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COVER STORY

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Good Dog Inspections

STAR ON THE RISE

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If you are interested in contributing or nominating Realtors for certain stories, please email us at [katie.macdiarmid@realproducersmag.com](mailto:katie.macdiarmid@realproducersmag.com).

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- *Why don't more people do this?*
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- *The process was easy to follow and it was much more convenient for us than going into a facility.*
- *Thank you for respecting my time. Such a time saver.*
- *Great session. I like the electronic version.*
- *Susan helped us thru some challenges with my wife signing from Mongolia.*
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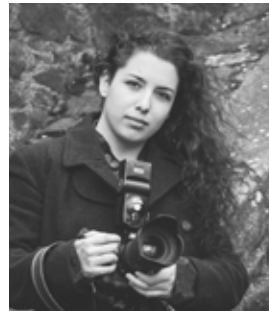
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# Anthony James

Anthony James is a visionary leader dedicated to empowering and uplifting others. Known for his innovative approach and unwavering commitment to helping people succeed, he approaches every relationship and challenge with passion and care. This dedication to making a difference is deeply rooted in his upbringing.

Born and raised in Salinas, California, Anthony grew up as the eldest of five children in a single-parent household. His mother was a bartender and worked tirelessly to provide for her family — though financial stability was a constant struggle. “Times were tough,” Anthony recalls. “I was driven at an early age to make something of myself and become a generation changer for my family. I wanted to pave a path for my mom, my siblings, and my future family.”

Anthony moved to Sacramento at 18, determined to change his family’s future. Working multiple jobs to pay for his education, Anthony attended junior colleges before graduating from California State University, Sacramento (CSUS) in 2005. It was during his time serving tables at P.F. Chang’s that a chance meeting with a real estate manager from RE/MAX Gold changed the trajectory of his life.

“He said, ‘You have a fun personality. Have you ever thought about real estate?’” Anthony recalls. “I didn’t know what he meant. I didn’t even know you could buy a house — I never owned anything and had no clue what real estate was. So, I said, ‘Sure, sounds interesting.’”

Intrigued by the suggestion to try real estate, Anthony got his license in 2002 at the age of 21. He joined RE/MAX Gold and was mentored by a Mike Ferry-trained Team Leader. This early mentorship involved rigorous training, focusing on scripts and dialogues, and targeting FSBOs (For Sale By Owner) and expired listings. Unlike most new agents who start with buyers, Anthony dove straight into seller business, facing significant challenges due to his youth and inexperience.

Despite these hurdles, Anthony’s commitment to learning and his reliance on the RE/MAX brand helped him succeed. He recorded himself practicing scripts, falling asleep to these recordings to ensure they became second nature. This dedication paid off as he began listing 3-4 homes a month at his peak — just as the economy started to slide into recession.

As the market began to shift in 2006, Anthony decided to move to San Diego with a friend, seeking a fresh start. “I was 25, had just graduated from Sac State and the market was terrible. I didn’t know what I was going to do,” he shares. “I started working for a 1031 exchange company accommodator in San Diego, but was laid off when everything dried up in 2007.”



▶▶ celebrating leaders

By Chris Menezes  
Photos by Nicole Sepulveda Photography

**RISING ABOVE  
TO LEAD INSPIRE**



“

My vision is to help our Agents maximize and leverage the RE/MAX brand to grow successful and sustainable businesses that will positively impact their lives and their families for generations to come

Undeterred, Anthony returned to RE/MAX, this time at Coastal Properties in San Diego. He began working on short sales and foreclosures while also side-hustling as a DJ and server at P.F. Chang's again to make ends meet. Despite all his best efforts, however, his financial obligations and debts forced him to file for bankruptcy in 2008, foreclosing on two properties and even losing his car to bank repossession in the process.

During this challenging period, he met his now-wife, Nikki James. "We were both working at P.F. Chang's, and she was going to San Diego State. I was at the lowest of lows — my car was just repossessed, and I was driving this old used car. But we fell in love," Anthony shares.

Determined to weather the storm, Anthony kept plugging away at real estate, doing short sales and foreclosures. After being laid off from a marketing firm, Nikki joined Anthony in real estate in 2010 and they married shortly after.

In 2012, Anthony and Nikki relocated to Northern California and joined RE/MAX Gold in Roseville. Their goal was to establish a solid business foundation before starting a family. Anthony's hard work and leadership skills soon caught the attention of RE/MAX Gold's executives, and in 2013, he took on his first managerial role.

Over the next several years, Anthony climbed the leadership ladder, building and managing multiple offices and eventually becoming the Broker of Record and Vice President of Professional Development for RE/MAX Gold. His innovative approach and ability to grow and support agents were recognized throughout the organization, leading to his promotion to President in 2023.

While Anthony was honored by his new role and excelled in corporate leadership, he missed working with agents one-on-one, being in the trenches with them, and helping them build successful businesses with all the tools available to them at RE/



MAX Gold. He also craved more autonomy in his personal life, to be more available to his growing his family.

Stepping down from his executive role, Anthony embarked on a new venture this year — building his own office partnered with RE/MAX Gold. This new office/team concept allows Anthony to build his own brokerage while leveraging everything RE/MAX Gold offers. And because he doesn't have the distractions of developing his own book of business, he can put 100% of his focus onto what he loves the most — building and developing an office of successful agents.

"It's about having agents be the best they can be, using my experience to achieve that, helping them succeed using the tools and resources of RE/MAX Gold," Anthony explains. "Most agents only utilize a fraction of the tools and resources available to them. I know exactly what those tools are and how to help agents take full advantage of them to grow their business."

Outside of real estate, Anthony and Nikki are deeply involved in their community, church, and kids — Leighton, Garner and Sloane. Anthony coaches his son's baseball team, while Nikki coaches their daughter's soccer team. They enjoy spending time as a family and are focused on soaking up each moment they have together.

Anthony's journey is a testament to the impact of dedication and vision. From his humble beginnings in Salinas to becoming the President of RE/MAX Gold, and ultimately choosing to focus on a more personal approach to mentoring agents, Anthony exemplifies the power of resilience and leadership. He has not only changed his own family's generational trajectory but also continues to help others do the same. His commitment to empowering others and building strong, successful teams drives his ongoing success, inspiring those around him to chase their dreams.



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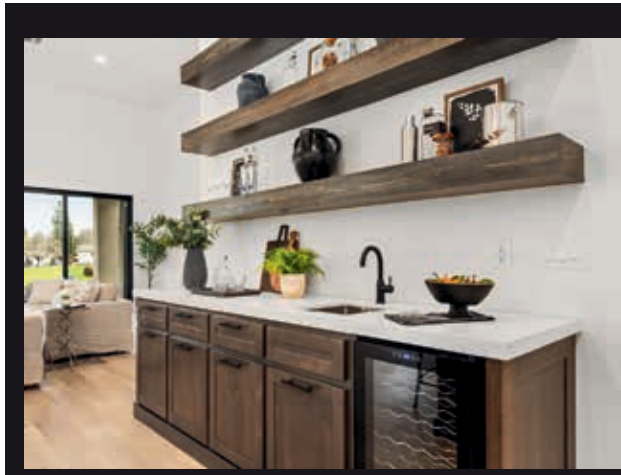
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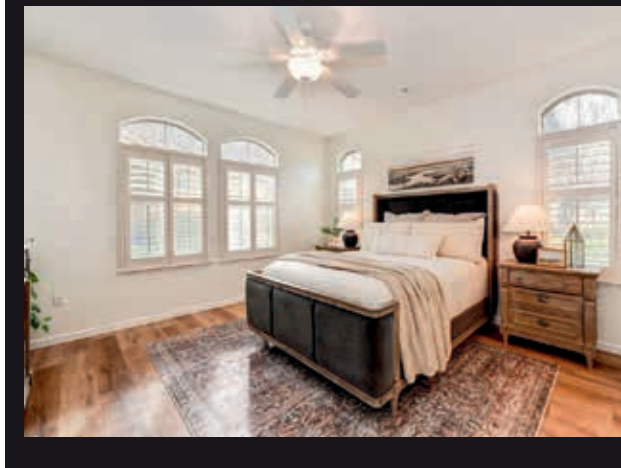
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# PETER KIRCHGESSNER GOOD DOG HOME INSPECTIONS



## partner spotlight

By Brandon Jerrell  
Photos by Ashley Maxwell Photography

### AN AGENT'S BEST FRIEND

Home inspections are a meticulous and comprehensive task that requires the most sensitive sense of smell to sniff out every detail. With that said, what better nose can you hire than that of a good dog?

That is where Good Dog Home Inspections excels. As a home inspection company that focuses on home buyer inspections, pre-listing inspections, and 11-month warranty inspections for new construction, they are certain to hunt down every item of note.

Peter Kirchgessner, the owner of Good Dog Home Inspections, takes pride in his business' technical know-how and service levels.

#### FINDING THE PERFECT MATCH

Peter grew up in Virginia where he was raised by his mom and, to an extent, his older sister. "My mom went to college and then went on to get her master's degree while working full time as a nurse and raising two kids," he shares. "Seeing this certainly shaped my work ethic and my belief in myself – that I can make it through anything. That has come in pretty handy!"

For twenty years of his professional career, he worked in the travel industry as a COO of a global passport and visa service company. Due to a non-compete contract after the sale of that business, he was unable to work in the travel industry for five years. During that time, he ended up teaming up with a college roommate and joined his

construction company which is what introduced and led Peter to becoming a General Contractor.

He shares that one of the greatest motivators for him to stick with this new role was the locality of the work. "The biggest change was that I wanted to do something locally where I didn't have to travel for work."

Service levels in that particular industry was a frustrating experience. "Having a very long career where service was a critical aspect, I was really struggling with the lack of service in the construction field. Phone calls that don't get returned, work not completed on time, and budgets that are not followed were all obstacles that I was just not comfortable with. I wanted to find something where I could marry my travel-related service background with my hands-on construction background, and I stumbled into the Home Inspection industry."

"It's really the perfect match for me," he claims, "and I take a lot of pride in delivering a high level of service to both my clients and their REALTORS®."

#### EXCEPTIONAL SERVICE ON ALL FRONTS

Peter takes pride in the fact that he is able to talk to his clients and their REALTORS® in a non-alarming way while discussing things that many would consider scary. He adds that this is especially true with first-time home buyers. "How we communicate our findings is the single most important aspect of what we do," he summarizes.

After talking with Peter, it is clear that he deeply understands the role that a REALTOR® plays throughout the entire process. He explains that the REALTORS® typically own the relationship with his clients as they are much more intimate with understanding how the client feels. Whether the client is savvy or nervous. Whether the client is knowledgeable on the components of a home. And of great importance, the REALTOR® knows how to best prepare the client for what will be discussed and how to move forward.

“Usually, home inspectors have a morning with the client, but the REALTOR® has spent months or years in the relationship with the buyer or seller, and I know how to let them lead while still delivering my service at a high level.” He compares this as being a very similar dynamic to his previous relationships with travel managers at corporations — the end goal is about helping the client in the best way possible.

It should go without question, but Peter has a comprehensive familiarity with all of the systems of a home. “From plumbing and electrical to managing design and permits with the city,” he lists.

“The reality is that most things on inspection reports are not huge ticket items, but the reports often seem like they are enormous problems. Thank the insurance companies for that! Being able to effectively communicate the significance of a problem and how to go about mitigating the issues is invaluable to the client and the REALTORS® representing them.”

#### PUTTING LIFE ON HOLD

A few years ago, Peter was diagnosed with Colon Cancer. Unsurprisingly, he lists that experience as both physically and emotionally difficult. Then, just as he was getting past that, he was diagnosed with Leukemia. “I’m a two-time cancer survivor. Hearing the C



word and what it does to your family is life-changing and it tested me more than I even realized at the time.”

“Telling your teenagers twice in a year ‘I have cancer, but everything is going to be okay’ takes a toll on them, and that pain has left a mark. Luckily for modern science and those that donate to the Leukemia & Lymphoma Society (LLS) for continued research, I’ll live a long life of driving them crazy.”

During his battle, he had to put his work on hold as he shut down his business for roughly eight months. “Calling my top clients and telling them to use my competition was very

hard on many levels, but every single one of them came back which means so much to me. Their response and support blew me away and I feel incredibly lucky to have them on my side.”

Peter shares that this experience made him much more aware of what is truly important. “A lot of the cliché things that tragedy or big-time scares do to and for people all happened to me in a relatively short period of time,” he summarizes. “One of the best parts is knowing how big of a community I have around me that cares about my family. It was an overwhelming amount of support that made me want to have deeper relationships across the board.”

#### GIVING BACK ALL OVER

Giving back to the community and the organizations that mean a lot to him is a major factor in the way that Peter conducts his business.

“I’ve gotten a lot of satisfaction from supporting other survivors in the Colon Cancer community and the Leukemia community. Leukemia & Lymphoma Society (LLS) does a really good job locally with providing resources to survivors and their families. They raise a ton of money for research through events like Light The Night and their Student Visionaries volunteer program. I’m getting more involved with raising money within these events and I’m also a peer mentor to newly diagnosed patients. All of this has given me something bigger to be a part of and it is all very fulfilling.”

It is no surprise that Peter is an animal lover as the name of his business suggests. As a reflection of his love for animals, he takes pride in the fact that he donates 15 dollars of every REALTOR® referred inspection to the Sacramento Society for the Prevention of Cruelty to Animals (SPCA).

He is also very active in the Sacramento Association of REALTORS®. He is a Strategic Partner as well as an active member of the Women’s Council of REALTORS®. In addition, he is a member of the 2024 SAR Leadership Academy.

#### FAMILY FOCUSED MOTIVATION

Peter and his wife have two teenagers: “My son August is leaving for Cal Poly in the fall and my daughter Isla has two more years of high school.” They also have a few pets: “We have two dogs, Malcolm and Ty Jerome, and our cat Bennett — all named after Virginia basketball legends.”

Outside of business hours, Peter coaches basketball at Del Campo High School. He also enjoys mountain biking, camping, and taking the dogs to the river. “Recently we’ve taken up more gardening, but the two dogs are trying to stop that,” he adds.

There is no doubt that the future looks bright for Peter Kirchgessner and Good Dog Home Inspections, but for now, he is content with simply living in the moment. “I really try not to think too far into the future anymore in my personal life. It’s not that I don’t plan, it’s just that I’m trying to focus more on today. That said, the goal for my business is to work with people that I enjoy being around, do a great job, and the rest will take care of itself.”

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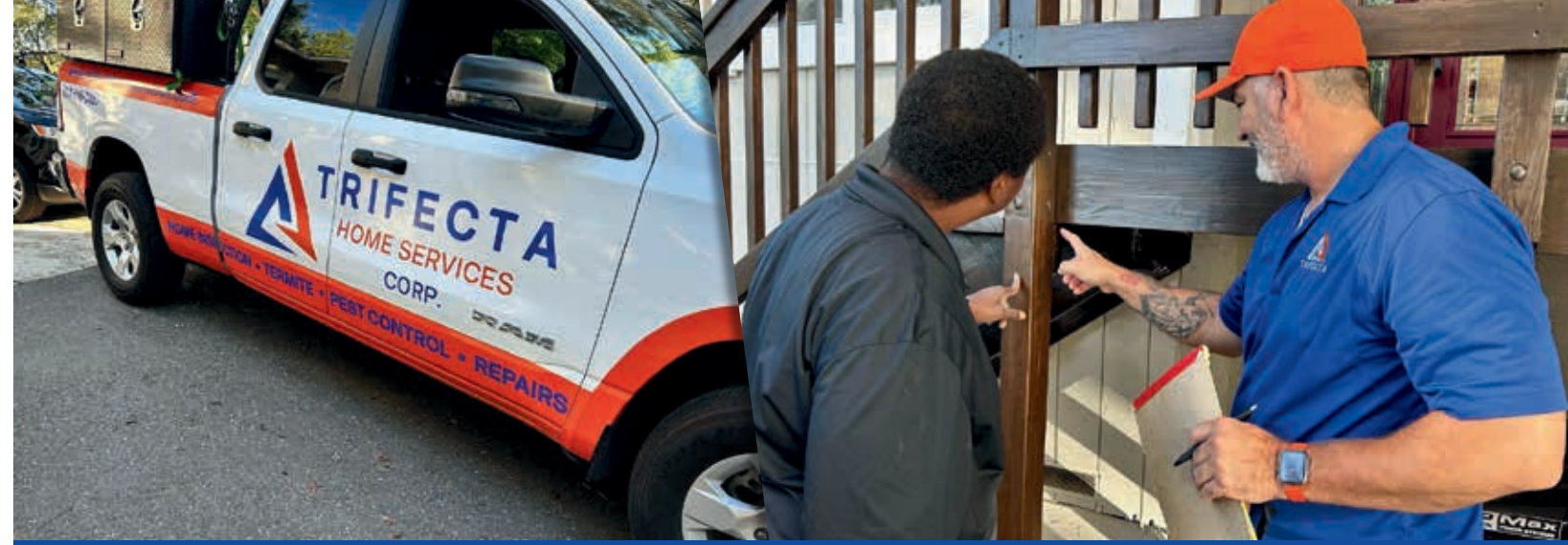
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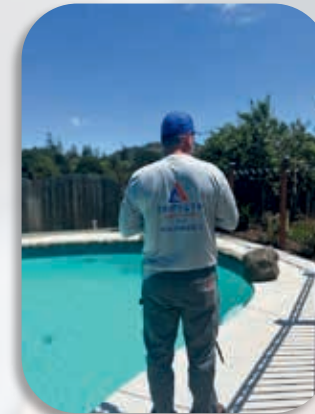
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# LEO WHITTON

FOUNDING MEMBER



Leo's decades-long career in the mortgage industry has been inspired by his commitment to people. As a mortgage advisor, Leo's goal has always centered around "forging meaningful relationships with his clients, becoming a trusted mortgage advisor and even their friend." Since 1993, he's done just that, guiding aspiring homeowners as they navigate the ever-changing landscape of the housing market and the various economic seasons at play.

He has spent nearly 20 years in wholesale, supporting hundreds of mortgage brokers, and managing large teams of Account Executives throughout Northern California. At this time, his wholesale personal production has exceeded more than \$4 billion. This experience has helped him transition back to being a loan originator.

A pillar in the lending community and stalwart in Sactown's business scene, Leo has been a longtime member of the California Association of Mortgage Professionals (CAMP) since 2005. His energy and love of the industry soon caught the attention of his peers, who voted him a board member for the Greater Sacramento Chapter in 2007. Leo then went on to become the president of that Sacramento chapter and served four terms as president. In 2017, he was named vice president of the California Association of Mortgage Professionals at the state level, a distinct honor and achievement.

Early 2019, Leo stepped into the next phase of his career as a founding partner of Empire Home Loans alongside Anthony Lombardo and Julie Yarborough. Combined, the trio has an impressive 75 years of industry experience and is taking the independent lender channel by storm. As Vice President of the rapidly growing brokerage, Leo is motivated by the return to his roots as a mortgage broker. "I've spent the last 20 years educating and supporting others, so I felt it was time for me to jump back into originating so that I can give my clients more personal attention." Teaming up with Julie Yarborough and Anthony Lombardo to build Empire Home Loans has made the decision to return to loan origination an easy one for Leo. What started as a crazy idea among three friends in Sacramento is now an award-winning independent mortgage brokerage with offices from sea to shining sea.

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▶ star on the rise

# JESSICA LAMAR

Meet Jessica LaMar with House Real Estate, this month's Star on the Rise. Even at an early age, Jessica always knew she wanted to be an entrepreneur. "When I was 12 years old, we had a huge avocado tree in our front yard. It produced more fruit than we ever knew what to do with ... Not knowing what else to do, we put together an avocado stand to start selling them out in front of our house. I think we sold 4 for a \$1, killer deal! I can't remember how much we made or how many we sold but I loved meeting people, making them happy and I got to make money doing it! It was a win, win, win," she laughs. This entrepreneurial spirit has paved the way to her success in her Real Estate career.

## How many years have you been a real estate agent? How did you enter the field?

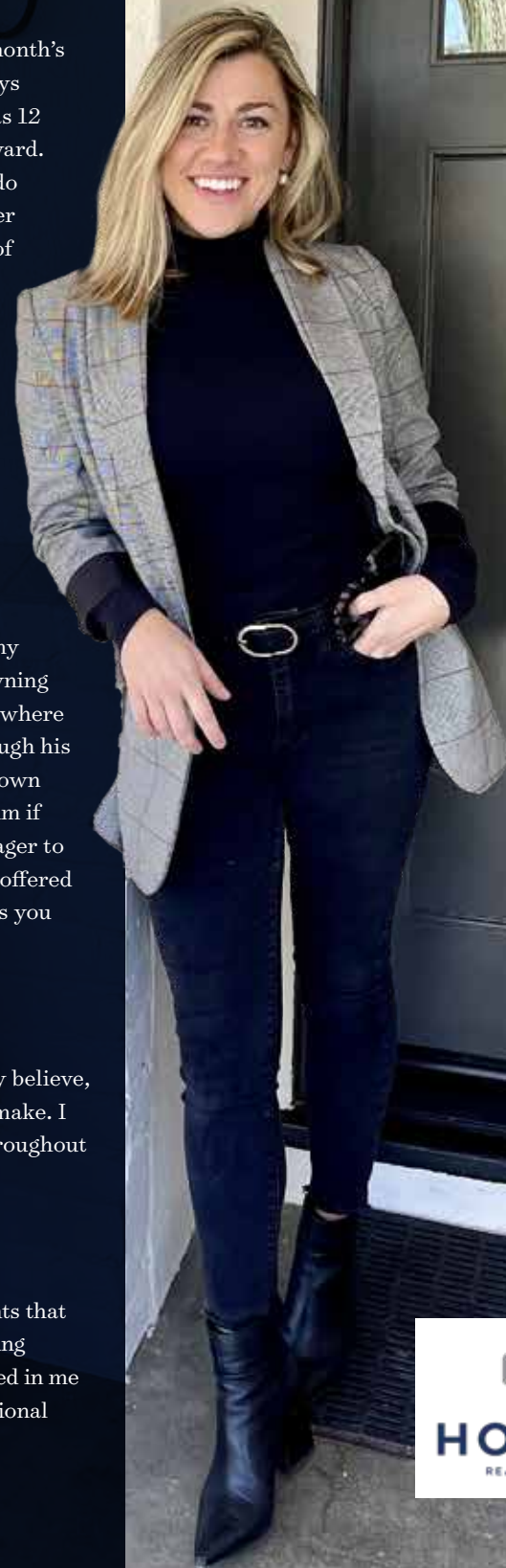
This is my fourth year in real estate, and I never planned on selling homes. When I got my license, my husband and I were planning to pursue a path in owning rentals, but I knew there was a lot to learn. That is where Tim Collom came into the picture. I knew Tim through his lululemon ambassadorship and that he was well known in the Sacramento Real Estate world. So, I asked him if there was any possibility of job shadowing. I was eager to learn more, so we met and right then and there, he offered me a spot on his team. There are some opportunities you just say yes to, and this was a "Heck YES!"

## What are you most passionate about right now in your business?

Changing people's lives. It sounds cheesy but I truly believe, buying a home is the biggest decision most people make. I love to support them both legally and emotional throughout the process.

## What has been the most rewarding aspect of your business?

Watching my community grow. I grew up with parents that were heavily involved in our community. From starting non-profits to opening a school, it was always instilled in me to give back to my community. It's become a foundational part of my business.



## What is your favorite part of being a REALTOR®?

Meeting people I would have never met otherwise. Working in real estate, you meet all different kinds of people. People with different interests, background, and goals. It really opened up my community and I love how it has made Sacramento feel like a small town.

## How do you define success?

My old answer would have been "get a little better each day" or "hitting my numbers" but in recent years that has changed. Today, I define success as being *adaptable*. Each day can bring unexpected challenges — kids getting sick, the dishwasher won't start, a deal falls through. Whatever it may be, how am I adapting to those changes with grace and giving that same grace to my clients when things come up for them too because it happens to all of us.

## To what would you attribute your rapid success in the industry?

There are a couple things that I believe contributed to my success. The first, was having 12 years of sales experience in different industries prior to real estate.

There isn't anything that can substitute for practice. The second, I had two amazing mentors. I was very fortunate to land at House Real Estate when it was first getting started.

## What sets you apart?

What sets me apart is my ability to ask questions. That can look like asking my clients questions to figure out what they want in a home, or it may look like asking questions to navigate negotiations. I think my ability to ask the *right* questions creates transactions where everyone wins.

## What are your future goals and your plan for obtaining them?

Within 5 years, I want to be ranked among the top 25 agents in Sacramento County. I have this goal not for the ego of any sort of ranking, but because I want to build a great community here in Sacramento. Getting to this ranking would mean that I've helped hundreds of individuals and families, supported local businesses and built up our community to be better than it is today.

## What advice or recommendations would you give to agents just starting out?

My first recommendation would be to find a great mentor. Someone you trust and is where you want to get to in your career. The second is to be fearless. Almost everyone has imposter syndrome when starting something new but don't let that hold you back. Put in the work every day and lean on what you know you can do.



PUT IN THE WORK EVERY DAY AND LEAN ON WHAT YOU KNOW YOU CAN DO.

## Tell us about your family.

I have an amazing husband, Matt and two beautiful girls, Sloane (4) and Reese (almost 2). Matt and I have been together since college at SDSU; 13 years now. We moved back to Sacramento in 2017 to be closer to our families and it was the best decision we ever made. Matt and I both changed careers when we moved back. He works as a paramedic firefighter with Sac Metro Fire Department. We love the community that has been built in both our careers. Building community has become a core value of our family, and we hope our girls carry that into the next generation.

## What are your hobbies and interests outside of the business?

Being on the American River Trail as much as I can — walking, running or biking, I love all of it!





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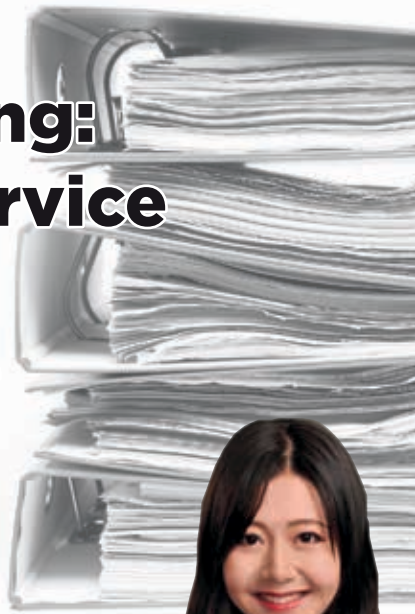
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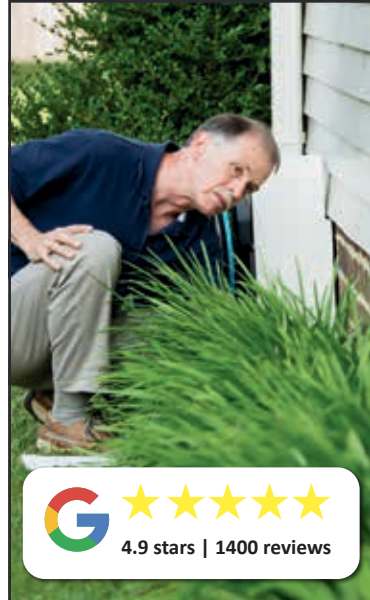
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# BRIAN



# ZAMORA

## DIVERSITY HELPS SET THE GOLD GROUP APART

While REALTOR® Brian Zamora and his team The Gold Group's strength comes from members' unity of purpose and passion, perhaps its real power lies in its diversity.

"My primary goal is to make sure everyone on the team has the same mindset and passion to be their very best and to provide the very best service to our clients," he says, describing team members as "young, ambitious and diverse."

That diversity is readily apparent in agents with different cultural backgrounds, about half of whom speak a second language. Brian himself is Filipino and his wife, Molly, also a member of the team, is Vietnamese.

Whatever the formula for the team's success, it has consistently ranked in the top 1 percent of Northern California REALTORS® since its launch in 2018.

Born in San Jose and raised in Elk Grove, Brian's path to real estate came after a career as an admissions counselor for Heald College, a job he says gave him invaluable insights into working with people.

"It was a role where I helped young adults find a career path, better understand those paths and essentially help them achieve their dreams," he says, parallels that have been proved useful in working with clients as well.

### profile ◀◀

By David Cornwell  
Photo by Olha Melokhina Photography



He still uses the same procedure he once used to qualify potential students in teaching his team how to qualify buyers.

It was also at Heald College where a real estate professional told Brian he had the right personality and skillset to be very successful in real estate. That motivated him to attend night licensing classes at Cook Realty in Southland Park, getting his license in 2014. After that his career took off and he hasn't looked back.

Growing up in Elk Grove and watching the transformation of the Sacramento metro area over time has given Brian an edge many REALTORS® lack.

"When my family moved to Elk Grove in 1991, it was really a one-stoplight town," he says. "Now we're a big city."



"When I'm in front of a client, I get to tell them I went to that school, had a friend who used to live there, that's a good place to eat and so on," he says. "There's no one who knows this city better than me."

At home, he and Molly are parents to eight-month-old Kenzo, Zac, 9, and Ethan, 14.

"They say behind every successful man is a strong woman," Brian says of Molly. "And while some people might think I'm the brains behind the operation, I'm really just the executor—she tells me what to do and I'm just the muscle."

"It's a great partnership because we work so well together," he says. "Seeing each other for 24 hours a day might drive some couples crazy, but not us."

"We're together all the time and I love it."

Married in 2022, the couple went to the Maldives for their honeymoon, enjoying a hut right over the ocean. It's one of many trips they've taken or planned, the desire to travel being a huge motivator.

"We're big on traveling and I think that's what really fuels why we want to be as successful as we can, because our goal in life is to travel the world."

So far their itineraries have included several trips to Japan, with one planned this Thanksgiving for themselves and all three children. They've also been to the Philippines, Taiwan, Singapore, Hawaii and much of the rest of the country as well.

With his pilot's license, you will also occasionally find Brian traveling by air, renting for now but perhaps buying his own plane in the future.

Also in the future, he'd like to grow The Gold Group into one of the biggest and most successful names in California.

"I wouldn't be where I am today without my team," he says. "It's not just about the awards but about personal development. I care deeply about this team because they are like my family."

"You can go places alone, but if you want to go far, you should go together."

Brian says team members constantly challenge one another to be better and aren't just about business.

"We love having fun together and thrive on innovation. So we're consistently implementing new ideas that set us apart."

With a degree in business and marketing, Brian says one area of innovation of which he is particularly proud is his firm's social media marketing.

"We have a lot of fun creating fun videos to market properties," he says, adding you'll find some of his favorites on Instagram pinned under @AgentBrianZ.

"Again, I wouldn't be where I am without my team," he says.

"What I've always been taught is that by leading people and helping them get to where they want to be, you'll also get to where you want to be."



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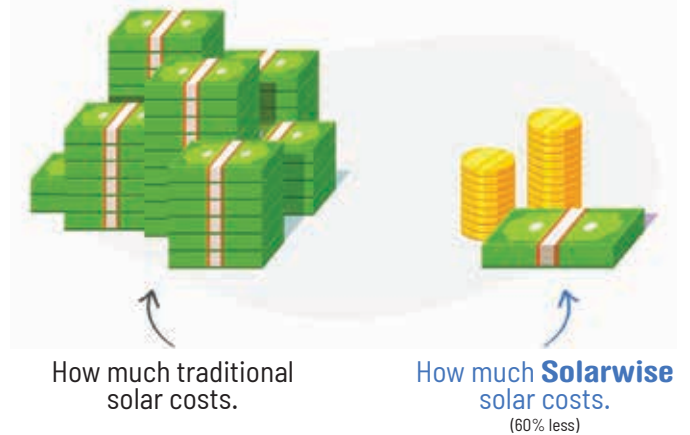
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# SHERRI WALKER

THE DOG-LOVING REALTOR® REDEFINING REAL ESTATE FOR SENIORS

## cover story

By Chris Menezes  
Photos and Cover Photo by Olha Melokhina Photography

In the competitive world of real estate, where every agent seeks to carve out their niche, Sherri Walker has found a unique and heartfelt way to stand out. Known as the “dog-loving REALTOR®,” especially in Sun City Roseville, Sherri’s business is deeply rooted in her love for dogs and her dedication to helping seniors in 55+ communities.

In addition to her dog loving qualities, Sherri has been described as “an amalgamation of a kind human and a negotiating machine.” Her sales prowess and business acumen come from over 20 years spent in the high-stakes environment of corporate recruiting in Silicon Valley. Specializing in high tech and biotech sectors, she matched C-level executives with top-tier positions, negotiating salaries and selling benefits.

Originally from the San Francisco Bay Area, Sherri lived in San Francisco most her life. Her academic journey took her from Santa Barbara, where she earned a degree in organizational behavior, to Cornell University, where she completed a program in human resources management. These experiences combined with a long career in recruiting equipped her with skills that seamlessly transitioned into real estate.

“I found the skillset required for recruiting to be remarkably similar to real estate. Instead of matching people with jobs, I now match them with homes, negotiating deals and ensuring they find the perfect fit,” Sherri explains.

Sherri’s entrance into real estate was not entirely deliberate. Through the great recession, she saw 250 of her recruiting friends lose their jobs, including herself. Seeking respite, she moved to her parents’ lake house in Lakeport, where, after a year of trading stocks for a living and contemplating her future, she moved to Roseville to be closer to her parents during their golden years. The idea of flipping houses sparked her interest. So, she enrolled in a real estate school at Keller Williams.



“I didn’t intend to become a real estate agent, but once I started, I realized how much I enjoyed helping people, especially seniors. I didn’t want them to be taken advantage of, and that’s what fueled my passion,” Sherri recalls.

Sherri joined a team at Keller Williams for her first year to learn the ropes. While her experience in corporate recruiting was a boon to her budding career, she encountered many challenges. The daily grind of cold calling, prospecting and trying to hit her numbers was daunting, and learning to deal with rejection was a challenge. However, once she stepped out on her own, she began to grow her business more organically. And her dog helped her do it.

Sherri decided to get a dog shortly after getting into real estate. Wanting to give her new dog a good life, she resolved to take him to the park across the way from Sun City Roseville every day. This simple routine led to eight sales originating from the dog park that first year, proving that personal connections were key.

“I was meeting and talking with people every day, listening to what they were missing in their agent. They needed someone who could really listen, help pack, do estate sales, 1031 exchanges, handle the emotional part of the move, and deal with adult children thinking a real estate agent would take advantage of them.” Sherri explains.

Now, Sherri lives and works in Sun City Roseville, where 60+% of her business is focused. After starting a YouTube channel—Real Estate and Retirement—she began to expand her reach.

I DIDN'T INTEND TO BECOME A REAL ESTATE AGENT, BUT ONCE I STARTED, I REALIZED HOW MUCH I ENJOYED HELPING PEOPLE, ESPECIALLY SENIORS.





MY DOGS ARE MY BABIES. IT'S HARD TO BE UNHAPPY WITH THEM AROUND; THEY ARE ANGELS ON EARTH.

"My YouTube channel began as a niche channel for Sun City but grew to include other 55+ communities and retirement topics. It's been a valuable tool for reaching clients and sharing knowledge," Sherri notes.

Although Sherri ultimately decided to become a real estate agent and not a flip investor, she did become a very successful buy and hold real estate investor. She currently owns eight long-term rentals and just recently purchased a beautiful home on the beach in Bodega Bay, which she will be using as her first Airbnb/short-term rental asset.

"This is definitely next-level success for me as an investor," Sherri emphasizes. "My friends, family and colleagues will be able to utilize this Airbnb in Bodega Bay, where they can listen to the sound of waves and enjoy the serenity and peace of mind that is inevitable while staying there."

Outside of real estate, Sherri likes to spend quality time with her parents, who live next door, playing cards with them in the evenings. She is the president of the dog owners' group in her community and enjoys hiking, playing pickleball, croquet, riding her cruiser bike and just enjoying her golf cart community. And of course, her dogs—Toby, Sophie, and Georgie—are everything to her.

"My dogs are my babies. It's hard to be unhappy with them around; they are angels on earth," she says with a smile.

As Sherri continues to grow her business and support her community, she embodies the spirit of perseverance and empathy, proving that success is not just about reaching goals but also about the journey and the connections made along the way, whether human or canine.

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