnose the proper scope of work, and discover any hidden damage in ceilings, walls, under flooring, or behind cabinets. They will develop a proper plan for structural dry out and repairs to restore your home or business efficiently and effectively. Specialized equipment such as commercial air movers, dehumidifiers, air scrubbing machines, wall injection units, heated drying units, and specialized applications work in tandem to keep the home and occupant safe during the restoration process.

When mold is discovered, what is the proper course of action?

Contact an environmental hygienist to test the area by swab or air sample to determine if it is an elevated issue that could cause health risks. You can also contact a professional remediation contractor to provide the proper scope and steps to contain the affected area, remove the materials properly, go through proper cleaning protocols, etc. Mold spores can live inside and behind many porous surfaces such as flooring, drywall, cabinetry, wood shelving, insulation, and paneling. We have obtained certification through the Institute of Inspection Cleaning and Restoration Certification (IICRC), the standard in the industry, for the removal and replacement of these materials.

Beware of those who do not follow the professional remediation protocols and procedures, including fogging a home without mold removal and cleaning. Be cautious of remediation contractors who perform testing services (doing their own testing for mold before remediation and performing their own clearance testing) and also do the remediation work, and contractors who assume that an entire home needs treatment for an isolated occurrence of mold.

Is it safe for the homeowner to be present during mold remediation?

Yes. In most cases, the work area will be contained and sealed from the unaffected areas. During the process, the air quality will be controlled with HEPA air filters, making the environment safer and cleaner. In some cases, kitchens or utility closets need to be remediated. Homeowners might want to find alternate living arrangements to avoid the inconvenience of the lack of a functioning kitchen or water heater.

What should real estate agents avoid doing if they discover mold or water?

Don't put any air movement on the direct area. While most people want to dry out the area immediately, direct air movement will disturb the mold spores and make them airborne. Also, avoid cleaning the area with chemicals, which will discolor the mold and not kill the spore. It will also make it harder for a professional remediation contractor to determine contamination and the scope of work. Leave the area in the condition you found it. Call a restoration contractor and schedule an inspection right away.

Should mold or water damage derail a closing?

Generally not, as long as it is caught early during inspections. The more time a restoration contractor has to provide an inspection, estimate, and perform remediation, the better. With proper communication, expectations and timelines can be properly set, and work performed in a timely manner.

How do you work with insurance?

Documentation! Choose a contractor with experience working with insurance companies, providing very detailed bids, cost reports, and many photos of the process. The more documentation, the better. Water damage is covered in most homeowners' policies. Mold will depend on the insurance company and their coverage.



Describe the health hazards of mold.

Symptoms vary from person to person. Some people have no symptoms. Others can have allergic reactions, severe headaches, respiratory issues, or more severe issues and symptoms.

How long have you been working in the mold and water remediation industry?

I have been in the restoration industry for ten years. Our family business operates here in Albuquerque and surrounding areas, as well as in Fort Collins, Colorado, and Southern Wyoming.

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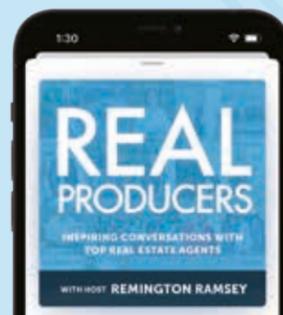
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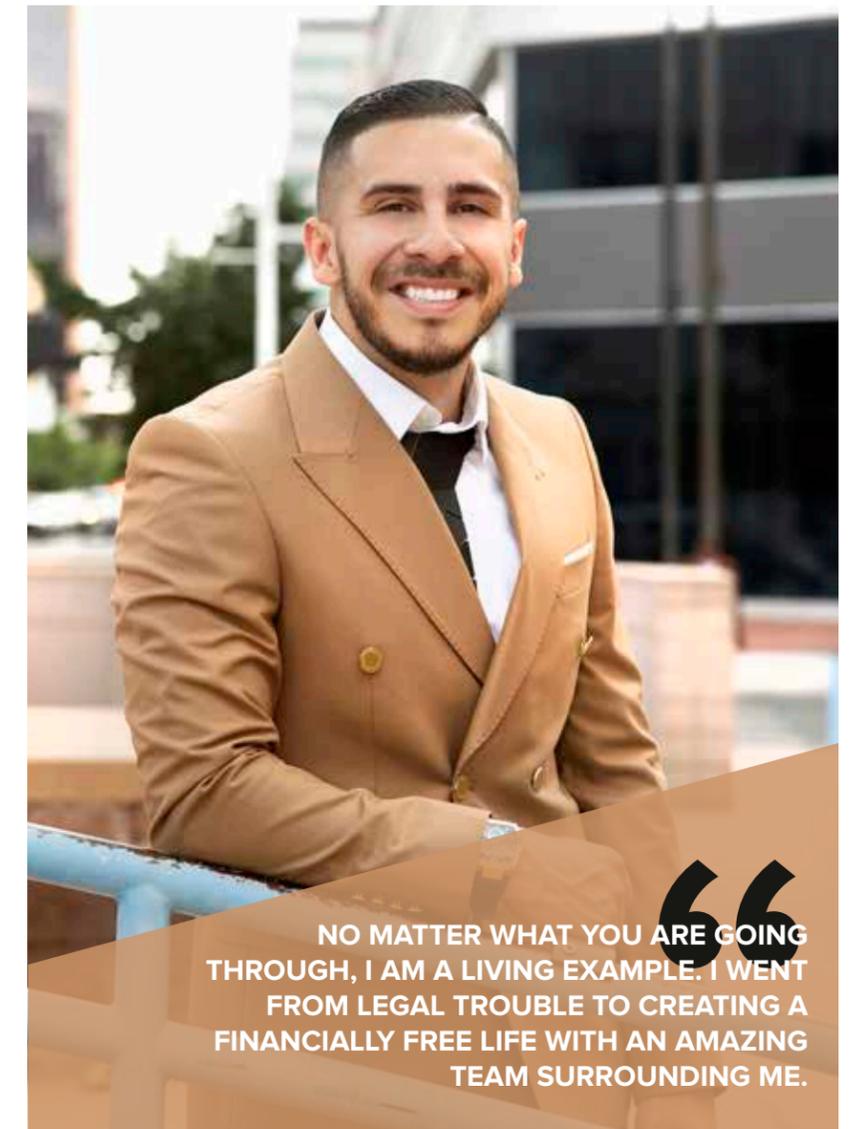
By **Beth McCabe**
Photos by **Liz Lopez**

The past doesn't have to define us. It can be a stepping stone to our future. Just ask Henry Padilla. After getting in trouble with the law in Arizona and being placed on probation, he struggled to achieve sobriety. If there was any change in his record, Henry could face prison. It wasn't until he saw a YouTube video that the path toward his future started to unfold.

"I saw Ryan Serhant and Josh Altman on YouTube and it was the first time I ever saw anyone like their job," says Henry. Tired of waiting tables, Henry decided to take the leap to real estate. "I had a credit card and it had a thousand dollar limit. The classes were nine hundred dollars," he recalls. This investment in his future was worth every penny.

A high school dropout, Henry realized that he had passion and potential. "I could read for hours on end learning about real estate. I finished all the courses, passed my test, and went to apply for my license but I had one more year of probation left." When Henry reached out to his probation officer, he realized he had to contact the probation officer in Arizona instead. Although it was highly unlikely that he would be freed from probation early, it was worth a shot.

"You miss one hundred percent of the shots you don't take," says Henry. His probation officer in Arizona asked the judge who granted his request. "I remember bawling," says Henry. "A weight had been lifted off my shoulder. I could pursue what I wanted and wasn't chained up anymore." He



“NO MATTER WHAT YOU ARE GOING THROUGH, I AM A LIVING EXAMPLE. I WENT FROM LEGAL TROUBLE TO CREATING A FINANCIALLY FREE LIFE WITH AN AMAZING TEAM SURROUNDING ME.”

embraced his mother, sharing tears of joy with her. "Then I went all in to real estate." He earned his real estate license at the age of twenty-three.

After all, everyone deserves a second chance in life. "I did my best to climb the rankings and do the best I could." To stay on the straight and narrow, he aligned himself with great mentors from New York to California. "I wanted to make myself proud and make my family proud." He shifted his mindset, hung around the right people, and his world changed.

Within his first year in real estate, he actually met Ryan and Josh, flying to New York City and Los Angeles. "It

inspired my mind to what is possible," he says. Having brunch with a multi-millionaire developer was life-changing for him. "I never imagined that," he admits. "Months earlier I was on probation."

Last year, Henry and his sales director, Zac Anaya, opened a branch of Real Broker in New Mexico. Within one year, he went from zero agents to a hundred agents throughout the state. "It's been amazing," he says. Nationally, Real Broker has doubled in size in one year, going from six thousand agents to twelve thousand agents.

Now Henry works as the Team Leader of the Social Team with

“MY GRANDMA USED TO SIT ON THE BROWN CHAIR IN FRONT OF HER APARTMENT EVERY DAY. I BROUGHT THE CHAIR FOR THESE REAL PRODUCERS PHOTOS.



three Junior Brokers, Marc Lobley, Freddie Gomez, and Ross Montoya; his Transaction Coordinator, Tish Grimmis; and Social Media Director, Jonathan Cabada. He loves growing with his team and catering to his clients to the fullest.

Looking at his transformation, Henry has a heart of gratitude for his grandmother. “She took care of me when I was lost,” he comments. Although she passed on in December, Henry will always treasure her memory in his heart. “My Grandma used to sit on the brown chair in front of her apartment every day. I brought the chair for these Real Producers photos.” It’s his way of remembering her and making her proud.

In his free time, Henry likes doing things that scare him, including skydiving, whitewater rafting, rock climbing, and paragliding. “If I can face my fears in these activities, I can face my fears in big business decisions,” he reasons. “It helps me build my confidence in every aspect of life.” After all, if he can jump out of a plane, he can certainly talk on stage, inspiring all who listen.

Henry concludes, “No matter what you are going through, I am a living example. I went from legal trouble to creating a financially free life with an amazing team surrounding me.” His future looks bright for this Agent on the Rise, emerging from the dark and into the light.



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Tricia Bartolotta

► **overcomer**

By **Beth McCabe**
Photos by **Kate Rodriguez**

Beating Breast Cancer and Beyond

“I don’t give up.”
– Tricia Bartolotta

“I was first diagnosed with breast cancer when I was forty-one years old,” recalls REALTOR® Tricia Bartolotta. “It wasn’t expected.” If Tricia wasn’t persistent pursuing a medical diagnosis, she wouldn’t be here today.

“Three doctors told me it was nothing, but the third doctor said, ‘Let’s do a biopsy’ and it was breast cancer,” she says. With chemotherapy and radiation, she had victory over the cancer, but treatment made her very sick. Sadly, three years later, the cancer returned and Tricia opted for a mastectomy, marking twenty-three years ago this past September.

Tricia credits her late husband, Tony, for his unwavering

support. Her cancer battle was right after they had opened their own RE/MAX office. “Tony was a lifesaver,” she says. Tony decided to start taking their children to Cabo San Lucas in 1990, insisting upon it. Despite Tricia’s initial resistance, Tony established a family tradition that they still honor today. Tony purchased a timeshare and now Tricia, her children and their families attend every year, making memories to cherish.

“After having breast cancer, it made me realize how important those things are,” reflects Tricia. “It’s not just about growing in your career or making money. The memories and experiences are worth much more.” Time spent with her family is priceless.

Just as Tricia fought hard in her battle against breast

RE/MAX Alliance



“
It’s not just about growing in your career or making money. The memories and experiences are worth much more.”



“I don’t give up.”

decided to carry on Tony’s legacy, growing the company and making it more successful,” she proudly says. Today, Tricia is Broker/Owner of RE/MAX Alliance and Leader of the Tony Bartolotta Team.

She wouldn’t be where she is today without the vital role played by Linn, the Qualifying Broker, and her office manager, Tara, who has been with her for 23 years. Tricia also collaborates with her son-in-law, Edwin, who had six years of experience working with Tony before his passing. Together, they handle various aspects of their real estate business, from transactions to recruiting. Tracy Fawver from Legacy Mortgage powered by Guild is also a valued member of her team.



Outside of work, Tricia loves spending time with her children and grandchildren. “I’m at every game and dance production,” she smiles. “I don’t miss it.” Family is first in her life and her unwavering faith in God has seen her through the struggles of life.

cancer, she is a fighter in real estate and established her impeccable reputation through her decades of service. Originally from Minnesota, she came to Albuquerque decades ago when her first husband took a job here.

“I got my license in 1995,” she recalls. After getting divorced when her three older kids were little, she met Tony in 1986. “He was a REALTOR® and I met him at an open house.” After purchasing the house, they started dating and got married three years later. Tricia worked for a medical company before deciding to start Superior Mortgage in

1994 with partners, which remained in existence for twenty-one years.

“In 1998, we started our own RE/MAX,” she says. Tony had been the Qualifying Broker for RE/MAX Masters and RE/MAX Freedom. They started RE/MAX Alliance together and this year marks their twenty-fifth anniversary.

Sadly, in 2015, Tony was diagnosed with pancreatic cancer. “In five months, he was gone,” says Tricia. She had to face the decision on whether to continue the office. “We

“I remember being in support groups during both times with cancer and hearing people say, ‘I hope I get better.’ To me, I could not imagine ever going through any type of disease or tragedy without hope in God.” God has sustained her through the storms of life.

Tricia’s life is one of resilience, unwavering faith, and cemented with her commitment to her family and special friends. She continues to build on the legacy she and Tony created, proving that with faith and determination, anything is possible. As she says, “I don’t give up.”



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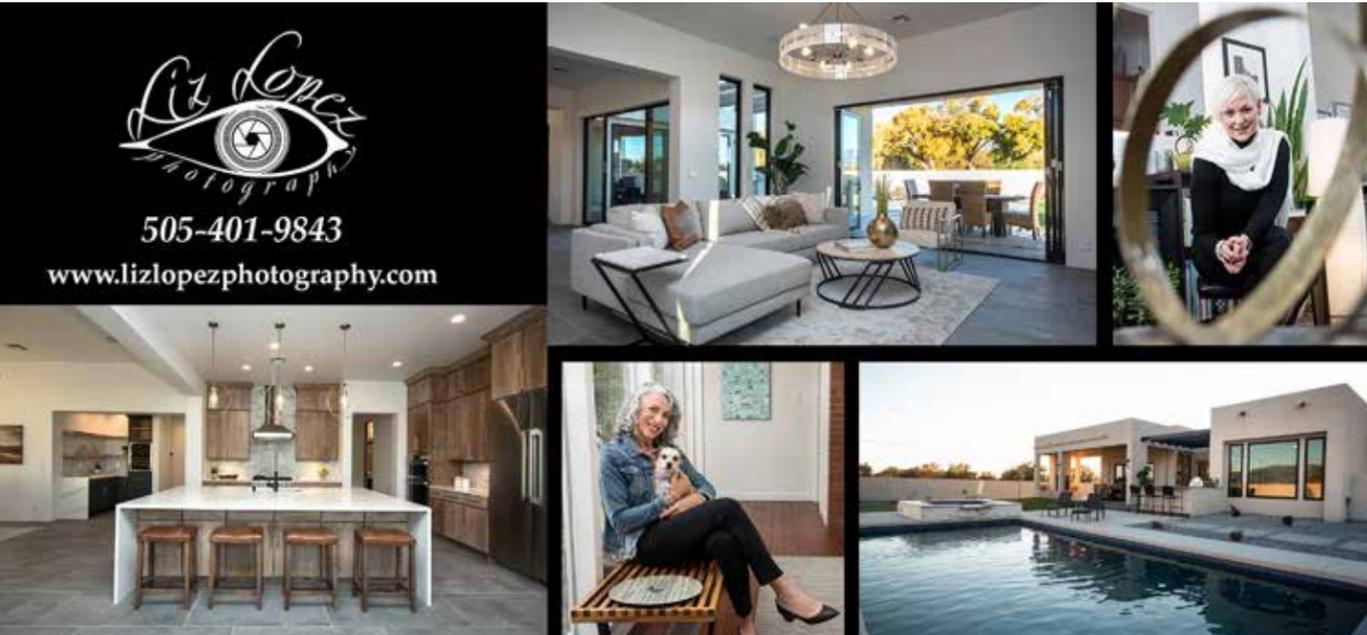
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cover story
By Beth McCabe
Photos by Liz Lopez

FROM WORLD- WIDE TRAVELER TO REAL ESTATE EXTRAORDINAIRE

Bold. Adventurous. Fearless. All of these words describe Carina Cozby, a REALTOR® with Berkshire Hathaway HomeServices New Mexico Properties. Her fiercely independent nature was evident in her teenage years.

“I was a super headstrong teenager,” she shares. “I decided I could do life on my own and moved out when I was fifteen.” Her mother, a single mother, worked in banking from 9-5 and got into real estate during Carina’s teenage years. Carina would eventually follow in her footsteps, but it wouldn’t be until she saw everything the world had to offer.

“I went around the United States and traveled to Japan, Iceland, Norway, the Netherlands, France, and England,” she says. “It was amazing. But now I’m a mom of a seventeen-year-old. I feel terrible. I can’t imagine what my mom went through, but I wouldn’t change any of it for the experience.”

Carina was always destined for success. Prior to traveling the world, she was a model. “I started modeling in middle school,” she comments. She has graced the pages of print publication, been seen on commercials, and has a portfolio of her modeling days. Just as she blazed her own trail in her youth, she did so in her adult years.

CARINA COZBY

Berkshire Hathaway Home Services New Mexico Properties

“
PSYCHOLOGY –
WHAT I THRIVE OFF
OF – FILLS MY HEART
AND THAT’S WHAT I
GET IN REAL ESTATE.”

After getting her psychology degree, she worked with youth who were offenders and didn't have stable homes or parents. "I didn't want to take the time away from my child," she laments. Real estate was on the radar for her, which would provide better work-life balance. "It gives me the flexibility to be there for everything," reasons Carina, a loving mother to her son.

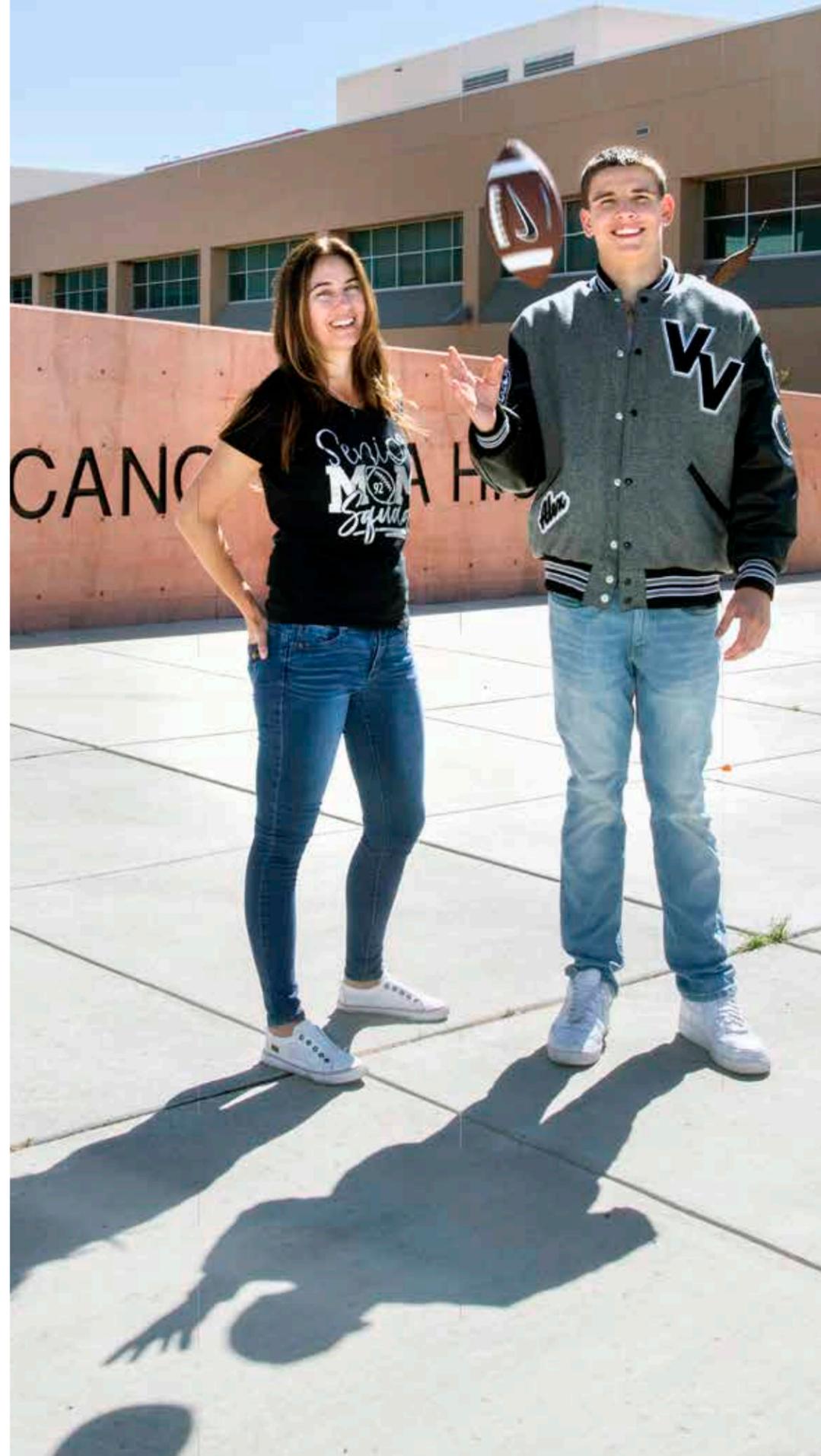
Interestingly, she found psychology and real estate were related. "Psychology – what I thrive off of – fills my heart and that's what I get in real estate." She earned her real estate license in 2001. "I have never looked back or regretted it," Carina comments. "I love what I do."

Balancing a career in real estate with personal life has been one of Carina's greatest challenges. The real estate profession can easily consume one's time, especially as a Top Producer, and Carina has had to learn the delicate art of juggling her professional and personal responsibilities. Finding the balance between work and being present for her son has been a continuous effort, and she acknowledges that it remains a work in progress.



For Carina, success is defined by the relationships she builds with her clients. It's not just about closing deals to this driven real estate agent; it's about being a part of their life's journey. She takes pride in attending weddings, baby showers, bridal showers, and even funerals for her clients. To Carina, success in her career is measured by the personal connections she fosters beyond the closing table. That's what matters most to her.

Family also holds a special place in her heart. "Everyone is so close in my family," she comments. Having her family as her support system is essential. "I always know that there are people behind me. That makes things less intimidating when you have a strong support system."



“
I HAVE NEVER
LOOKED BACK
OR REGRETTED
IT. I LOVE WHAT
I DO.

Carina treasures time with her son, Alex. "My son is a senior this year and I'm just trying to soak in every second of it," says Carina. Alex, a standout football player, shines on the field. Carina enjoys being there for his team events, taking the boys on their senior camping trip, doing team dinners, and savoring each moment.

Carina is determined to be a role model for Alex. Encouraging him to take risks and be who he is meant to be is what it's all about. With his mother's unwavering support, Alex can take control of his own direction in life. Through her experiences, he has learned that it's okay to fail and fall, as long as you pick yourself up and keep trying. Carina's message to him and to others is that they have control over their direction in life, regardless of their circumstances.

Looking back over her life and her career, Carina has a heart of gratitude. She comments, "I'm very happy with where I am in business and in life right now." Her independent nature has caused her to rise in residential real estate, blaze her own trail, and help people's dreams come true. From traveling the world to moving deals to the closing table, Carina lives life with passion and purpose, making her mark in Albuquerque and beyond.



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