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MEET THE WEST VALLEY REAL PRODUCERS TEAM



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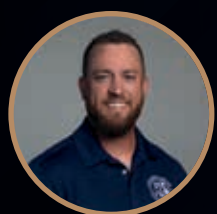
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► publisher's note

By Laura Robinson

Welcome TO WEST VALLEY REAL PRODUCERS

Welcome to *West Valley Real Producers*. I express my gratitude for the support received for the first issue last month. I am so proud to have been able to bring this to the west and show you some of the amazing people I have met.

I'm equally as excited to bring you our second issue, featuring more remarkable stories. This edition showcases top performer Jen Polansky of Realty One Group and our rising star Jazmin Equino of AZ & Associates. Additionally, we are proud to present Navi Title in our Partner Spotlight, all of whom are truly deserving of this prestigious opportunity to share their stories with our readers.

Our partners are essential to our existence. They are chosen with great care based on their reputation. This month, we are excited to welcome our new partners, Worlock Air and Heating, Goldenwest Management and United Home Warranty. If you haven't met our partners yet, visit the Preferred Partners page and take a look. You won't be disappointed.

So, escape the Arizona summer heat by taking a well deserved break and relax indoors. Grab a refreshing drink and spend a little time reading through this issue

and discover what others are doing to achieve success and become top producers in their field.

Stay tuned for details about our upcoming launch event, as we look forward to the opportunity to meet and celebrate your successes.

That will be an event not to be missed, an invite only social gathering of the top names in the business. Sounds fun right!

Thank you once again for your continued support. I'm committed to bringing you inspiring content, so if you know someone who you think has a story to tell, please get in touch.



Laura Robinson
Owner/Publisher
West Valley Real Producers
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Laura Robinson



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QUICK FACTS

ABOUT WEST VALLEY REAL PRODUCERS

So this has landed in your mail box, lucky you! But who gets it, and why? You may be wondering what it's all about and how you too can get a FREE feature story written about you. Well let's take a look.

DISTRIBUTION:

This magazine is mailed free of charge to the top 500 agents in the West Valley Regional MLS, according to volume each year. Within our state, there are thousands of agents, and you, in this elite group, are the cream of the crop. Just to be included in this group is an accomplishment that testifies to your hard work, dedication and proficiency.

CONTENT:

This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely on you. It costs absolutely nothing for a REALTOR® to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention; we don't know everyone's story so we need your help to learn about them!

OUR PARTNERS:

Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine, attend our 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. Many of you have

recommended these preferred partners you see in this publication. We won't even meet with a business that has not been vetted by one of you or someone we know, and "stamped for approval." Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates, as well, so we can grow stronger together.



EVENTS:
Along with the magazine, we will host free events exclusive to this community, where the best of the best get together at reputable local venues to socialize, mastermind, deepen our connections, and better our businesses. We will communicate about events through the magazine, emails, and on social media.

CONTRIBUTION:
If you are interested in contributing, nominating REALTORS® to be featured, know of top-notch affiliate partners who you believe should be a part of our community, or would simply like to network; email or call me. I look forward to hearing from you!



I'd like to personally thank all of our Preferred Partners as well as the many REALTORS® and Managing Brokers who helped bring *West Valley Real Producers* to life. We would not exist without you. I appreciate you and look forward to seeing you soon!



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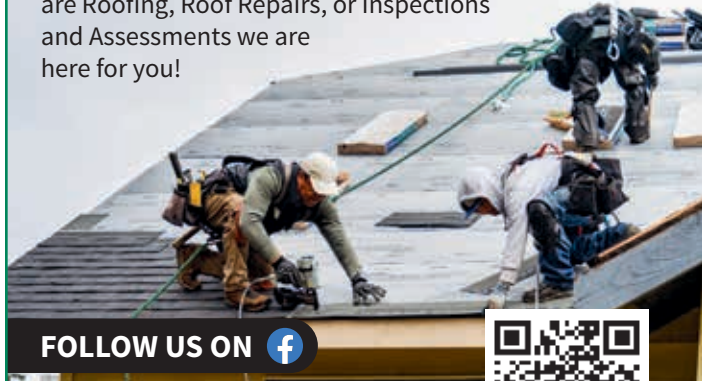


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NAV

▶ partner spotlight

Written by Kendra Woodward
Photography by Sarah Medina

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Navi Title - NAVIgating The Way To Homeownership

NAVIGATING HOMEOWNERSHIP WITH NAVI TITLE AGENCY

Navi Title Agency, an Arizona-based full-service title agency founded by Ryan Banovac, is dedicated to guiding clients to homeownership while providing peace of mind for one of life's biggest investments: the place you call home.

The team, comprising Shawn Hambricht (Sales Executive), Marisa Carillo (Branch Manager/VP SR. Escrow Officer), Heather Cardona (Escrow Officer), Meghan Thompson (Escrow Assistant), Erika Arenivar (Escrow Assistant), Celeste Curiel (Escrow Assistant), and Faby Ortiz (Escrow Assistant), delivers competitive escrow and title solutions with a commitment to traditional grass-roots standards. They ensure every transaction is smooth, seamless, and supportive, embodying Navi Title's mission of providing peace of mind during one of life's biggest investments.

"Navi Title's mission is to navigate the way to homeownership while providing peace of mind for one of life's biggest investments," says Shawn Hambricht. This mission is a heartfelt commitment to making the complex process of buying a home as stress-free as possible. By eliminating uncertainties and unknowns, Navi Title keeps the focus on the joy and excitement of purchasing and selling a home.

"Investing in a home is one of the most important and rewarding events in our lives, and it can be a daunting experience for many people," Shawn explains. "Our goal is to make the experience as stress-free as possible by eliminating uncertainties and unknowns. We keep the focus on the purchase and create peace of mind for all our customers."

Creating an environment that feels like family has been a priority from the very beginning. "We invest

THE GOODYEAR LOCATION, WHICH OPENED IN JANUARY 2024, IS NAVI TITLE'S SEVENTH OFFICE IN THE PHOENIX METRO AREA. THIS EXPANSION MARKS A SIGNIFICANT STEP IN THEIR MISSION TO SERVE THE LOCAL COMMUNITY WITH EXCEPTIONAL TITLE AND ESCROW SERVICES.



The opening of the Goodyear office earlier this year.



Proud to have their new office in Goodyear open for business.





in creating a sense of belonging, instilling trust, and providing support so that our employees feel like an extension of our own families,” says Shawn. This philosophy extends to their clients, fostering a sense of trust and support that makes everyone feel at home.

To accomplish this, the team at Navi Title focuses on facilitating transactions and empowering both their clientele and their REALTOR® partners with the knowledge and tools needed to navigate the real estate industry. “We firmly believe that ‘elevate’ isn’t just a buzzword; it’s a core belief that drives everything we do.”



This dedication to excellence is reflected in their ongoing educational programs, innovative “Thank You” initiatives for buyers

and sellers, and cutting-edge technologies. Shawn adds, “Our centralized order processing platform ensures exceptional relationship management and efficient, streamlined closings.”

“We’re dedicated to elevating the quality of our services and the expertise and success of our REALTOR® partners”.

“Our team of industry experts is always available to provide personalized guidance and support, helping navigate challenges and seize opportunities with

and sellers, and cutting-edge technologies. Shawn adds, “Our centralized order processing platform ensures exceptional relationship management and efficient, streamlined closings.”



WE ARE EXCITED TO BE A PART OF OUR COMMUNITY AND TO SERVICE OUR LOCAL REALTORS®, LENDERS, HOME BUYERS, AND SELLERS.

confidence. And our technology-centric tools and programs are designed to keep agents ahead of the curve.

Navi Title’s passion for business-to-business networking, community involvement, in-house growth, and providing REALTORS® with education, industry-leading technology,

tools, and programs is evident in everything they do. By collaborating with local businesses, sharing ideas, and learning from one another, they foster a vibrant and connected community. Their unwavering commitment to excellence, innovation, and family values makes them a trusted partner in navigating the path to homeownership.

“We are excited to be a part of our community and to service our local REALTORS®, lenders, home buyers, and sellers. We look forward to being the Goodyear, West Valley, and community title and escrow family, helping navigate our community members to homeownership!”

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Jazmin Eguino

A . Z . & A S S O C I A T E S



▶▶ rising star

Photography by Sarah Medina
Written by Kendra Woodward

Always Learning, *Always Teaching*

A newly licensed realtor with A.Z. & Associates, Jazmin Eguino is bringing a fresh and dynamic energy to the real estate scene in Phoenix. Boasting the ability to communicate to her clients in both English and Spanish, Jazmin's journey started out as a quest for knowledge and quickly evolved into a commitment to helping others achieve their dreams.

Born and raised in the vibrant, but challenging neighborhood of Maryvale, Phoenix, Jazmin's early experiences shaped her into the tenacious and driven individual she is today. Growing up in an area where the choices you made significantly impacted your course in life, Jazmin learned early on the importance of hard work and focus. "I always enjoyed learning more about different topics, especially in topics that could help out my family and those around me," she reflects.



In high school, where resources were available but required a keen eye and determination to find, Jazmin's perseverance paid off, earning her a full-ride scholarship to Arizona State University (ASU), where she graduated with a degree in Business and



Business Data Analytics. "I had a goal in mind," she prides. But the challenges didn't stop there, as a first-generation college student, Jazmin faced numerous hurdles throughout her educational journey, including facing imposter syndrome for some time, but she remained steadfast in her goal to make her family proud.

Jazmin's persistence paid off when she was named the 2019 Women Business Leader during International Women's Day by the W.P. Carey School of Business at ASU. "I had a village that motivated me to continue to learn and get out of my comfort zone. I became part of many organizations that helped

me grow my leadership experiences, and due to these leadership experiences I received multiple awards and opportunities."

Throughout her journey however, Jazmin admits that she continues to face obstacles, coming out on top every time thanks to her tenacity. "Do not allow fear of the unknown to intimidate you," she advises others going through tough times. "Always ask questions, and always put your clients' needs first." She also emphasizes the importance of time management, including making time for personal life and loved ones, to maintain a healthy work-life balance.



mi familia, mama, papa, y hermano, gracias. Por Ustedes y Para Ustedes.”

Currently, Jazmin is focused on educating her clients. As an Instructional Designer, she’s created adult learning and training programs to help close the learning gap between employees and leaders. She applies these same skill-sets to close any learning gap that can exist in both agents and her clients.

“Life doesn’t need to be perfect to be beautiful.” - a mantra of sorts for Jazmin, to remind her of her efforts to simplify the real estate process for her clients, ensuring that even during stressful times, they can focus on what’s truly important. “It’s so simple to allow stress and the noise around you to take away from what’s really important,” she explains. “There can be many daunting moments during the experience and for that reason I try to simplify the process the most I can.”

Extending a helping hand beyond real estate, Jazmin continues to stay actively involved in community service

But what makes everything worthwhile for Jazmin is her ability to help others fulfill their dreams of home ownership. “A home has different values to different people. Whether it’s just a ‘roof over your head’ or another ‘investment,’ it changes the path to your future.” Jazmin takes great pride in securing the best deals for her clients, finding joy in the challenges and hurdles of the process. “The fight and hurdles to ensure that smile when I hand over the keys to your home is what brings me the most joy.”

Witnessing the impact that positivity and support can have on someone,

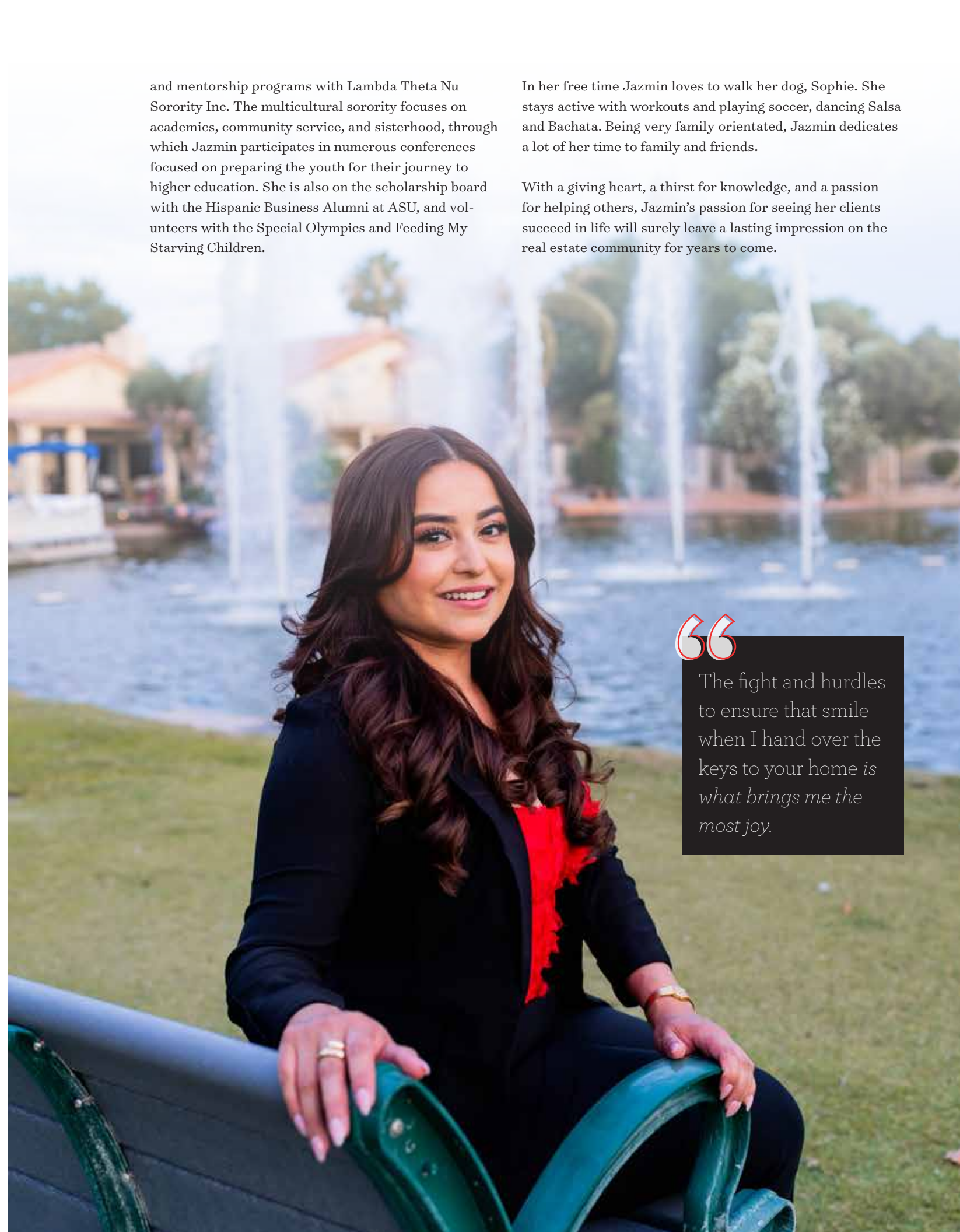
keeps Jazmin motivated to be at her best. Which is why she never shies away from asking questions. “There will always be new things you will learn everyday and as a newer agent speaking constantly to veteran agents, I’ve learned that we can still have the same questions.” A lifelong learner, Jazmin attributes much of her success to her mentors - Isaiah Melendez, Abraham Araiza, Elizabeth Saenz, and A.Z. Araujo. “A



and mentorship programs with Lambda Theta Nu Sorority Inc. The multicultural sorority focuses on academics, community service, and sisterhood, through which Jazmin participates in numerous conferences focused on preparing the youth for their journey to higher education. She is also on the scholarship board with the Hispanic Business Alumni at ASU, and volunteers with the Special Olympics and Feeding My Starving Children.

In her free time Jazmin loves to walk her dog, Sophie. She stays active with workouts and playing soccer, dancing Salsa and Bachata. Being very family orientated, Jazmin dedicates a lot of her time to family and friends.

With a giving heart, a thirst for knowledge, and a passion for helping others, Jazmin’s passion for seeing her clients succeed in life will surely leave a lasting impression on the real estate community for years to come.



“The fight and hurdles to ensure that smile when I hand over the keys to your home is what brings me the most joy.”

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Jennifer POLANSKY

Realty ONE Group

» feature story

Story written by Kendra Woodward
Photos by Halie DeRossett



Investing in Yourself, Your Community, and Your Tribe

Licensed in 2009, Jennifer Polansky's success story is not one of overnight triumph but of over a decade worth of investing back into her business and staying consistent. Her journey has been a culmination of avoiding fads in lieu of sticking to the basics of customer service, which she believes is the foundation of her accomplishments.

Born and raised in sunny San Diego, California, it wasn't until 2002 that Jennifer moved to Arizona, where she lived temporarily in Scottsdale and Cave Creek before finally settling in Estrella in 2004, where she has resided since. Her path to real estate was unconventional however, as Jennifer initially entered the automotive industry right out of high school on her first career path.

After a lawsuit left her homeless, living out of her car for about a month, Jennifer was determined to gain better insight into the lawsuit and ultimately pay her debts. This challenging period provided her with invaluable knowledge that ended up creating a unique niche for her within the automotive industry itself.

When the economic downturn hit, Jennifer and her husband were presented with an opportunity to start flipping houses, which inspired her to get her real estate license as a side gig to bolster her already promising automotive career. After successfully flipping a few homes, friends and family started to take notice and eventually wanted to join in. Within a year, Jennifer realized she didn't have time to give 100% of herself to both careers and decided she needed to choose a profession. With seemingly no cap and endless opportunities to grow and succeed, Jennifer chose real estate.



I seem to find myself as a bonding agent for a lot of different business partners and friends.

“I love problem solving and connecting others throughout the community,” Jennifer beams, referencing her reasoning behind her passion for real estate. “I seem to find myself as a bonding agent for a lot of different business partners and friends.” With a seemingly natural ability to create connections within her community, it’s no surprise that Jennifer worked with a group of REALTORS® and a local developer to open the Estrella Community Garden during the pandemic shutdown. The garden, the first of its kind in the West Valley, has since become an extremely rewarding project; involving local residents, homeschoolers, and even the Girl Scouts.

Reflecting on her career, Jennifer wishes she had approached real estate as a full-time career from the very beginning, something she advises others to consider when stepping into this industry. “When I got into real estate I was still in the car business with no intention of leaving,” she explains. “If I had approached it from the beginning that this was going to be my full time career I would have put a lot more processes and procedures in place early on.”

In the same breath, Jennifer advises surrounding yourself with mentors and like-minded people - crediting Leah Wolf Kraemer and Lynn Ashton for their guidance in real estate and opening her eyes to the industry - and being conduit for business to business networking. “I love collaborating with all types of local businesses, sharing ideas, and having the opportunity to learn from each other.” Her favorite quote, “Nothing is impossible, the word itself says ‘I’m possible!’” by Audrey Hepburn, embodies her optimistic and determined spirit.

Jennifer has personally sold over 400 properties as a solo agent without paying for any official coaching or CRM program, ultimately creating her own unique pathway for success.





I love collaborating with all types of local businesses, sharing ideas, and having the opportunity to learn from each other.

supports Helping One Woman (a local charity), and organizes the local community garden in Estrella.

Jennifer's journey from the automotive industry to a flourishing real estate career underscores the importance of investing time and effort into one's passions and staying true to your foundational principles. Through her involvement in community initiatives and her commitment to networking, Jennifer has not only built a successful career, but also enriched the lives of those around her.



Jen with her husband and dogs at their cabin in Munds Park.

Even realtors like Jen need time to relax.

Her hard work and innate ability to connect with people has resulted in an abundance of awards under her belt including the Excellence in Business Award 2022 issued by the Southwest Valley Chamber of Commerce. Also the Best of West Valley Realtor Award 2022, 2023 and 2024 by The West Valley View Newspaper and 7 times achiever of the President Round Table Award from The West & Southwest Realtors of the Valley. Not to mention her multitude of awards from Realty ONE Group.

Outside of work, Jennifer enjoys spending time with her husband of 20 years, Jan. They've lived most of their days together in Estrella and met through the automotive industry when they were living in Scottsdale. They share a love for adventure, spending time at their cabin, and sailing in untouched places. In her free time, Jennifer maintains a deep involvement in her community. She is a recurring board member of the Southwest Chamber of Commerce,

Keating Koneksi

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