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**Michele Kader**  
Owner/Publisher  
949-280-3245  
michele.kader@n2co.com



**Ellen Buchanan**  
Editor



**Ilona Porebski**  
Ad Strategist



**Dave Danielson**  
Writer



**Alex Regueiro**  
Social Media Manager



**Jenny McMasters**  
Photographer



**Yaneck Wasiek**  
Photographer



**Thomas Pellicer**  
Photographer



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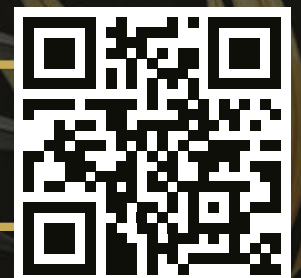
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# MARBELLA

## COUNTRY CLUB

By Dave Danielson



### ▶ A GEM IN SAN JUAN CAPISTRANO ◀

There are some moments in life that stay with you ... special places that are forever etched into your memory, to the point where hearing the name of the place conjures up vivid recollections. That's the way it is when you treat yourself to Marbella Country Club — a gem in San Juan Capistrano that truly elevates excellence.

Here, you will marvel at the way Marbella Country Club meshes perfectly with the breathtaking hills of San Juan Capistrano and the historic Mission Basilica that sits nearby.

As you'll see, the property was inspired by classic Mediterranean influences ... all the while pampering its guests with a refreshing blend of the latest comforts and amenities. Along the way, you will enjoy the crisp, finely cared-for grounds that wrap around the property at every turn.

During your stay, you may decide to take in a round of golf on the welcoming fairways and challenging greens of the award-winning course. Or you may be enjoying a special event made even more so by one of the large, well-appointed private banquet spaces here.

You are in for a remarkable stay. Explore Marbella's expansive 50,000-square-foot clubhouse.

The clubhouse offers a full spectrum of facilities and amenities, including two cocktail lounges; an upscale, formal dining room serving Continental and regionally-inspired cuisine with friendly, white-tablecloth service; and a men's grill, offering a delicious assortment of more casual fare in a comfortable, family-friendly atmosphere.

Of course, at the heart of the experience at the Club is the championship golf course that was crafted by the world-famous team of Tom Weiskopf and Jay Morrish. The par 70, 6,608-yard course was conceived and executed in the old style, leaving the terrain untouched, with rich groupings of trees guarding each side of the lush fairways.

Throughout the property, you'll be welcomed by the elegant warmth of classically designed, Spanish-style furnishings that perfectly complement your time here.

Members and their guests have access to the club's six lighted tennis courts, pickleball court, Junior Olympic-sized swimming pool, and toddler pool. In addition, the renovated Marbella Wellness & Fitness Complex is complete with state-of-the-art fitness equipment and personal trainers, an ongoing schedule of fitness and aerobic classes, and a spa.

Once your activities are complete, treat yourself to the comforting locker rooms, complete with a steam room and sauna. You'll also find a well-stocked pro shop with a complete array of tennis and golf supplies and clothing.

With a membership at Marbella Country Club, you will enjoy the unparalleled experience of comfort and excellence that you would expect of a world-class leader. Marbella's membership director, Jessica Calvillo, is happy to answer any questions or complete the membership process with you.

In addition, Marbella Country Club is unrivaled in its ability to create specialized, one-of-a-kind weddings and special events that reflect each individual's style. Kaile Watters is Marbella's event sales director who manages all of the events that are held at the club.

"We can host intimate events of 10 to 15 people, such as private dinners, baby and bridal showers, and birthday parties," Kaile explains. "That's just the beginning. We can also accommodate events all the way up to 230, such as weddings, large-scale corporate meetings, and fundraisers."

Every event, regardless of size, is underscored by Marbella's signature, personalized event-planning service.

"Catering, tables, chairs, linens, glassware, servers, and bartenders are provided by Marbella," Kaile adds. "We take care of most of your event needs outside of personal decor, such as photos, centerpieces, and signage. We absolutely love assisting clients

with their events and do everything we can to ensure they have a fun and seamless experience."

For its members, Marbella Country Club is an oasis — a home away from home. It's a place where worries are checked at the door while you escape from the stresses of everyday life and revive your peace of mind. Make this luxury lifestyle experience a reality today.

*For more info. on hosting your next event at Marbella Country Club, call Kaile Watters at 949-248-3700 ext. 14. For information about membership or to schedule a tour, call Jessica Calvillo at 949-248-3700 ext. 11 or visit the website: [www.marbellacc.net](http://www.marbellacc.net).*





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Business Development

Terri has been working in the escrow industry since 2002 when she retired from her career as a Flight Attendant. She has so much passion and an abundance of energy for her job, and that shines through when you meet her. She loves helping The Escrow Source grow their business and helping their clients have a smooth transaction.

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As a leader in the industry who has worked with countless clients and seen plenty of life's transitions, The Junkluggers of Orange County has the daunting task of preparing to move residential and commercial clients from one place to another.

As everyone knows, it doesn't take long to accumulate "stuff." So when a client is preparing to make a move after decades in one place, the prospect of deciding what to do with all those miscellaneous piles can be overwhelming. That's where owner Joe Sandoval and his team at The Junkluggers of Orange County excel.

"Our customers say we are very responsive and good at same-day and next-day appointments," Joe says with pride. "We are here for any size jobs, including house cleanouts and last-minute deals that our REALTOR® partners run into."

"A big part of what we do is our eco-friendly approach. We do everything in our power to avoid taking items to the landfill. So with that in mind, we spend a lot of time donating, reusing, rehoming, and recycling."

#### EXPERTISE AT WORK

Joe brings a wealth of experience to his work with his partners and clients each day. In fact, he worked for 20 years in

the corporate world in the transportation and logistics industry.

"About three years ago, I decided to leave that world, completely unrelated to COVID. I had no idea what I was going to do. I started looking at businesses to buy and kind of stumbled upon franchises, which was something I didn't know much about at the time," Joe remembers.

"I worked with a franchise consultant who showed me a lot of different franchises. Junkluggers really caught my eye right from the start," Joe continues. "What excited me about it was the eco-friendly nature of the business. In addition, it was also a spin on my past in transportation, so I had some familiarity. I like building teams and businesses... Now, here we are nearly three years later, and we're having a lot of fun."

#### STRONG TEAMWORK

Joe is proud to be joined on the team by several seasoned professionals, including Koby Agor (operations manager); Rory Agor (field supervisor); Sophia Hannibal (business development) and

# JOE SANDOVAL

## THE JUNKLUGGERS OF ORANGE COUNTY

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“

It's fun talking with my Realtor partners and property managers, creating connections and relationships that will last for years.



more. In addition, Joe owns a second-hand thrift store, Remix Market, that is managed by Hanna Caruso.

As Joe points out, things can get hectic for him and his crew during certain times of the year. But that's just the way they like it.

“It's a great feeling when we are very busy and everything is running smoothly,” Joe smiles. “It's fun talking with my Realtor partners and property managers, creating connections and relationships that will last for years. At the same time, it's very rewarding for me to continue building our strong team with our work-hard, play-hard culture.”

Those who have the chance to get to know and work with Joe and his team know they can count on The Junkluggers of Orange County to be there when it matters the most.

“I'm blessed to have such a great team with an outstanding work ethic — the kind of people who you feel very comfortable welcoming into your home to get the job done for you,” Joe emphasizes.

“At the same time, we are here and ready to help with a responsive level of service and good follow-through that people know they can depend upon.”

If you're looking for a moving partner to responsibly lighten the load for you and your clients, contact The Junkluggers of Orange County today at 949-632-2123 or visit their website: [JunkluggersOfOC.com](http://JunkluggersOfOC.com).



## FAMILY HIGHLIGHTS

Family is at the heart of life for Joe. He treasures time spent with his wife, Heather, and their four children — Ashleigh, Joey, Ava and Alyse. In their free time, the family enjoys playing with their dog, Roxy. They are also very active.

“We have a house at Lake Arrowhead. We like to be on the water there,” he says. “I also enjoy golfing. Plus, we are very busy with soccer, gymnastics, football and horseback riding.”



Joe Sandoval, Owner  
The Junkluggers of Orange County

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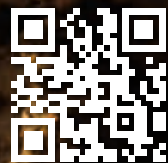


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# DANA

# WALL

## ▶ agent spotlight

By Dave Danielson  
Photos by Jenny McMasters



## LUXURY SALES PERSONIFIED

On the path to creating success for others, it's important to build a solid base first. That's what leaders like Dana Wall do — they start with strong bonds with their clients based on listening, understanding, problem solving, and finding solutions.

Dana is a luxury collection specialist with Berkshire Hathaway HomeServices California Properties. She excels in building and maintaining long-lasting relationships with her clients and colleagues. Her impressive number of repeat customers serves as a testament to her exceptional abilities in the field.

### STARTING OUT

Motivated and excited to learn, Dana has always had a strong focus on taking care of the needs of those around her on every level.

Born in Los Angeles, Dana is a Southern California native. She majored in psychology at San Diego State University, and while there, she landed a pivotal job that shaped her career.

"I worked for San Diego Vacation Rentals and Realty Consultants part-time during college, which started out as a temp position doing some data transfer to a new software system they purchased. I was only supposed to work for three months, but I was hired full-time and stayed there for several years," Dana recalls.

"My boss, the broker/owner of the company, was a big mentor to me, not only in real estate but also in psychology. He had a master's degree in psychology (which was my goal too). He encouraged me to get my real estate license. Since we rented and sold luxury oceanfront homes and condos, he said it would benefit me greatly to be licensed."

Dana obtained her real estate license in 1997 and went on to earn her master's degree in clinical psychology at Pepperdine University in 2001.

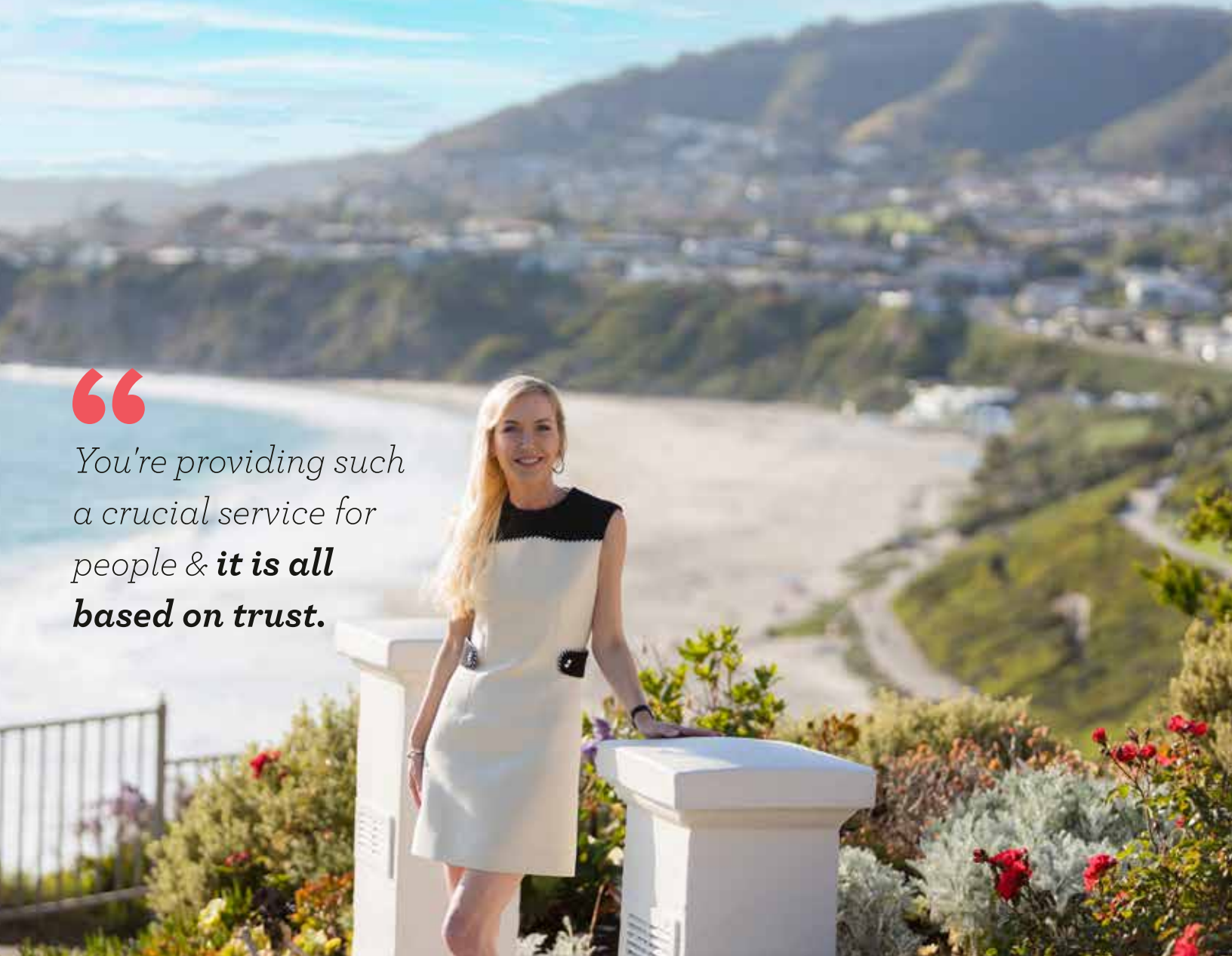
### MOVING AHEAD

While earning her master's degree, Dana worked at a marketing and advertising firm in Orange County. She realized having an advanced degree in the corporate environment would benefit her even if she didn't

become a therapist. She rose through the ranks in the company and was later promoted to National Director of Client Relations. She always kept her real estate license active, though, and as time passed, Dana decided to take a new path.

"The financial collapse of the economy in 2008 was affecting our clients directly, creating major changes at our company that would last for quite





“

*You're providing such a crucial service for people & it is all based on trust.*

Dana Wall is a luxury properties specialist with Berkshire Hathaway HomeServices California Properties.

a while,” Dana explains. “This seemed like a good time to reassess my goals for the future. So I left after nine years and I got back into real estate in 2009.”

Re-entering the business, Dana chose to work at a RE/MAX office in Dana Point.

“After three years at RE/MAX, I moved to Prudential, Monarch Beach in 2012, which later became Berkshire Hathaway HomeServices

California Properties. I’ve been here for 11 years now,” Dana smiles.

**RICH BACKGROUND**

Looking back on her education and career experience, Dana notes how it helped to prepare her for the success she enjoys in the business today.

“I think back on my love of psychology and curiosity about human behavior. The desire to follow this path inevitably means you want to help people and better understand them. I am blessed to do this every day in real

estate ... not only with guiding people through the complexities of selling their homes but also in finding their dream homes. This includes helping them relocate, downsize, upsize, or buy and sell vacation or investment homes,” Dana adds.

“You’re providing such a crucial service for people and it is all based on trust. Your relationship with that person is paramount, so building a strong relationship with clients is integral to succeeding in this business. Once they trust you, that’s the

most important thing, and my clients mean the world to me.”

**ALWAYS NEW**

Dana appreciates the intricate and often complex nature of her work.

“I guess I would call myself a professional problem solver. I learn something new every day,” she shares. “That’s one of my favorite aspects of the business — learning from my very smart clients and equally from my very smart friends in the business. It’s great to have a job that is never boring. There’s always something new happening. My father used to say, ‘Do what you love and the money will come.’”

Dana’s drive to constantly learn and hone her craft has paid off in many ways. She consistently ranks among the Top 100 in Orange County among Berkshire Hathaway agents.

**OUTSIDE THE OFFICE**

Away from work, Dana enjoys walking on the beach and taking photos of the ocean and sunsets.

“I really enjoy the beauty of where we live and work. I’m very thankful for that every day,” she notes.

Other passions include wellness and exercise, in addition to spending time with

friends and family. She frequently travels to Sequim, Washington, to visit her mother, Shirley.

“She retired to this idyllic place 30 years ago. It is a beautiful, special area, and my mother loves it,” Dana says. “It is quite a trek to get there, but I’m happy to do it and grateful for her. She made me who I am.”

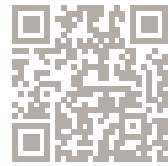
**GIVING BACK**

Dana actively supports her company’s charitable foundation, as well as the Alzheimer’s Association. She is also the secretary of the board of directors for the Laguna Board of REALTORS® and serves on the Professional Standards and Ethics Committee.



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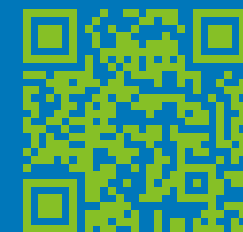
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# SOUTH OC REAL PRODUCERS' 4TH ANNIVERSARY PARTY

AUGUST 28, 2023

We had a wonderful time celebrating our fourth anniversary in print at the beautiful Marbella Country Club in August! We loved seeing you enjoy yourself and build stronger relationships in the industry. You are the best of the best, and it was wonderful to see the synergy happening between the top agents in South OC and our preferred partners!

A special thank-you to our event sponsors, Michelle Rahe with The Escrow Source and Christopher Smith with TheSmithGroup at MortgageOne, Inc! Please see their personal thank-yous to this amazing community on pages 36 and 37, after the gallery.

Our event season is not over yet! **Our 2023 Holiday Party** is coming up soon, on **November 2nd, 5-8 p.m.** More details to come... We're looking forward to seeing you there!

For information on all South OC Real Producers events, please email [michele.kader@n2co.com](mailto:michele.kader@n2co.com).









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# A **THANK-YOU** FROM OUR EVENT SPONSOR **MICHELLE CHANDLER-RAHE** **THE ESCROW SOURCE**

Dear Michele and South Orange County Real Producers,

I want to express my appreciation for the opportunity to participate and for being asked to sponsor the awesome South OC Real Producers' Fourth Anniversary event, held at the prestigious Marbella Country Club on August 28th. It was a distinct honor for me to contribute to this top-notch gathering that united us as a community, marking the fourth anniversary of *South Orange County Real Producers*.

Thank you, from the bottom of my heart, to all of the REALTORS® who came out and attended the event. It was so great to connect with many of you! If I didn't have a chance to say hello personally, I look forward to seeing you at the next event in November.

Please feel free to email me at [michelle@theescrowsource.net](mailto:michelle@theescrowsource.net).

With gratitude,

**MICHELLE CHANDLER-RAHE**  
**The Escrow Source**



Michelle Chandler-Rahe and Michele Kader (Photo by Beach Cities Media)

The Escrow Source, Inc., is a full-service escrow company licensed in the State of California. Headquartered in Laguna Niguel, we serve all of California, but we specialize in Orange and San Diego counties because they're nestled right in our backyard. The Escrow Source is a proud member of the California Escrow Association, a statewide organization of professional escrow practitioners. We pride ourselves on strength, excellence, and integrity in our escrow services to you. Our consistent track record of integrity reinforces our customers' trust in us. Founded in 2011, The Escrow Source understands the ever-changing market and guarantees that your escrow transactions are managed professionally and in a timely manner. Visit us online at [TheEscrowSource.net](http://TheEscrowSource.net).



# A **THANK-YOU** FROM OUR EVENT SPONSOR **CHRISTOPHER SMITH** **TheSmithGroup at MortgageOne, Inc.**

Dear Michele and South OC Real Producers,

I would like to extend my heartfelt appreciation for the privilege of participating in and sponsoring the spectacular South OC Real Producers' Fourth Anniversary Party held at the Marbella Country Club on August 28th. It was a true honor to be part of such a remarkable event and to come together with our vibrant community.

I am deeply thankful to all the dedicated REALTORS® who graced the occasion with their presence. It was a pleasure to reconnect with many close friends and esteemed colleagues, as well as to forge new connections with fellow professionals. If we didn't have the chance to exchange greetings personally, I look forward to reaching out to each of you individually in the weeks to come.

I hope I'll have an opportunity to see you at the next Real Producers event in November!

Please feel free to email me at [christopher.smith@gomortgageone.com](mailto:christopher.smith@gomortgageone.com). I look forward to meeting you!



Christopher Smith and Michele Kader (Photo by Beach Cities Media)

With gratitude,

**CHRISTOPHER SMITH**  
**TheSmithGroup – MortgageOne, Inc.**

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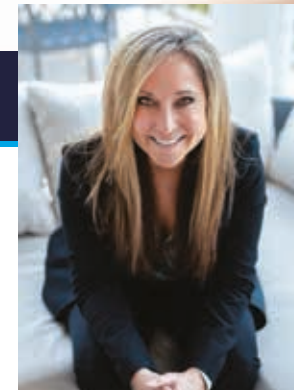
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# JORDAN BENNETT

DEMYSTIFYING THE DREAM

▶▶ cover story

By Dave Danielson  
Photos by WASIO faces





“  
It’s always  
been  
important  
to me that  
I do what  
I say I’m  
going to do.”

Jordan and Kayleigh Bennett are team leaders of Jordan Bennett & Associates Real Estate Team.

When you try to make your way down a path and experience a dead end, it’s only natural to think twice before venturing in that direction again. That’s the same wall of emotion that individuals who have been turned down face as they consider pursuing their path to the American dream.

Luckily, they have people like Jordan Bennett on their side — a professional who takes the time to listen, learn, and find the best way forward.

**BREAKING THROUGH WALLS**

As broker-owner and team leader of the Jordan Bennett & Associates Real Estate Team at Regency Real Estate Brokers, Jordan looks forward to times when he can help others break through the walls that stand between them and their goals.

“I love demystifying real estate. It can be overwhelming and scary. I like problem solving and helping people navigate through those challenges,” Jordan says. “I’m an investor and flipper myself. There’s no better investment vehicle for building long-term, generational wealth. I love helping people to move toward that dream.”

Before starting his own journey in the business, Jordan graduated from Pepperdine University, then worked in public accounting on the auditing side.

“It didn’t take me long to realize that I liked people more than numbers. I wasn’t enjoying the monotony and minutiae of public accounting,” Jordan recalls. “I was always driven, and there wasn’t much opportunity for me in corporate America.”

Jordan’s entrepreneurial spirit started at an early age.

“I remember going door-to-door as a kid selling things,” he smiles. “I would buy toys and sell them in the schoolyard.”

In time, Jordan met a gentleman at a Bible study who encouraged him to shadow him and try real estate part-time.

“I did that, dove in, and earned my license in 2008. Three months later, I had a couple of deals in escrow.”

**SEIZING OPPORTUNITY**

While the transition into real estate can often be challenging, Jordan notes that his entry into the business was fun.

“You don’t know what you don’t know,” he shrugs. “It was interesting because the market was falling apart in 2009. But I wasn’t reading the news ... I was just selling real estate and I didn’t take no for an answer.”

Jordan’s success has continued to build through time. In 2022, he recorded nearly \$70 million in sales volume, representing more than 70 transactions. But he is quick to give credit to his operations and transaction manager, Michele Zuber.

“Michele is my right arm,” Jordan emphasizes. “She is incredible when it

comes to listing coordination, transaction management and closing, as well as client service. I also have a part-time property manager, Chad Williams; a part-time showing agent and marketing coordinator, Sean Holford; my wife, Kayleigh, who co-leads the team and directs our client care events; and two amazing, full-time agents, Leland Pfannenstiel and Athena Casey.”

**FAMILY HIGHLIGHTS**

Away from work, Jordan and Kayleigh treasure time with their children: 15-year-old son, Theo, and 12-year-old daughter, Emma. In his free time, Jordan has an admitted

obsession with beach volleyball. He also enjoys exercise, tennis, hiking, and travel, as well as exploring new restaurants with Kayleigh.

With his understanding and intentional nature, Jordan is engaged and present with both his family and his clients — taking in needed information from those around him to develop sound, solutions-based answers.

“It’s always been important to me that I do what I say I’m going to do. If I say I’m going to call you, it’s in my calendar and I’m going to do it,” he asserts. “I follow through on the expectations I set with people.”

“  
There’s no better investment vehicle than real estate  
for building long-term, generational wealth.”

**I LOVE HELPING PEOPLE TO MOVE TOWARD THAT DREAM.**



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# CHRISTOPHER & HALLIE

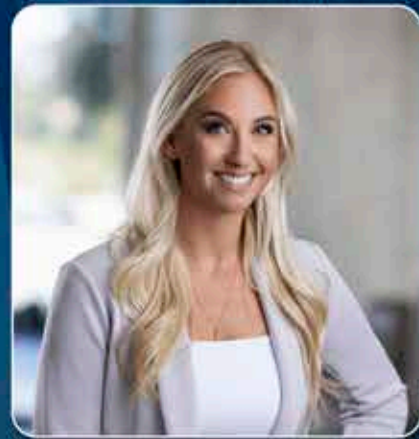
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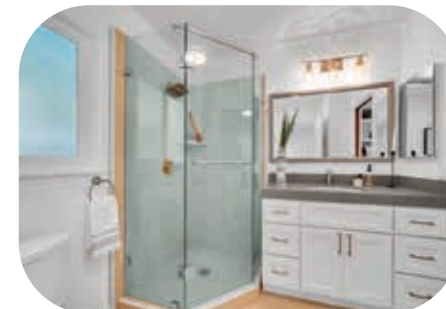
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