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**OVERCOMER OF THE YEAR**

# GARRETT HAMLIN

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**DECEMBER 2024**





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From your friends at Landmark Title of Prescott, Arizona!



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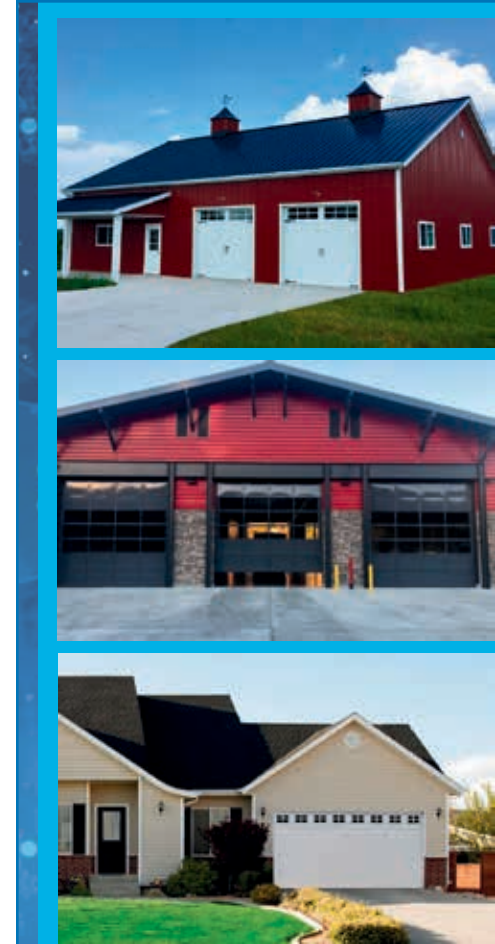


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# Golden Nuggets



**Garrett Hamlin**  
*Realty ONE Group Mountain Desert*  
“An empty cup cannot fill another.” Is your cup full enough to serve others? What is in your cup, good stuff or toxic stuff? You know, it’s a funny thing how our “cup” is endless, meaning the more we pour out on others, the more comes back to us, whether good or bad. Who fills your cup?



**Tiffanie Marrero**  
*Landmark Title*  
“Because I can.”  
I feel like I can do anything my mind is set on.

**Raelynn Rosas**  
*Landmark Title*  
“Do not be afraid; I have redeemed you. I have called you by name; you are mine.” Isaiah 43:1

This quote reminds me of my faith and the strength I find in it. It encourages me to embrace challenges and trust that I’m on the right path.

**Haylee Garman**  
*Landmark Title*  
“Kindness comes from your heart.”  
I am not sure where it originated from, my mom has faithfully repeated it to me my entire life and it’s our motto.



**M Faye Humphrey**  
*KMF Real Estate*  
You can donate a million dollars to charity, have a building named after you, or whatever — those things are fine. But, I think if we can honestly say that we’re living as good and decent human beings, I don’t think there’s any doubt that that makes us wildly successful.



**Dyanna Nichols**  
*Realty One Group Mountain Desert*  
“Gratitude is my attitude.”  
Life can be rough, overwhelming, and terribly painful at times, but if you remember to have a positive attitude, then you are already equipped to get through it with grace. Your experience can always be worse than what it actually is, so being in a state of gratitude is imperative to honor yourself and others.





▶▶ partner spotlight

# LANDMARK

## TITLE ASSURANCE AGENCY

— Tiffanie Marrero, Raelynn Rosas, Haylee Garman

By Brandon Jerrell | Photos by Kimberly Marsh Photography

CARE FOCUSED

There is a distinct difference between loving what you do versus loving where you get to do it. At Landmark Title Assurance Agency, not only do all team members have a distinct passion for what they do, but they also love working where they do.

Here are a few top team members for the Landmark Title Prescott Office.

### Tiffanie Marrero, Extensive Escrow Experience

Tiffanie Marrero is the Branch Manager for Goodyear and Prescott and is an experienced Escrow Officer. Born and raised in Arizona, she attended Ironwood High School in Glendale.

From her early years, she has always been a hard worker stepping up to do what is needed. She

worked at Carl's Jr and cleaned houses throughout high school to save for a car. After high school, she attended Cosmetology school while still working various jobs.

Living in Illinois at the time, she decided to explore a different career, so she moved back to Arizona. "My Aunt had been working at Security Title and told me she thought I would be

great working in Escrow and could even be a manager someday," she shares.

The rest is history. Starting from the bottom and climbing to the top, she has accumulated experience and knowledge in every step of the escrow process. With nearly 21 years in the industry, she is both ready and able to take on any challenge that comes her way.

She shares that she loves to help people with what is very well one of the most stressful decisions of their lives. "I really am a caregiver at heart. I want everything to be great and for everyone to leave our transactions happy. We

all know it's not always perfect, but it's what we strive for."

Outside work, Tiffanie likes to hang out with her family. She and her husband are the proud parents of five now-adult sons and have three grandchildren so far. "They are my world. Everyone is grown now so we enjoy just the time we are together whether my husband is making empanadas or hanging by the pool."

**Raelynn Rosas, Bridging the Gap**  
Raelynn Rosas is the Business Development Manager for the Prescott office.

"I grew up in a town in Oxnard, California. Oxnard is known for

its beautiful strawberry field and the beach. But it's also known for the gangs and drugs. Early in life, I was pulled in several different directions. I struggled with identity. Went down several destructive paths before I decided enough was enough."

"The short of it is I moved to Prescott and surrendered my life to Jesus and He has given me the opportunity to live a life I don't deserve."

Before Landmark Title, Raelynn spent eight years as a REALTOR® where she became very familiar with the buying and selling process. While her time as a REALTOR® solidified





her passion for the industry, she wanted to expand her impact. This led her to the title industry where she could bridge the gap between real estate agents and title services. “I wanted to ensure that clients have a positive experience and feel supported throughout the entire buying or selling process.”

“The most fulfilling part of my job is helping others succeed. Whether it’s supporting agents or ensuring clients have a seamless experience, knowing I’m making a difference in their journey is incredibly rewarding.”

“I prioritize building personal relationships with clients and agents, which fosters trust and open communication. I also focus on continuous education and training, not just for new agents but for my entire team, ensuring we stay ahead of industry trends.”

It is clear that her approach to her work is rooted in a genuine care for others. Whether it is clients, colleagues, or her community, she strives to build meaningful relationships with all.

“I try to remember that in every opportunity I have, God has given it all to me. My husband, children, family, and real friends that always have my back. Knowing all that gives me confidence in who I am.”

### Haylee Garman, Ensuring Comfort and Reassurance

Haylee Garman is an Escrow Assistant at the Prescott office. Born and raised in Prescott, she is intimately familiar with the city and surrounding area.

She quickly learned the importance of hard work from a young age as her parents are business owners. “Losing my grandparents as a young adult taught me the value of family and to always remember to remind someone you love them. Life is not guaranteed but a blessing... It has made me a better partner, friend, sister, and daughter. I value my relationship with those I love, and it’s how I get through my days.”

With her mom as a real estate agent, Haylee jumped into the title industry straight out of high school. “I liked the idea of working in an industry that felt familiar because of my mom’s career and the passion she holds for her work and clients.”

She too loves to assist clients with what can be easily considered a difficult process by helping them feel reassured and comfortable. “Success is our clients feeling a sense of trust when they come to us and letting us work our magic!”

With over three years at Landmark Title, Haylee has

rapidly gained the experience needed to ensure a smooth and comfortable process at every turn.

Outside the office, she spends much of her time outdoors with her four dogs. Her parents also have four dogs, so they often get together for “doggy playdates.”

“The future holds many more things than I’m sure I can even imagine. For my near future, I hope to continue to be able to flourish in this company and keep moving up.”

### The Prescott Team

Altogether, Tiffanie, Raelynn, and Haylee represent the core of Landmark Title Assurance Agency’s Prescott office. All rooted in the same desire to help others, it is no surprise that they are a team that can accomplish anything thrown their way. Tiffanie summarizes the culture of Landmark Title perfectly:

“Landmark Title Agency is a Women ran company and I am honored to be mentored by some of the best in our industry. You should always try to work for a company that embraces you and your ideas, challenges you to be better every day, and allows you to grow without limits.”

Website: [ltaz.com](http://ltaz.com)



LANDMARK TITLE AGENCY IS A WOMEN RAN COMPANY AND I AM HONORED TO BE MENTORED BY SOME OF THE BEST IN OUR INDUSTRY.





►► overcomer of the year

# GARRETT HAMLIN

## WHAT'S STOPPING YOU?

Tragedy can strike us at any moment, yet we take tomorrow for granted. We put off until tomorrow the things we claim to value today. How do you truly want to live today? Well, what's stopping you?

This is how Garrett Hamlin with Realty ONE Group Mountain Desert lives his life. Faced with multiple near-death experiences and living with ALS, Garrett takes every day that he is given and turns it into an opportunity to help others.

### Hobbies and Careers

Garrett was born and raised in a rough neighborhood in San Diego. Growing up he learned how to get by with little. He joined the U.S. Army after high school. "Serving in the Army was such a blessing because as a young man, it taught me discipline, teamwork, and leadership."

After the Army, he became an IT network engineer at a defense contractor. "That developed into a career in high-end Internetworking, where I designed large-scale backbone networks,

flew around the country consulting on IT, spoke at trade shows, and taught other professionals in an IT trade school."

Garrett has always had a passion for aviation. Alongside his other activities and jobs, he became a commercial pilot. He started flying when he was 19 and became licensed in a variety of aircraft including airplanes, gliders, seaplanes, and hot air balloons. He even ran a hot air balloon tour business on the Pacific coast and was a flight instructor.

He also served four years as a volunteer chaplain at the Arizona State Prison in Winslow.

### Nothing but Excellence

With his Bachelor of Science in Business Management, Garrett began investing in real estate while in the tech industry. He eventually turned full-time as a real estate investor for 11 years.

"I moved to Prescott Valley because of the great airport, the great people, and



Costco, but there were no high-end tech jobs here. A trusted friend, REALTOR® Ty Freedman, suggested I should become a real estate agent, and his advice set my new career in motion."

Starting his career as a REALTOR® in 2014, Garrett has given nothing but excellence for the past 10 years. "I love taking listings. It's a lot like skydiving! Real estate is always an adventure."

In his role as a broker, he is exceptionally passionate about teaching, mentoring, and coaching agents. "My goal is to always use my experience, position, and heart to bring value to

others," he shares. Even though he was involved in all his team's transactions over the past years, he acknowledges that he was just a team leader. "Other agents on our team did most of the work and deserve all of the credit."

### Faced With Tragedy

In 2018, Garrett was tragically diagnosed with ALS. Amyotrophic Lateral Sclerosis (ALS), also known as Lou Gehrig's disease, strikes military veterans at twice the rate of civilians. It is a fatal neurodegenerative disease that kills the nerves that control the muscles. It leads to an inability to walk, eat, or breathe, leaving the patient

By Brandon Jerrell  
Photos by Kimberly Marsh  
Photography





“

I CAN ASSURE YOU THAT GOD LISTENS, AND GOD STILL DOES MIRACLES, EVEN TODAY. I'M A LIVING, BREATHING, WALKING MIRACLE, AND SO ARE YOU.

”



on life support in a wheelchair while their mind and senses stay intact.

Garrett first noticed symptoms in early 2018 with muscle problems that caused him to start falling. Concerned, he went to the VA hospital where he was subjected to test after test. “I thought it was just something minor,” he explains.

Garrett describes the experience of finally receiving the diagnosis. “It was December 6th, 2018, and everything was calm while the neurologist was doing yet another round of tests. Then finally his demeanor became very serious as he said, ‘I have bad news for

you, and I am not going to sugarcoat it.’ He said ‘You have ALS, and you have about three years to live. There is no cure, I’m sorry.’”

In complete shock, he went home and told his girlfriend, Susan. Without hesitation, she promised to stand by his side until the very end. Despite the heartache and suffering that is still certain to come, “she has never wavered” as Garrett puts it. They married shortly after the ALS diagnosis was confirmed by a different neurologist.

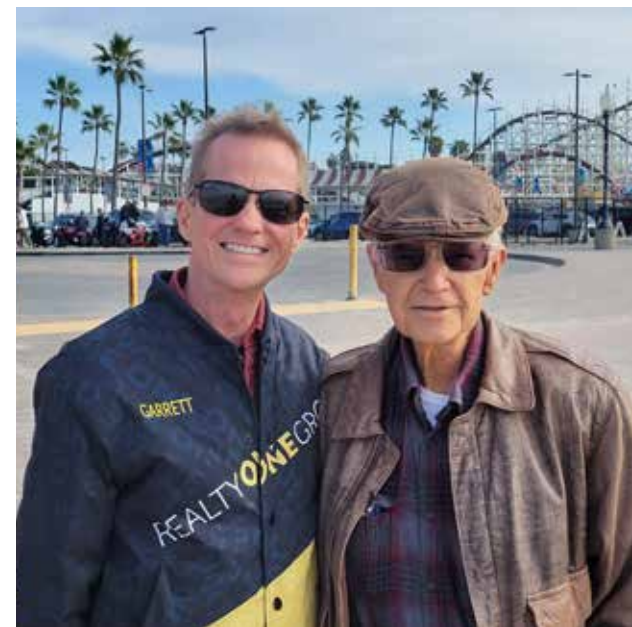
At the same time, Garrett began thoroughly studying everything he could find about ALS.



**Mindset is Everything**

Garrett desperately searched for options. With there being no medical cure, he took what he learned and began forging his own way, mostly against what the doctors advised. They said don’t exercise; he exercised. They said diet doesn’t

matter; he cleaned up his diet. They said supplements wouldn’t help; he took up to 29 supplements daily. They said to join a support group; he despised the despair and stopped attending. They said don’t fast; he fasted. They said there was no hope; he prayed.



Garrett with his Dad

It has now been six years since his three-years-to-live diagnosis.

**Placing Faith First**

Garrett credits the miracle of his survival to God. “From day one, I had teams of people praying for me. I can assure you that God listens, and God still does miracles, even today. I’m a living, breathing, walking miracle, and so are you.”

Garrett does not expect to continue going strong

forever. He acknowledges that his condition is on a plateau and could severely worsen any day, but he uses that fact to drive himself with purpose. “I don’t know when things are going to get worse or what is going to happen, but I will show up and give my best every day while I still can.”

**What’s Stopping You?**

Beyond being a great REALTOR®, Garrett is a man who understands what to value most in life. No longer being able to fly due



Garrett flying in the Albuquerque International Balloon Fiesta

to ALS, he has found a new hobby in education and is pursuing his Master of Business Administration as well as a Ph.D. in Theology. It is clear that Garrett Hamlin cares deeply for the people around him as he seizes every opportunity to help others thrive. Despite being faced with tragedy, he places his trust in God and lives every day to the fullest.

“So, let me challenge you: What if the doctor looked you in the eyes today and

said you only have three years to live? What would become most important to you then? Here’s the point: I don’t know when I’m going to die. Do you know when you’re going to die? We don’t. That’s life. So, my friend, what do you really — and I mean *truly* — want to do with your life while you still can? Well now, what’s stopping you?!”

**Website:** garretthamlin.com



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▶ event recap

Photos by Kimberly Marsh Photography

# Prescott Launch





▶ event recap

# SEDONA / FLAGSTAFF *launch*





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Silver Hammer Inspections truly lives up to its tagline: “Excellence and Nothing Less.” Recognized for several years as the leading inspection service company in Northern Arizona, Silver Hammer consistently delivers the highest level of service and dedication to quality.

Founded nine years ago by Matt Maxwell, Silver Hammer began as a solo endeavor. Since then, it has grown rapidly to become the largest home inspection company in Northern Arizona, with Matt’s hands-on training and leadership helping build a team of two additional inspectors and a business manager, who share his commitment to excellence. “We pride ourselves on our service and our commitment to excellence,” Matt emphasizes — a value that has fueled their impressive growth and client satisfaction.

What truly sets Silver Hammer apart is their status as the only full-service, one-stop shop for inspections in the area. In addition to commercial and residential inspections, they offer a comprehensive suite of specialized services, including “termite inspections, radon testing, air quality testing, well inspections, water potability testing, sewer scopes, and HUD foundation certificates.” For REALTORS®,

this means Silver Hammer simplifies the inspection process by providing all necessary testing in one place, saving time and ensuring a smoother transaction process.

With hundreds of five-star reviews on platforms across the web, Silver Hammer is the most recognized name in home inspections throughout Northern Arizona. Their coverage extends through the Prescott quad cities, Sedona, and the Verde Valley, and they are now expanding into the Flagstaff market. This expansion allows even more REALTORS® to benefit from their high-quality services and excellent reputation.

A key feature Silver Hammer offers is same-day, online reports that include high-definition photos and video, maximizing transparency and clarity. “At Silver Hammer Inspections, our job isn’t complete until you feel safe and comfortable with all of your questions and concerns answered,” Matt shares. Communication is paramount, and they ensure constant contact with clients from the very first inspection request through to the final walkthrough. Encouraging



clients to walk through the property with them at the end of each inspection, Silver Hammer ensures that clients gain a thorough understanding of their property and feel confident in their buying decisions.

As a locally rooted company, Silver Hammer Inspections is made up of family men dedicated to their community. They are actively involved with both the Prescott Area Association of REALTORS® and the Sedona Verde Valley Association of REALTORS®, as well as local sports teams where some of the team members serve as coaches.

Recently, Silver Hammer launched a TikTok channel, “Inspect-shunns,” showcasing some of the quirky, unexpected finds from their inspections. This fun addition is another way they connect with the community, bringing humor and personality to their brand.

For REALTORS® looking to work with a trusted inspection partner, Silver Hammer Inspections is a top choice. They uphold rigorous standards with each inspection, providing honest, transparent reports and treating every home as if it were their own. “We strive to uphold our reputation for excellent and timely service, high-detail inspection services, and delivering a home inspection report that gives clients the insights they need to make informed decisions.”



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Natalie Kurz is a seasoned professional. As Manager and Senior Sales Executive she works closely with escrow staff, REALTORS®, and clients to help ensure smooth transactions. Natalie is a creative wiz at marketing, business building and assisting REALTORS® with growing their business. Her philosophy is simple: “Be kind, operate with integrity, and treat others with respect.”

With a global network of offices, Stewart Title coverage is immense. They have multiple office locations statewide, nationally, and in 180 international markets. They are a company for any party involved in real estate; from direct parties like the buyer and seller to associated parties such as builders, developers, and attorneys, they are ready to serve.



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Stewart Title’s Sedona office facilitates complex sales and purchases for unique properties in the Sedona and Verde Valley communities as well as throughout the entire state of Arizona. While local, they are well-versed in working with clients all over the world. Although Stewart Title has a global reach, they are always at the ready with professionals intimately familiar with the intricacies of any local market, local regulations, or details that only a true local would know.

This is what allows Stewart Title to stand out amongst other global title companies. They are a global company with a commitment to handling every transaction with a local and personalized touch.

**PROCLIVITY FOR CLEANLINESS — TAMIE SPENCER**  
Tamie Spencer, owner of Proclivity for Cleanliness, has a strong propensity for cleanliness in mind, heart,



and soul, and that is reflected in her business. Proclivity for Cleanliness is a cleaning service that values integrity and attention to detail while making homes beautiful on the inside. “We use eco-friendly cleaning methods and products. We do not just clean the surface; we get to the grime, water spots, and caked-on dirt.” Tamie seeks to build relationships so that her clients know that their needs will be handled by only the best.

**CADYBROOKE STAGING AND DESIGN — DANAE RUBKE**  
Danae Rubke, owner of CadyBrooke, is a master of evoking emotion through the art of staging and design. With the business named after her two eldest daughters, CadyBrooke Staging and Design offers a variety of small design jobs reimagining any space. Offering both vacant and occupied stagings, Danae can make any listing just that extra bit more special. They specialize in bringing out the creative potential of a space rather than accepting it as is. Danae proudly claims that sales rarely go below the asking price when a home is staged by CadyBrooke.



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## The Benefit of Partnership with a Reputable Property Management Company

By David Weiss

Real estate agents constantly look for ways to expand services, enhance client satisfaction, and grow referrals. One effective strategy is partnering with a reputable property management company that focuses only on management, not sales. This partnership can benefit both buy-and-sell agents and property managers, safeguarding their primary business interests and enhancing service offerings.

### Preserving Client Relationships

Real estate agents build long-term relationships by helping clients buy or sell properties. However, many clients also require rental property management, an area that may fall outside an agent's expertise. By referring clients to a reputable property management company, sales agents meet these needs while maintaining relationships for future sales. Since some property managers do not engage in real estate sales, there's no risk of losing clients to a competitor. This allows the agent to stay the primary contact for transactions while ensuring clients' property needs are managed professionally.

### Enhancing Reputation and Expanding Services

A property management partnership allows agents to broaden their services without taking on the complexities of managing rentals themselves. Investors and homeowners leasing properties appreciate referrals to specialized management companies that handle day-to-day operations like tenant relations, maintenance, and rent collection. This connection reinforces the agent's reputation as a comprehensive real estate resource. It makes them a valuable asset for clients interested in rental investments, ultimately strengthening their relationships.

### Generating Referrals and Expanding Networks

Partnerships with property management companies can foster a robust referral system. Property managers often work with investors or tenants who may eventually want to buy homes. Since some of these companies don't handle real estate sales, they can refer such clients back to the agent specializing in sales. Meanwhile, agents who refer clients for rental management maintain their relationships, knowing their clients will be professionally managed and returned for future transactions. This reciprocal referral system benefits both parties, helping them expand their client bases.

### Focusing on Core Competencies

Property management involves understanding tenant laws, handling maintenance and rent collection, and resolving disputes. These tasks can be overwhelming or foreign to agents whose primary focus is buying and selling homes. By partnering with a property management company, agents can concentrate on their core business, allowing both professionals to excel in their specialties. This division of labor ensures clients receive top-notch service, with property managers handling rentals and sales agents focusing on transactions.

### Building Long-Term Client Value

Satisfied real estate investors are more likely to become repeat clients. When sales agents and property managers work together seamlessly, they provide clients with a complete service package supporting all their real estate goals. A client who knows they have a trustworthy team for both property

management and future sales is more likely to return for additional transactions. This collaboration fosters long-term loyalty, enhancing the client's lifetime value to both professionals.

In conclusion, a partnership between a knowledgeable sales agent and a reputable property management company offers numerous benefits. Real estate agents can expand their service offerings, protect client relationships, and cultivate referral opportunities without compromising their core business. This strategic alliance allows both agents and property managers to focus on what they do best, delivering outstanding client service while growing their businesses together.



Since 2004, David has gained extensive expertise in real estate by managing his own properties and participating in various

transactions, including wholesaling, rehabs, sales, and rentals. He excels at analyzing market trends and developing investment strategies for clients seeking both short-term and long-term gains. David is the Owner and Designated Broker of UNLmited RE, northern Arizona's premier property management-only brokerage.

David Weiss  
UNLmited RE Arizona, Owner / Designated Broker  
david@unlimitedreaz.com  
928-224-5911



By Brandon Jerrell



▶▶ venue spotlight – prescott

# FOUNDING FATHERS COLLECTIVE

## THE IDEAL THIRD SPACE

Founding Fathers Collective is a lively hub for all sorts of local services. Designed to bring the community together, Founding Fathers is a continuously growing collection of one-of-a-kind experiences.

### ORIGINS OF COMMUNITY

The concept that came to be Founding Fathers Collective came from Prescott Native, Grant Quezada. Grant started his career as a hairdresser in 2003 and

joined the military in 2006. After eight years there, he and his wife decided to move back to Prescott so that they could raise their children locally in the same community that they are from.

Coming back to Prescott, he did not want to go back into hairdressing, so he instead took the barbering route. “I’ve always loved business, so I was focused on impacting the community through business.”

In 2014, he started a one-chair barber shop, and within 14 months he had two locations and nine chairs. In 2018, he bought the building they were in and spent the next two years renovating.

### THE IDEAL THIRD SPACE

Founding Fathers Collective is Grant’s realization of a master-planned third space. “If you’re going to spend your hard-earned money somewhere in your community, it’s usually coffee



shops, gyms, barber shops, salons, bars, and food and beverage.” He identified that although many of these locations share the same place in community involvement, they were rarely at the same location.

By combining these one-stop shops under one collective, there is significantly more community engagement and involvement. Thus, Founding Fathers captures this community-driven design.

### THE ONE-STOP SHOP

Officially starting with Grant’s barbershop, John Hancock Barbershop, additional facilities were added to the collection in 2020. Note that these are only snippets of what Founding Fathers has to offer.

Merchant Coffee is a coffee shop embodying the feel of a social hub. It strives to be a place for social interaction, constructive dialogue, revelry, patriotism, business, and an overall place for community gathering.

City Tavern is a taproom with the largest self-serve tap wall in Arizona, with over 65 taps. It claims to be a “home for all who want to connect

with others and share how they will leave their mark on history — all while enjoying the best beers the world has to offer.”

In addition to City Tavern, Founding Fathers has a speakeasy bar exclusive to members. By being membership-only, the speakeasy provides an upscale experience where visitors are surrounded by other people within the community who are also actively engaged at all levels.

Founders Gym is more than the standard gym as it prioritizes the fact that a healthy community is a strong community. Just as every other aspect of Founding Fathers, Founders Gym seeks to uphold the values of community and connection.

Founding Fathers also has a few dedicated paths for food trucks including a patio so people have a place to enjoy the food of their community.

They plan to add additional services to the collective as the opportunity arises. Grant shares that they are currently installing a kitchen which he expects to be done in the next six to nine months.

**The Perfect Space for Gathering**  
With such a strong sense of community, Founding Fathers is ideal for hosting any kind of large event.

Founding Fathers Collective offers a variety of options for reservations and private events. From smaller groups to groups of hundreds, they can accommodate many types of events. For their largest option, they offer a private event at the entire City Tavern which is large enough to accommodate 200 seated guests or 300 guests in a cocktail party setting. Grant shares that they are constantly improving the space and are expanding the event-focused side of Founding Fathers.

Besides the physical ability to accommodate so many guests, the atmosphere is ideal for comfort. Promoting relaxation and comfort in everything, they focus on breaking down barriers between people.

With this in mind, Founding Fathers Collective is the ideal place to build and maintain relationships within the community.

**Website:** [foundingfatherscollective.com](http://foundingfatherscollective.com)  
**Address:** 218 N Granite Street, Prescott, AZ, 86301





# Bella Vita

## RISTORANTE

COOKING FROM THE HEART

By Brandon Jerrell

Bella Vita Ristorante has served exquisite high-end Italian dinners at a modest price in the Sedona area for over 10 years. They proudly boast that their business is fueled by *folia d'amore*, which translates to “madness of love.”

Every aspect of the restaurant, from the service to the food, is driven by love. The owner of Bella Vita, Dan, shares that the goal of Bella Vita is to provide “Good service, good atmosphere, and wonderful food at a reasonable price.”

### VARIETY FOR ALL

Offering a wide variety of options, Bella Vita ensures that every customer can find the perfect option for them. Every item is proudly made to order. Every sauce is made on the premises and nothing is ever premade or pre-plated. They have built their menu so that no customer will ever sit down and be unable to find what they want. Their objective is to provide enough options so that customers are eager to come back to try other things.

As with every popular restaurant, customers will quickly develop favorites from the menu. Dan shares that their most popular items include

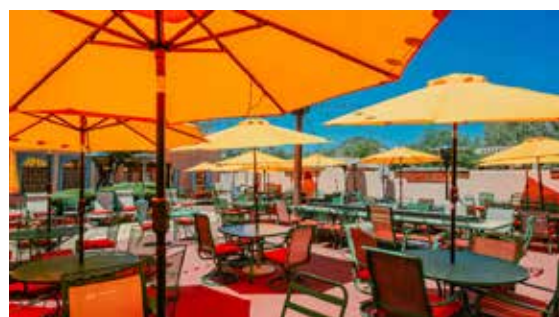


fettuccine and tutto mare as well as a handful of veal dishes and chicken dishes. As an additional testament to the variety of their menu, they also serve a few steak and salmon dishes.

To keep every day special, they offer amazing yet reasonable deals each day of the week. Barring certain holidays, Sunday through Thursday they offer an “Early Bird Special” which is a special reduced menu of some of their most popular items offering exclusive early bird prices.

### PERFECT FOR EVENTS

With a beautiful atmosphere highlighting an aesthetically classic environment, Bella Vita is ideal for romantic dates, family outings, and group events. For example, Bella Vita lists weddings, special occasions, and corporate parties as the types of group events they cover. With a beautiful interior and a spacious patio, they have the ability to accommodate 100 people at a given event.



Dan proudly shares that Bella Vita Ristorante is number-one on Tripadvisor for reasonably priced Italian restaurants in the Sedona area providing such a lovely dining experience.

Bella Vita is located west of the heart of Sedona along State Route 89A. Being that it is within a reasonable driving distance of much of Northern Arizona, it is a wonderful venue for large groups.

### EXPANDING COVERAGE

Dan shares that Bella Vita opened a second location in Cottonwood in December of last year. Known there as “BV’s Italian Kitchen,” they offer much of the same menu options as Bella Vita.

Dan shares that the portion sizes at BV’s are smaller than Bella Vita’s, but the price is also reduced to reflect those smaller portions. Regardless of price or portion size, BV’s puts the same immense love into every dish and service.

It is clear that Dan places reasonable pricing at the forefront of every decision. In both locations, he makes sure that the pricing is done in a way that allows many to enjoy the quality of food, service, and atmosphere that is usually exclusive to unreasonably high-priced establishments.

“We cook from the heart. When a customer walks out the door, we want him or her to say ‘I can’t wait to come back,’ and ‘there are still two or three items I want to order.’ Our responsibility is to be sure that every customer is happy.”

Website: [bellavitasedona.com](http://bellavitasedona.com)

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# Dyanna Nichols

## HEART & HUSTLE

“I treat my clients like they are my neighbors because soon, they will be.” A little hiking town called Sedona is the stomping grounds of Dyanna Nichols. Her guidance and familiarity with her town shine through in all of her real estate transactions. She is known locally as “The Hiking REALTOR®” for her knowledge of all the best trails and hidden gems. Hitting the trailheads requires perseverance and dexterity, which give her mental alacrity in order to navigate each closing with success. Many real estate agents promise to “put their clients first,” but few bring a lifetime of resilience to the table quite like Dyanna Nichols of Realty ONE Group Mountain Desert. From a challenging upbringing to a career rooted in service, Dyanna’s journey is anything but typical — and her steadfast dedication to her clients combined with her genuine nature sets her apart as a rising star in the real estate world.

Dyanna’s approach is refreshingly straightforward: she does what it takes to get the deal done. This mindset is more than a motto — it’s a guiding principle she brings to every interaction, whether she’s hosting an

open house, navigating a complex negotiation, or simply checking in with a client. Dyanna’s dedication and unique background have transformed how her clients experience real estate, adding a level of trust and ease that is rare in the industry.

### A Journey Rooted in Resilience

Dyanna’s story begins in a tough neighborhood in Atlanta, Georgia, where she grew up with limited resources. School lunch was often her main meal, and holidays and summers, when school meals were unavailable, were especially difficult. These early challenges taught her perseverance and instilled an unbreakable drive to create a better life.

Her journey eventually brought her to Sedona, a small town vastly different from her childhood surroundings. Here, she found a close-knit community and a new calling in real estate. With years of experience as a private chef and bar manager, Dyanna discovered that her service-oriented skills were perfectly suited to guiding clients through the real estate process with compassion and expertise.





### Genuine Connections, Real Results

For Dyanna, real estate is not just about transactions — it's about building lasting relationships. "I get a lot of referrals and repeat clients, and I thrive on relationships and communication," she explains. Having spent over 21 years in Sedona, Dyanna has an insider's understanding of the area's ebb and flow, which helps her skillfully guide clients through both the bustling tourist seasons and quieter periods.

With her background in hospitality, Dyanna is well-prepared for the demands of real estate. "The service aspect is the same — you're trying to make someone happy in a single transaction. Every client is unique, and that keeps things interesting." Equipped with strong problem-solving skills and a calm demeanor, Dyanna approaches challenges in real estate with grace and efficiency, ensuring her clients feel supported every step of the way.

### Serving Clients and Community Alike

Beyond her professional role, Dyanna's commitment to her community shines. She brings a personal touch to her work, often sharing homemade treats at open houses and delivering baked goodies to clients on the holidays, strengthening her relationships in thoughtful ways.

In a small, interconnected town like Sedona, a solid reputation is essential. "With a community like ours, your reputation is everything," Dyanna says. "You can't afford to be anything less than committed, or you simply won't last."

Her community involvement also includes her role on the board of Sedona XYZ, a grassroots organization that supports local entrepreneurs from Generation X and younger. Recognizing the challenges younger business owners face in a largely retirement-age town, Dyanna helps connect them with valuable resources and guidance. "We foster a supportive space for professional, kind discussions on issues impacting businesses," she explains, highlighting the nonpartisan, community-focused nature of the group. Dyanna is also a member of the Board of Directors for her local Sedona Verde Valley MLS and prides herself on helping her fellow local REALTORS®. Professional involvement within the MLS gives her fulfillment by helping her peers understand local issues.

### Rising Star

With her compassion, resilience, and dedication, Dyanna Nichols is more than a REALTOR®; she's a



trusted guide, a community advocate, and a friend to her clients. Her unwavering commitment to guiding others with care and clarity is setting her on a path of continued success and growth, making her a true asset to the real estate world.

**Website:** [dyannanichols.com](https://dyannanichols.com)





# Happy Holidays!



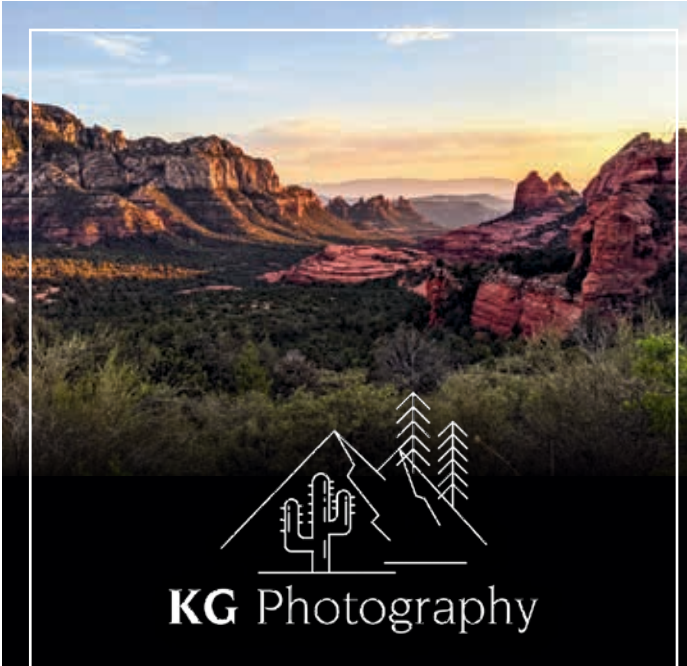

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# M. Faye

HUMPHREY

▶ inspirational leader

By Brandon Jerrell  
Photos by Kimberly Marsh Photography

Experience tops all, but the willingness to spread and teach that accrued experience is what makes a person great. While many successful agents have ample experience in this industry, few have as much experience as M Faye Humphrey, Designated Broker/Co-Owner of KMF Real Estate. Even fewer have the innate passion to teach and coach as she does.

cardiovascular surgeon for a couple of years. She was often in the operating room for many hours at a time. With this tough schedule, her husband suggested that she find something else to do for work.

“My last patient was a gentleman who happened to be the head of the Department of Transportation of Florida. When I told him

that I was getting out of nursing and why, he said, ‘You have all of the qualities that you need to be successful, and I can teach you what you don’t know about real estate.’”

#### Background in Title

Faye and her husband soon after moved to Wyoming. So, she reached out to the four different title agencies in the area.

She immediately took the job with the first one to get back to her and quickly became the county manager. She helped to open more offices in other counties throughout the mid-80s. However, due to the oil and gas business at the time, much of the central Wyoming economy was held hostage by the oil and gas industry. With the title companies struggling

#### Her Own Path Forward

Faye is a first-generation American. Both her parents and grandparents came to the United States from Ireland. Unfortunately, her childhood was anything but easy. Effectively raising herself, she had a strong motivation to get out of her situation.

Out of college, Faye married her high school sweetheart who she affectionately calls “a good old Southern boy.” With her education in nursing, she practiced with a



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“ I will consider myself successful if people remember me as someone willing to share that which I know. ”

to keep up at that time, Faye got a call from her Title Underwriter asking her about a position in Phoenix, Arizona.

With the new job at Minnesota Title, she and her family moved to Phoenix and began their life in Arizona in 1986. She quickly moved up the ranks and retired in 2000. Her retirement only lasted a few days as she was uncomfortable not having something to do. “I’ve been working and going to school full-time since I was 14. I thought, ‘You know, I think I’ll just go get my real estate license.’”

Faye served the Title Industry as the President of the Wyoming Land Title Association and as President of the Land Title Association of Arizona.

#### Lifelong Teaching

At this point, Faye had already been an instructor at the Arizona School for Real Estate. She did what she calls the “nine-day crash course” and earned her license in 2000. She began her real estate career with Russ Lyon Realty and stayed there for several years. She was the Rookie of the Year in her first year with Russ Lyon, but she admits that she had an advantage due to her ample

experience with her escrow and title background. Faye also served as the CEO/Managing Broker of Keller Williams Biltmore Partners, Managing Broker at Bloomtree Realty, aka Better Homes and Garden Bloomtree, and later as a Coach for Keller Williams.

Since earning her license, she has only given excellent service at every opportunity. What she enjoys most is teaching, training, and coaching, which is no surprise considering her history in teaching in real estate long before she was licensed.

Although she recognizes that this is only her opinion, she believes that newer agents are not getting the training they need to be truly successful in this industry. She believes that it has become much easier to start a brokerage, and many brokerages care too heavily about numbers rather than providing a complete experience for the Agent. While some agents can get away with it for some time, the cracks will show in time. “We’ve got agents out there that have done a lot of business, but they still don’t know what they’re doing.”

This lack in the industry inspired Faye and her

partner to a real estate school. Over the thirty years of Teaching, Faye has taught thousands of Agents and Brokers. Besides teaching, Faye is also a Maxwell Certified Coach.

The classes that she teaches are not only for the newcomers to the market as there is always something to learn even for the experienced. “It’s not just the new rookies that are interested in learning and expanding. I’m always flattered when experienced agents will also come into the classroom and honestly walk out and say, ‘I didn’t just put in my CE hours, but I actually learned something.’”

#### Family First

Faye confidently and quickly lists her greatest achievement as raising her only son, Matthew W. Howard to be a decent, honest, and hardworking human being. Throughout his upbringing, she made certain that he had every opportunity to truly explore what he wanted to do, but also made sure to never leave him to fend for himself. Her son now works alongside her as her business partner and has been heavily involved with teaching and coaching.

Faye moved to the Prescott area from Scottsdale with

the passing of her husband of 30 years, David C. Humphrey, ten years ago. She remarried five years ago to William H. Mosher who had lost his wife of 50 years. They met through a mutual acquaintance and have been inseparable since.

Faye Humphrey has been an inspiration to this industry for longer than even some of the top agents have been in the industry. Her insights are always invaluable and her achievements just keep stacking. Already having served as the immediate past President, the 2023 President, Director, and Chairman of the Multiple Listing Committee of the Prescott Area Association of REALTORS®, and being the recipient of the Distinguished Service Award from the Prescott Area Association of REALTORS®, she is looking forward to further service to both the local association and the Arizona Association of REALTORS®.

Faye and Matt, in addition to starting KMF Real Estate, started KMF Coaching and Consulting and Northern Arizona Real Estate Institute.

“I will consider myself successful if people remember me as someone willing to share that which I know.”



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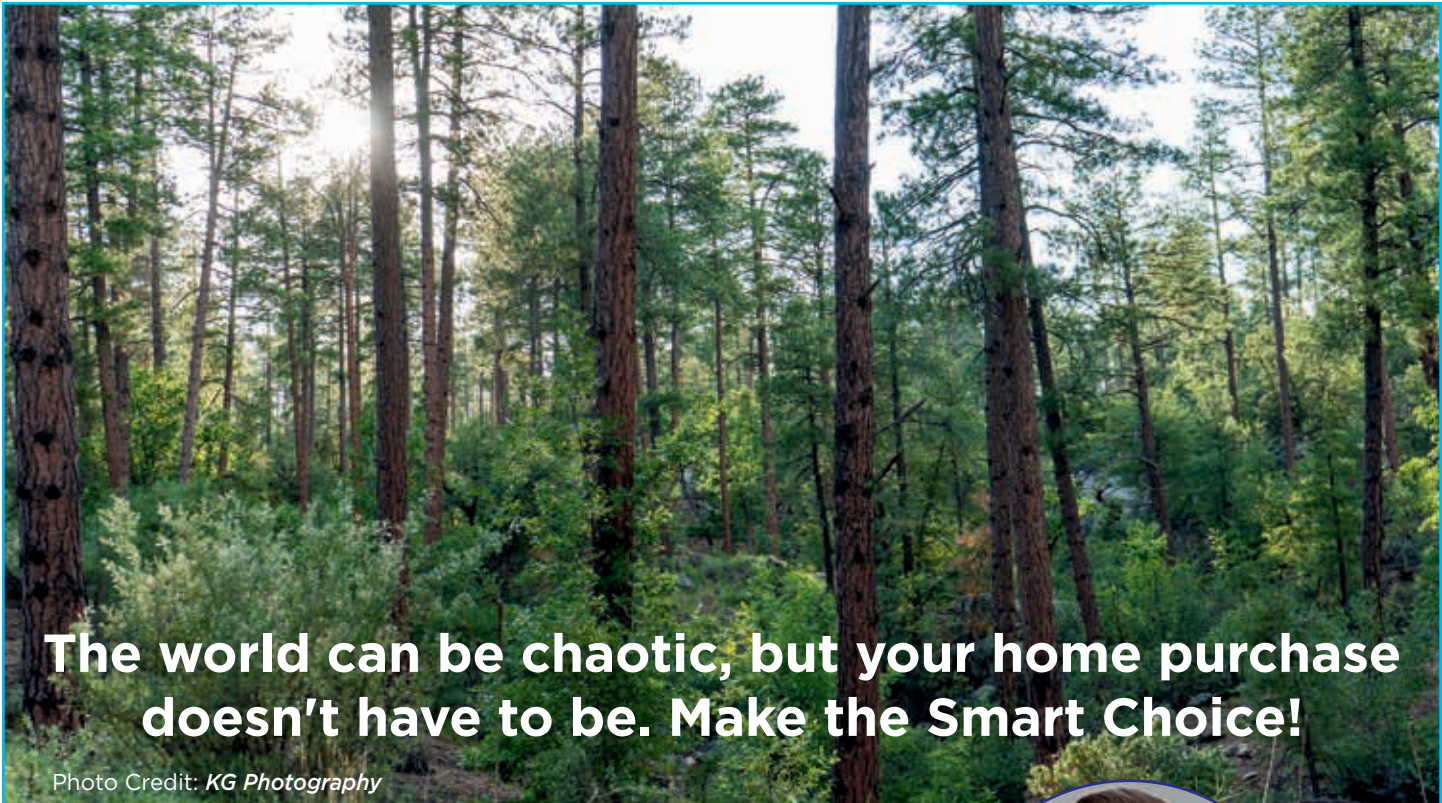


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