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SUMMER SEND OFF

Thank you for joining us at the *Silicon Valley Real Producers* Summer Send Off Event. It was a fantastic opportunity for the Real Producers community to come together, share insights, and build valuable connections. The evening was filled with laughter, music, delicious food, and of course, plenty of networking opportunities. We are grateful for the opportunity to bring together such a talented and passionate group of individuals who are dedicated to excellence within this community.

We want to extend a special thank you to all of our sponsors and partners who helped make this event possible. A special thank you to our gold sponsor Kerry Warden, Eddie Garcia with US Bank, Orlando and

Ada with Nevarez Moving, Callao Peruvian Cuisine with the delicious food, Shelle and the Xo staging team for providing amazing furniture for the evening, and Jericho, Clarissa and the whole Evoke team for capturing such amazing photos and videos throughout the night. Without their support, we would not have been able to host such a successful evening. Our sponsors played a key role in creating an unforgettable experience for all who attended.

Thank you again to everyone who joined us for this special evening. Here's to a bright future filled with endless opportunities for success and collaboration. Let's continue to build, grow, and thrive together as we move forward.





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The seaport city of Callao has been the gateway to Peru for centuries. Set along the western coast of Peru just outside Lima, Callao is not only home to Jorge Chávez International Airport, Peru’s main airport; it welcomes locals and visitors alike into Peru’s colorful culture.

Peru is one of Latin America’s most vibrant locales. From the seacoast to the deserts, from the majestic Andes to the dense Amazon jungle, Peru offers endless beauty. The culinary culture reflects this vibrancy and creativity. While some dishes, like ceviche, have become popular worldwide, other Peruvian staples like lomo saltado and aji de pollo remain hidden gems.

Founded in July 2024, Callao Peruvian Cuisine is bringing Peru’s art and culinary magic to the Los Altos community. Executive Chef and co-owner Arturo Bazan, who hails from Callao, Peru, teamed up with Argentina native and entrepreneur Pablo



▶▶ partner spotlight

By Zachary Cohen
Photos By Wiska Visual

Pablo Delgado & Arturo Bazan

Callao Peruvian Cuisine

Be Authentic. Be Callao.



Delgado to create one of Los Altos’ most unique and colorful dining and event spaces.

“Arturo is an artful person. When he creates his dishes, he thinks about how people will feel, the flavors, and the colors,” Pablo shares. “Our slogan is ‘Be Authentic. Be Callao.’ We use Peruvian products. We are as authentic as possible. We want to be a big part of this community.”

The Road to Callao

Co-owner Pablo Delgado, originally from Buenos Aires, Argentina, came to the United States twelve years ago. Co-owner Arturo Bazan, a native of Callao, Peru, arrived in the US seven years ago. The pair met through a friend when Arturo was running a much smaller eatery, immediately hitting it off. Once Pablo tasted Arturo’s food, he felt inspired to help Arturo find a larger space where his gifts could be fully expressed.

“When I met Arturo, I tried his food and fell in love with it,” Pablo reflects. “I thought since the beginning Arturo needed a full-size restaurant to be able to put his talent into his food.”

With a background in construction, catering, and restaurants, Pablo proved to be the perfect

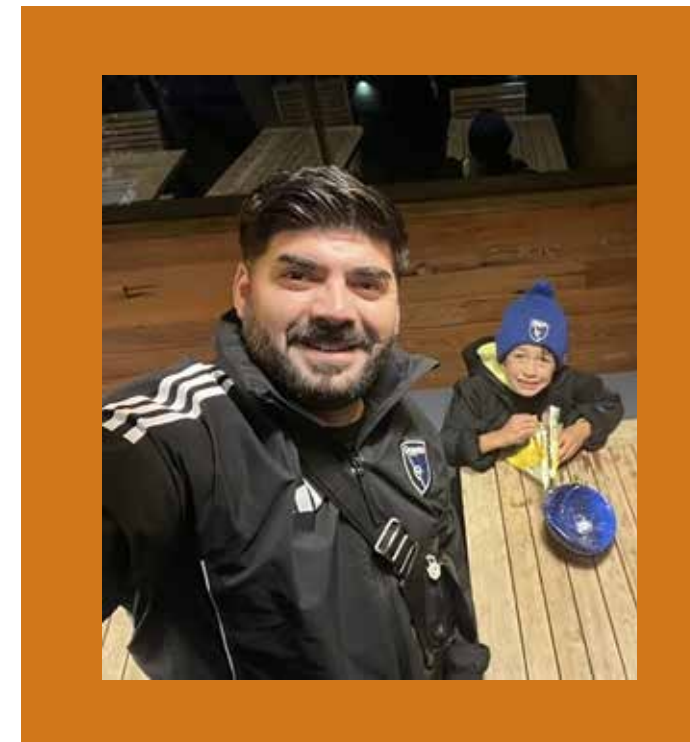


person to help Arturo's brilliance gain more visibility. The two began seriously seeking a location for their restaurant in 2022 and officially opened the doors to Callao Peruvian Cuisine in July 2024.

The Heart of Peru

Callao Peruvian Cuisine shines for both its food and its welcoming atmosphere. They serve Peruvian classics such as Pisco sours, lomo saltado, chaulfa, ceviche, and arroz con mariscos. Two of the most popular dishes were originally Arturo's mother's recipes.

"A few weeks ago, we had a family here from Peru, but they'd spent most of their life in America," Pablo recalls. "One of the older gentlemen started to cry when he ate the food. He got super emotional. He said, 'These flavors bring me back to Peru. My grandma cooked these dishes for me when I was a kid.' For me and Arturo, that's the goal. We want to be as authentic as possible."



Pablo and Arturo are driven by a passion for culinary excellence and a desire to build community. The restaurant isn't just a business; it's a manifestation of their dreams.

Building Community

Callao Peruvian Cuisine recently catered Silicon Valley Real Producer's event, and their food was a huge hit. Catering is just one way they can serve the broader community. Their restaurant, which can hold over 120 people, has six distinct areas: a full bar, a lounge, an outdoor patio, a main salon, a covered patio, and a wine room. This makes them well-equipped to hold larger gatherings and events.

"We have room for big events. We have trained servers and staff who have been in the industry for many years. We have free parking," Pablo shares.

Most importantly, Pablo, Arturo, and the entire Callao Peruvian Cuisine team do everything with passion.

"We both have a passion for food. Arturo loves cooking, and I love creating spaces for people to enjoy the food. While he's creating the food, I make sure people feel at home and want to stay here. We want to create an impact in the Los Altos community. We use local ingredients. We have a welcoming environment. We're here to stay."

For more information,
callaoperuviancuisine.com.





THE KULDA GROUP

DREAM BIG, THINK BIG, **ACHIEVE BIG**



cover story

By Chris Menezes
Photos and Cover Photo by Ashley Maxwell Photography

There is something special happening in the San Francisco Bay Area, and it's happening at The Kulda Group with Keller Williams. As the #1 real estate team in San Mateo County in transactions sold in 2023, the Kulda Group has carved a niche for their clients by being a valuable resource for all their real estate needs from vacant land to residential and commercial sales and leasing. They dream big for themselves, for each other, and most importantly, for their clients.

Founded by the dynamic duo of Juliette and Derek Kulda, this group has transformed from a modest operation of two in 2014 to a powerhouse team of 17 today. An individual agent since 2003, Juliette was already a well-established top producing agent when Derek left his land development and construction company to join Juliette.

From the get-go, Juliette and Derek set out to build a team that embodied the essence of teamwork, community involvement, and the relentless pursuit of client satisfaction, a team that set a new standard for what it means to be a top-tier real estate team in the San Francisco Bay Area.

Thinking big has since become an integral part of The Kulda Group's culture, deeply ingrained in every aspect of their operations and mindset. This ethos encourages team members to set ambitious goals, envision broader horizons, and pursue innovative solutions. It's a philosophy that empowers the team to dream big, not just for themselves but also for their clients, fostering a culture of limitless potential and continuous improvement.

The strength of The Kulda Group lies not just in its leadership and overarching culture but in the unique talents and dedication of each team member. Every agent, coordinator, and specialist within the group brings a wealth of knowledge, passion, and a client-first mentality that collectively drives the team's success. Let's delve into the stories of the individuals who make The Kulda Group not just a team, but a family of real estate professionals committed to making a difference in the lives of those they serve, starting with their operations team.

JANET OULTON

Janet Oulton has dedicated countless years to providing invaluable financial analysis support, witnessing the team's remarkable growth firsthand. Beyond her unwavering commitment to the company, Janet's passion for community service shines through her numerous volunteer and board positions, most notably as the esteemed President of the Coastside State Parks Association. In this role, she tirelessly advocates for the preservation and enhancement of San Mateo County's cherished coastal state parks.



Janet Oulton

STEPHANIE DOMBROWSKI

Stephanie Dombrowski, a multitasking professional, has seamlessly navigated various departments within the Kulda Group, accruing invaluable experience over the years. As the company scaled, Stephanie's integral role in shaping systems and organizational structures culminated in her ascension to Operations Manager. Collaborating closely with Maislinn, she spearheads the implementation of automation and efficient workflows. Moreover, Stephanie provides unwavering support and leadership to the Transactions and Sales departments, ensuring adherence to best practices for form submission, documentation completion, and process optimization.



Stephanie Dombrowski

MAISLINN HELFER

Maislinn is the marketing and technical wizard behind the Kulda Group's success. With a background in tech start-up consulting, software development and market forecasting, Maislinn brings a fresh perspective and technical analysis to the real estate industry. Her role in marketing analysis, sponsorships, event planning, and technical integration is vital in keeping the group at the cutting edge of the market, ensuring clients receive the best possible service.



Maislinn Helfer

REVA GLAFKIDES

As the lead listing coordinator, Reva Glafkides orchestrates the transformation of every Kulda Group property into a masterpiece. Her unparalleled project management skills ensure meticulous attention to detail, commanding top-dollar valuations. Reva's discerning eye for design elevates each home's aesthetic, captivating prospective buyers. Her expertise solidifies the Kulda Group's reputation for exceptional real estate experiences.



Reva Glafkides, Jackie Kenna

JACKIE KENNA

Bringing a wealth of legal expertise, Jackie Kenna is the newest addition to their esteemed transaction coordination team. Her meticulous attention to detail and in-depth knowledge of real estate law enables her to expertly guide their agents and clients through the intricacies of contracts and paperwork. With unwavering efficiency, Jackie ensures that every transaction is executed flawlessly, providing clients with the utmost peace of mind.

In addition to the in-house operations staff, Kulda Group gets assistance from multiple international virtual assistance to provide around the clock service with transaction and database management.

COSETTE LAVIN

As Juliette and Derek's daughter and one of the team's founding members and lead agents, Cosette embodies the Kulda Group's legacy and forward-thinking ethos. Cosette started her real estate career straight out of college in 2015. "I graduated from the University of Dallas on a Sunday and started with the Kulda Group that next Monday," Cosette emphasizes.

Over the past nine years, Cosette has grown through many different roles on the team, from training new agents to teaching the Quantum Leap course, instructing agents at all levels how to establish and achieve big goals for every aspect of life by focusing on small steps every day. "I have been able to utilize this approach and have accomplished so much in my career, more than I initially thought possible," Cosette shares. Cosette has helped over 100 families since starting in real estate, while growing her own family as well.



Cosette Kulda

SHERAN HONEYMAN

With over 20 years in the industry, Sheran's experience and passion for real estate shine through in every interaction. Her journey, deeply influenced by her mother's career as a real estate agent, has been marked by a commitment to helping clients achieve their dreams. Licensed in both Pennsylvania, where she grew up, and California, Sheran was a solo agent for 16 years, worked at three different brokerage and one team before joining The Kulda Group in 2022.



Sheran Honneyman

"My business has flourished with the support and leverage of the team, allowing me to spend more time with my clients and assist approximately 300 families in achieving their real estate goals," Sheran shares. "Real estate is not just a profession for me—it is my passion."

Sheran's passion for helping people extends to giving back to her community. Having lived in Half Moon Bay since 1987, she has supported many organizations and just recently fulfilled a life-long dream of organizing sponsorships such as her Career Closet, which collects professional clothing for people in need.

DEREK KULDA II

As the second-oldest child of Juliette and Derek Kulda, Derek Kulda II has adeptly supported the Kulda Group's lead and showing agents for half a decade. His expertise lies in guiding clients through extended purchasing timelines, providing invaluable insights and resources on the ever-evolving real estate landscape. With a profound understanding of market dynamics, Derek has assisted hundreds of clients in strategically timing their home sales and purchases, ensuring optimal outcomes years in advance.



Derek Kulda II

SARAH PRENTICE

Sarah began her journey with the Kulda Group almost 3 years, and is a top notch buyers agent. Raised in the local community, Sarah's deep roots and involvement have made her an invaluable resource for clients seeking expert guidance in the area. What truly sets Sarah apart is her ability to connect with a diverse range of clients, thanks to her fluency in both Spanish and French. This skill has allowed her to help traditionally underserved populations and expand the reach of the Kulda Group's services.



Sarah Prentice

Sarah's vibrant energy and passion for real estate shine through in every interaction, bringing a contagious enthusiasm to the team. Seeking a career that allowed her to balance her responsibilities as a mother with her passion for real estate, Sarah found the perfect fit within the Kulda Group, where she excels in both her personal and professional life.

BRITTANY AVILA

Brittany's journey into real estate is fueled by a lifelong passion for homes and a desire to show her kids how a woman can enter a new industry, work hard, and be successful. Brittany has a certain grit about her, a strong work ethic best exemplified not just in real estate but in her life at home on the ranch caring for her animals.



Brittany Avila

Brittany's early fascination with the housing market began at just 11 years old. Wanting to find a home for her mom after her parents' divorce, Brittany scoured the newspaper every day, circling listings that they could go see over the weekend. When she finally found what she thought was the perfect house, Brittany convinced her mom to go see it, and went through the whole process of buying it with her. She's been following the market ever since.

While Brittany believed she would work in real estate one day, she wanted to wait until she started a family. Since her youngest child entered school, Brittany helped 34 families into homes in her first year in real estate, the same way she helped her mother—tenaciously scouring the MLS for the perfect match.

"I love sitting down with a client, understanding what they're looking for, and checking the MLS multiple times a day for that perfect home that checks all their boxes," Brittany shares.

Brittany credits much of her success to the endless support she receives from her team, not just her fellow

agents and support staff, but the digital platform they partner with—PLACE.

GABRIEL KULDA

Gabriel Kulda has been immersed in the real estate world from an early age, growing up alongside his parents as they built their successful business. While pursuing his degree at the University of Dallas, Gabriel took on an internship at the Kulda Group, gaining valuable, hands-on experience in the industry. Upon graduating in 2024, Gabriel officially joined the team, eager to apply his knowledge and



Gabriel Kulda

continue the family tradition of delivering exceptional service to the community. With his passion for real estate and dedication to clients, Gabriel is excited to help buyers and sellers navigate their real estate journeys with confidence.

JESSE SUMPTER

Though Jesse Sumpter is a recent addition to the Kulda Group sales team, he brings a wealth of experience, having held his real estate license since 2005. With a strong background in recruitment and sales throughout the San Francisco Bay Area, Jesse has developed a keen understanding of clients' real estate needs and aspirations. He strategically chose to join the Kulda Group for their renowned training opportunities and the chance to collaborate with seasoned agents as he continues to grow his business.



Jesse Sumpter

PLACE acts as the technological and operational backbone for the Kulda Group, offering an all-in-one CRM solution that eliminates the need for multiple platforms. It also simplifies marketing efforts by automating the creation of promotional materials, and provides vital business operations such as HR, legal compliance,

financial management, and even health insurance, stock purchasing plans and retirement plans for agents. This multifaceted support system empowers the Kulda Group to focus on their core mission of delivering exceptional real estate services while fostering a culture of innovation, collaboration, and growth within their team.

As the team looks ahead, the collective ambition of The Kulda Group is not just to maintain their status as industry leaders but to redefine the essence of real estate service and community engagement. With their diverse talents, innovative approaches, and deep-rooted values, their journey ahead is bright, fueled by the spirit of collaboration and a relentless pursuit of excellence that defines every facet of their work. It will be exciting to see where they go from here.



Derek and Juliette Kulda, Owners

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HALF MOON BAY'S

NIGHT OF LIGHTS

PARADE – DECEMBER 6TH 2024, 6:00 PM

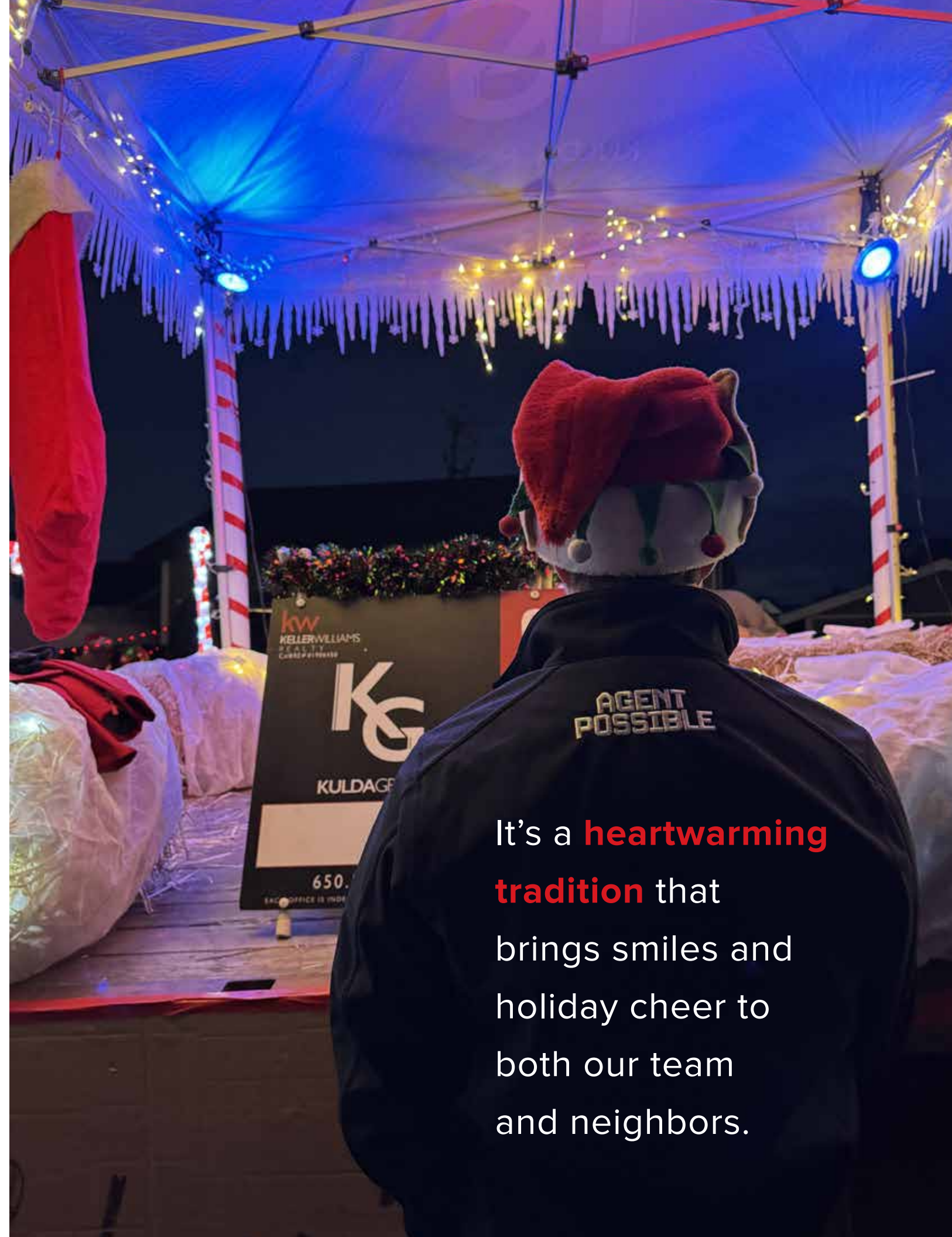


Located just off Highway 92 and Main Street, the Kulda Group office is one of the first sights to welcome you into Half Moon Bay. During the holiday season, the office lights up the town with a dazzling display of Christmas trees and festive decorations, adding an extra dose of cheer to the Coastside. As dedicated members of the community, Kulda Group agents are often spotted volunteering at local events, but one of their most beloved traditions is the annual Night of Lights block



party and parade down historical main street. It's a joyful celebration where the community gathers to embrace the holiday spirit together.

Every year the Kulda Group office opens its doors during the event, offering warm cocoa, drinks, and snacks for everyone to enjoy. It's a heartwarming tradition that brings smiles and holiday cheer to both our team and neighbors. Last year, the Kulda Group proudly led the parade with a float that captured the joy and magic of the season, and we look forward to spreading even more festive joy this year! Please feel free to stop by for holiday cheer 6:00 PM – 8:00 PM this December 6th this year.



It's a **heartwarming tradition** that brings smiles and holiday cheer to both our team and neighbors.

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