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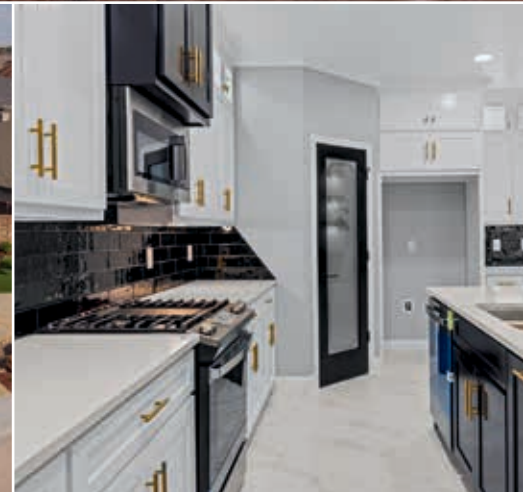
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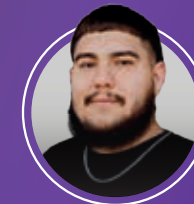


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Melissa Ann Johnson, Vice President Mortgage Originator at Community National Bank, is not just another banker; she's a dedicated professional with over two decades of experience in the financial industry. With a passion for numbers and a heart for helping people, Melissa has made a significant impact on the lives of countless individuals and families seeking to achieve their dream of homeownership.

"If you enjoy what you do, it isn't work," she reasons. "I enjoy helping people and all the different aspects of the job." She found her niche and has helped numerous people in the process.

Melissa's journey into the world of finance began with a twist of fate. Initially aspiring to become a math teacher, she spent her teenage years tutoring fellow classmates in math. However later she was persuaded by a family member to explore a career in finance. Since then, she has never looked back. Melissa's career trajectory includes notable stints at Citi Financial, AIG, and managing a local credit union before finding her home at Community National Bank almost a decade ago.

Driven by her love for helping others and the intellectual challenges of the financial industry, Melissa has dedicated herself to making the mortgage process as seamless as possible for her clients. Her commitment to education and financial literacy sets her apart. For over two decades, she has been counseling clients on credit and financial matters, guiding them through the complexities of the mortgage process with care and expertise.

Melissa's dedication to her craft goes beyond the nine-to-five grind. Always ready to lend a helping hand, she is known among her colleagues and clients for her willingness to assist and mentor whenever needed.

"I love helping people," she shares. "I also like the puzzles of each day, finding that deal and getting people into homeownership." Her ability in mathematics has been instrumental in her career. Overcoming obstacles is nothing new to her; surprisingly, Melissa was deaf for the first 18 months of her life. Despite this setback, she excels in communication. And if you've met her, you know, talking? It's like her own personal sport!

"I contribute my success to my Mom," says Melissa. "She taught me to work hard and treat people the way that I would want to be treated." Being raised by a single mother, Melissa always puts herself in other people's shoes and is empathetic to their situations in life. Her mother's example continues to impact her today as she interacts with her clients, treating them with kindness and respect.

INNOVATIVE PROGRAMS

One of Melissa's proudest achievements is her role in helping to introduce and implement down payment assistance programs at CNB, making homeownership more accessible to those in need. She has also helped train her whole team on the program. Her dedication to staying updated on industry trends and her willingness to share knowledge have made her an invaluable asset to her team and clients alike. "I enjoy helping people any way I can," she comments. When clients call with questions, Melissa is happy to share her expertise with them.

MELISSA ANN JOHNSON

Community
National
Bank

“If you enjoy what you do, it isn't work. I enjoy helping people and all the different aspects of the job.”



doesn't stop at the bank's door. Melissa actively participates in various community events, collaborating with local organizations and charities to make a positive impact. She is involved with the Chamber of Commerce as well as the Odessa Board of REALTORS®.

OUTSIDE INTERESTS

Outside of work, Melissa enjoys spending time with family and friends, traveling, staying fit, and hanging out with her adopted Chihuahua mixes, Luna and Nova. Her energetic companions bring happiness to her life with their playful antics and constant companionship.

“When I'm not working, I enjoy traveling,” she smiles. “I like going to the beach or anywhere with water.” She loves fun in the sun to relax and recharge from the busy world in the mortgage industry.

A COMPASSIONATE ADVOCATE

In Melissa Ann Johnson, Community National Bank has not just a mortgage originator but a compassionate advocate for financial empowerment and community engagement. With her expertise and unwavering commitment, Melissa continues to make homeownership dreams a reality, one mortgage at a time.

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“

Today, I am where I never thought I would be. We have bigger goals every single day and constantly seek new opportunities for ourselves and others. We are delving into the investment world and building long-term legacy pieces—not just for myself, but also for my clients.

Tim Lester

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THE ENTREPRENEUR BEHIND THE TURTLE

Being an entrepreneur isn't for the faint of heart. It takes grit and grace to succeed in today's world with courage and confidence. Native Texan Tim Lester, an Associate Broker with Keller Williams Realty, embodies all those qualities. Entering the real estate industry 5 ½ years ago, Tim has achieved success far beyond what he imagined when he started.

“I come from the small business world,” he reflects. “Real estate started as a shift from another opportunity.” Before venturing into real estate, Tim was instrumental in building a Waco electronics repair company from a meager \$400 a day in revenue to a remarkable \$2 million a year. However, despite the success, he felt unfulfilled because it wasn't his own company. “I am often called a serial entrepreneur,” he smiles, “because I have a really bad habit of starting companies.”

Raised in San Angelo, Texas, where he spent 20+ years, Tim also lived in Waco for 7 years before moving back to West Texas in 2018. He cherishes his love for West Texas, saying, “It was the community that called me home. The people here make it great.”

Road to Real Estate

Tim's journey into real estate began by partnering with a college friend to bring Rapid Real Estate Media to Midland. Leveraging his background in photography and media, along with a bachelor's degree in Journalism from Angelo State University, Tim saw this as his entry point into the real estate world. This venture laid the foundation for his transition into full-time real estate sales.

On Black Friday in November 2018, Tim seized the opportunity to take discounted real estate classes, completing all 180 hours of education in just four weeks. By January, he had tested to receive his license and passed on his first attempt. His initial success was marked by strong relationships with local agents and a keen interest in expanding his business beyond the local market.

Further expanding his real estate footprint, Tim launched the Tortuga Real Estate Group in 2020 under Keller Williams. The unique branding—adopting a sea turtle with each closing—reflects his commitment to giving back. Clients receive a sea



turtle adoption kit (including a stuffed turtle) and can track the turtle's movements for a year, all while supporting the Sea Turtle Conservancy.

"Our goal is to close 100 transactions this year and we're on track," Tim states. "We want to celebrate our clients' new homes while also contributing to a cause we care about."

Tim didn't abandon Rapid Real Estate Media, which continues to thrive. "A lot of what I do – my 'Big Why' – is to create opportunity for myself and others," he explains. This drive has led to multiple ventures, including the founding of Kwik Clean, a cleaning company initially started to help a friend transition into a new career. This entrepreneurial spirit also led to partnering with agent Cameron Willmann to launch The LFRO Exchange, a referral brokerage aimed at providing a win-win solution for referral agents without outdated models.

Focused on Family

Outside of business, Tim is deeply involved with his family and community. His wife, Sarah, and their children, JT (11), and Melody (4), are his greatest joys. Tim and JT enjoy playing Pokemon Go together, and Melody loves to show houses with her dad. Additionally, Tim's involvement with nonprofits and his church, Crestview Baptist Church, underscores his commitment to giving back to the community. He is especially proud to support Sarah's work at Reflection Ministries, a local nonprofit that provides restoration and resources for survivors of human trafficking.

A Heart of Gratitude

Reflecting on his journey, Tim shares, "Today, I am where I never thought I would be. We have bigger goals every single day and constantly seek new opportunities for ourselves and others. We are delving into the investment world and building long-term legacy pieces—not just for myself, but also for my clients." He has a heart of gratitude for the many who came before and patiently guided him.

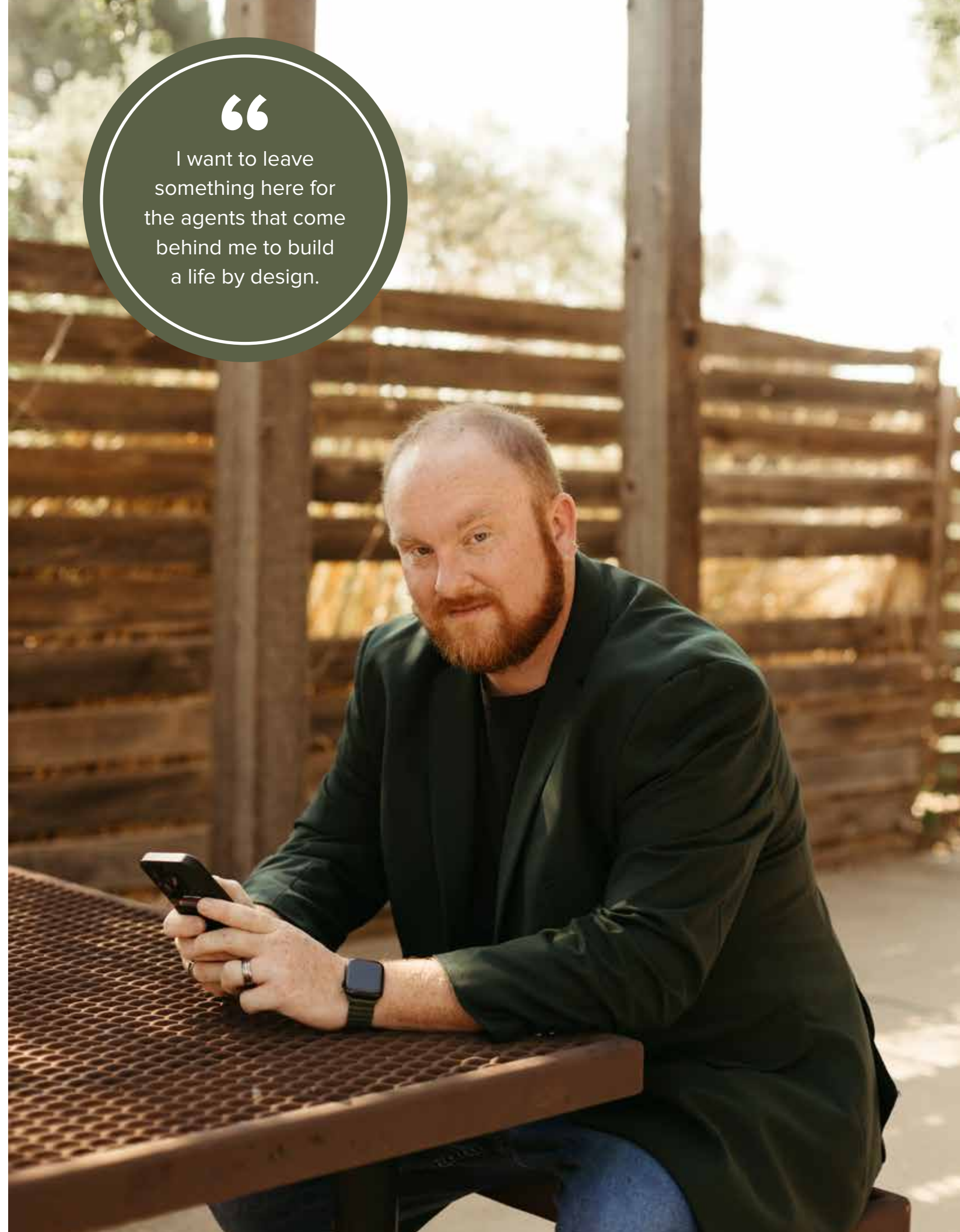
Tim's advice for aspiring entrepreneurs is simple yet profound: "Get a mentor and get connected. Ask questions. Don't assume that you know the answer." His favorite quote, "Grow or Die," encapsulates his vision of continuous personal and professional growth.

As a member of both the Texas REALTORS® Association and the Board of Directors for the Permian Basin Board of REALTORS®, Tim is committed to shaping the future of the real estate industry. "I've got another 35+ years to work. I want to leave something here for the agents that come behind me to build a life by design."

In every aspect of his life, Tim strives to be known for his ability to create, see, and fill opportunities. He says, "I've been given so much in my life." Now, through his ventures and community involvement, Tim is helping others, exemplifying the entrepreneurial spirit and leaving a lasting impact on all those around him.



“
I want to leave something here for the agents that come behind me to build a life by design.”



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By Jacki Donaldson
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In the heart of the bustling Midland-Odessa area, where the oil rigs stand tall and the spirit of entrepreneurship runs deep, exists a beacon of innovation and success in the real estate industry. At the helm of RE/MAX Energy Real Estate Company, you'll find an extraordinary duo, a mother-daughter power broker team: Lexi and Laura.



Laura Miller had no idea while pouring her heart and soul into her teaching career that she and her daughter, Lexi Butz, would one day join forces to enthusiastically tackle the real estate market. Seven years later, they have closed more than 300 transactions, risen to the ranks of top sales agents and carved out a niche for themselves as leaders and visionaries.

The native Midlanders credit their success to their strong faith in God, their dedication and perseverance and the power of education. Armed with a business degree from Texas Tech University, Lexi brings a strategic mindset and a keen eye for opportunity to the table. “Her knack for negotiating and understanding market trends have been instrumental in driving our brokerage’s growth and solidifying its position as a trusted name in the industry,” Laura shares.

Lexi is equally complimentary of Laura. “Laura brings a unique perspective to the business, having had a successful teaching career, including a master’s degree in her academic pursuits, for many years,” she remarks. “Her passion for education permeates every aspect of her work, from her patience in guiding clients through the complicated intricacies of the real estate process to nurturing the endless talents of the team.” Laura’s empathetic approach and ability to connect with people on a personal level have earned her the respect and admiration of all who have the privilege of working with her.

What sets Lexi and Laura apart, however, is not just their individual talents but the synergy and cohesion they bring to their partnership. The formidable team conquers any challenge that comes their way, and they are not content to rest while the market and laws change. They prioritize continual learning and professional development for themselves and their team, ensuring that they stay ahead of the curve and provide their clients the highest levels of leadership, information and service. “Giving our best to every client is our ultimate goal,” Lexi asserts.

“Giving our best to every client is our **ULTIMATE GOAL.**”

Real estate has fundamentally changed Lexi and Laura’s lives, and they wholeheartedly embrace guiding clients through the process of buying and selling, experiencing the joys, the ups and downs and the determination to find each client their desired space. They are overcome with emotion at times with the journeys and testaments they’ve become a part of as they build relationships with people who were once strangers. Success, to them, requires grace, grit and endless energy. That energy is the impetus for their brokerage name.

RE/MAX Energy, a nod to the area’s oil and gas industries, channels Laura and Lexi’s unparalleled enthusiasm, and their office, located at 1025 N Midkiff Rd., radiates a welcoming and vibrant spirit with its modern, minimalistic design showcasing a stunning red, white and blue theme. The guest chairs and couches, draped in beautiful dark blue velvet, exude elegance and comfort. The desks, crafted from white marble, perfectly contrast with the striking red agent chairs, creating a bold and dynamic workspace. A custom filming space, designed for top-notch content creation, adds to the office’s innovative edge, and a fabulous balloon arch serves as a lively backdrop for filming and vibrant client photos. Every moment in the office feels celebratory.

As Lexi and Laura reflect on their accomplishments and continue to lead RE/MAX Energy Real Estate Company, they rejoice in how every detail has fallen into place, and they are poised to inspire others. “We are incredibly thankful, and as a family business, we welcome agents to join us so we can help them grow and be as successful as they want to be,” they comment. They look forward to a future filled with meaningful connections and countless success stories. With their hard work, collaboration and commitment, anything is possible, and one thing is for sure: The sky’s the limit for this remarkable mother-daughter power broker duo.

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