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If you had told me that I could sell over \$14 million and close over 40 transactions in my first two years of real estate, I would have scoffed and said, “Yeah, right!” Looking back, I realize I had no idea what these first two years of my journey as an agent would really entail for my family and me. Being a REALTOR® is more than a transaction. For me, it’s building relationships and lifelong friendships; being able to help families not just find a house but a place they can call home.

Who has influenced you the most when thinking of becoming a REALTOR®? Becoming a REALTOR® was something my husband encouraged me to explore when our oldest son was a toddler. We knew we wanted to have more children, so the dream was deferred. When our youngest started kindergarten, I was ready to invest all my energy into becoming the REALTOR® I envisioned. I do wish I had started sooner, but I can’t go back now and am so grateful I began when I did.

Now, as a mom of three young kids, a wife, and a full-time real estate agent, to say I am busy is an understatement! My family is my world, and everything I do is for them. Reydon, my oldest (12), started his first year at SAC as a 6th grader. It was a big change for him, but he really melded into the school year with a bunch of new friends and enjoyed his first year in band as a trombonist. He also enjoys playing basketball and has a knack for cross country. My second oldest, Evany (8), has a mind of her own and, as the only girl, is quite independent. Going into third grade, my little diva knows what she wants and isn’t afraid to go after it. In fact, when asked what she wants to be when she grows up, her common response is, “A real estate agent like my mom!” I really hope she follows that dream, and together we can be a powerhouse mother-daughter duo one day. My youngest, Jax (7), is also extremely independent and has quite a talent for sports. Basketball, running, football, swimming—he enjoys it all. These kiddos keep me on my toes! All their sports and activities have allowed me to create countless friendships which have supported my business. Married to my college sweetheart of 15 years, my husband, Adan, is truly my number one fan. We both graduated from the University of Idaho in 2008 and have since lived in multiple states and had countless adventures. I would not be as successful in real estate without him by my side, not only encouraging me but also stepping up and picking up the slack with the kids



or the household responsibilities. Working well over 40 hours a week as a fuel transport driver, he is the backbone of our family. I really couldn't do this without him; we are a team, and we are a darn good one at that. Family is my number one priority, and I never want to lose track of that.

What are you passionate about right now in your business? Right now, running my own business, I am most passionate about my referrals and upholding the reputation I am creating in this industry. Going into my third year, I am already seeing these relationships come full circle with returning clients and clients referring me to their friends and families. The most rewarding part is knowing that these clients, now friends, have trusted me with one of the biggest life-changing events they will ever go through, and I get to be a part of that every step of the way.

What did you do before you became a REALTOR®? Prior to real estate, I worked at an interior design firm on the South Hill. This was a complementary beginning and provided a smooth segue into real estate. My time as an interior designer helped shape my understanding of home layout and construction so that I can provide a visionary eye for my clients. Although I enjoyed the design side, working with people is what I valued most. I knew that partnering with my real estate clients and helping them achieve their goals would also give me that same satisfaction.

Being a REALTOR® is an adventure for sure. Sometimes it is joyous and celebratory, and at other times, it can be disappointing and challenging. Of course, the highs are when you get to hand your clients their keys on closing day, but the lows can be extremely low. Working with clients through all the associated emotions involved in the home buying process can be very wearing at times. I deeply invest in my clients' dreams, and I truly want what is best for them in the end. Making sure



I didn't miss any deadlines or that I communicated all that was required on my clients' behalf; this can be extremely challenging with unforeseen complications or snags that are out of our control.

What's your favorite part of being a REALTOR®? My favorite part of being a REALTOR® would have to be opening the door for families and seeing what they make of their home. I mean, come on... how meaningful that I help a family find a home, close on a home, and then be included after the purchase when they send me family pictures of how they have made it their own! That connection is priceless! Being a REALTOR® allows me to be a part of all of that.

Being new, what advice would you give to someone else who is interested in becoming a REALTOR®? As a newer agent myself, I remember how tough it is to get started in this industry. So for all you new agents who are wanting to get into the business, my words of advice? This is NOT EASY! In fact, this job is hard, and it is always going to be a lot of work. Always be proactive, anticipate hurdles for your clients, and prepare them for any complications and requirements in the process. If you jump in ready to work, then you'll love it as much as I do. Dedication and discipline will take you far in this industry.

What do you want to be remembered for? I hope that I am remembered for my dedication and work ethic. I hope that any agent who has the chance to work with me compliments my communication and hard work. Any client who has trusted me with their process remembers me for my compassion, patience, integrity, and honesty. I also hope that all my new clients can connect with my true bubbly self who is ready to accept and relate to all. I truly love what I do and hope that I can keep making dreams come true.





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How many years have you been a REALTOR®? Seven Years

What is your career volume as a REALTOR®? \$95,567,602

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What awards have you achieved as a REALTOR®?

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Favorite Book: A Brief History of Nearly Everything – Bill Bryson

Favorite Sport: Long Distance Cycling, Triathlons/Ironmans, Running Events

Favorite Quote: "Anyone who is capable of getting themselves made President should on no account be allowed to do the job" – Douglas Adams

Favorite Local Bar: Post Street Ale House

Favorite Lake: Coeur D'Alene

Top 5 Favorite Movies: Alpha Dog, Hitchhikers Guide to the Galaxy, Transformers, In Time, Blood Diamond

Tell us about your your background, your family, and what lead you to start your real estate business?

I'm originally from Spokane. Other than a few years in the Seattle area (Buckley, Bonney Lake & Magnolia, I have mostly called Spokane my home. My wife Ashley and I have three boys ages 9, 6, and 2 and live on the South Hill.

I graduated from North Central High School and went on to study at SFCC and briefly, EWU. I started my first job at 17 working at the Garland Theater (one of my favorite past jobs)! Simultaneously I worked Part Time at the downtown Rock City Grill when it was still open bussing tables. After that, I went into disability care working as a care provider for the disabled with a local supported living company. During my time as a supported living provider, I was inspired to find a better way (than hundreds of pieces of paper) to meet the care requirements of the clients we supported. I worked with a friend and schoolmate to develop a software product and eventually a business that facilitated the care of thousands in multiple states. After stabilizing the company, I began to look for new ventures. After quite a few other miscellaneous jobs (framing houses, landscaping, loan monitoring), I stumbled across real estate. Growing up, one of the few financially successful people I knew was an aunt and uncle who lived in Seattle. Both spent time as REALTORS®. My aunt became a highly successful agent dominating the Magnolia market for many years until passing away unexpectedly in 2019. I didn't know much about the business, but I did know that it offered flexibility (which I desperately needed having recently become a new dad) and untethered potential.

What is the biggest challenge you faced starting out in real estate?

The biggest challenge I faced when I started out in real estate was trying to build a sphere of anyone that might work with me as a real estate agent. Being shy and socially awkward with limited family or friends of financial ability meant that I started out with few letters to send and few calls to make. I spent a lot of time walking through neighborhoods and knocking on doors without much success. When that continued to produce few results, I turned to open houses and neighborhood mailers. The absolute hardest part of starting out for me was not letting the constant rejection impact me personally and especially not taking any of the rejection home with me to the family. It's hard to be yelled at, or asked to get off someone's porch, or stop calling repeatedly... It can be exhausting. I eventually developed my own mantra that I still use today to help me through those tough moments of rejection or difficulty in a deal. I have learned to "Chuck it in the (expletive) bucket" and move on. The faster you can ditch the feeling and funk of rejection, the faster you can move on to productive activities. Ultimately, I received my first real estate "deal" as a lead from a fellow REALTOR® (Thank you, Mollie) on a budget-friendly manufactured home. While I'm positive I probably paid more in fees and "thank you" champagne than I took home, it helped me feel like I was picking up enough traction to survive a little longer and I was able to continue stretching out into new territory finding new paths towards meeting clients and producing income in the business. It feels like my first year was a decade ago, and I consider myself extremely lucky to be a part of this business today. There are so many cool people and



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genuinely good human beings in this business, and I'm grateful to be a part of real estate in the PNW!

When you're not showing homes or selling homes, what do you enjoy doing? I enjoy eating, golfing (though five years ago you would have never heard me say that), wakeboarding and boating in the summer, snowboarding in the winter, riding dirt bikes, building things, and road biking. My biggest hobby these days is anything that keeps my kid's attention and allows me to be involved! As a family, we enjoy video games, soccer, movies, and traveling to new places together.



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