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Kathy Pettit's story is one of passion, tenacity and a harmonious blend of professional excellence and personal fulfillment. As the driving force behind *Lubbock Real Producers* magazine, she lives by the adage that work becomes a joy when fueled by love for what you do. For Kathy, serving the real estate community isn't merely a job; it's a calling she embraces wholeheartedly.

Kathy's mission extends beyond her personal pursuits, as she focuses on the intricate web of connections within the real estate realm. She finds her success and empowering her team to reach new heights in their shared mission to be extremely rewarding.

Her journey is marked by a rich background in media and marketing, honed in the demanding landscapes of



newspapers and television. Kathy's accomplishments, including The N2 Company's Culture Award, winning the Sales Executive of Texas title twice and receiving an ADDY for creativity, underscore her innovative prowess in these dynamic fields.

Yet, amid these professional triumphs, Kathy remains grounded in the joys of family life. Her commitment to loved ones — her husband, Alan; children, Jonathan and Laci McCandless and Jennifer and Layne Rollo; and two delightful granddaughters, Hudsyn and Haigan — reveals a profound dedication to a balanced and fulfilling existence.

In Kathy Pettit, we find an accomplished professional and a person who weaves passion, determination and warmth into every facet of her life, creating a truly inspiring narrative.

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Raised in Lubbock, Dustin is committed to building relationships with families and individuals and he enjoys partnering with REALTORS to help their clients become homeowners.

Dustin is passionate about building a legacy for his children, Clyde, Grady, and Wade.



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5805 Valencia Ave	Corbin 1652	\$277,850
5807 Valencia Ave	Grady 1800	\$295,550
5808 Valencia Ave	Landyn 1772	\$289,880
5810 Valencia Ave	Kace 1876	\$301,850



Everest

7722 97th	Matt 1918	\$285,000
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7726 97th	Landyn 1772	\$265,000
7728 96th	Moose 1750	\$283,050
7730 96th	Corbin 1652	\$270,150
7734 96th	Landyn 1772	\$283,630
7734 97th	Landyn 1772	\$265,000
7736 96th	Corbin 1652	\$270,450
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Overlook

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Lubbock Real Producer Rachel Smith takes the onlooker's suspicion in stride. As a 25-year-old female REALTOR® with a 6'2" stature, she feels the stares in the competitive real estate industry. But they only fuel her work. "The competitive nature of this profession and doubts of onlookers only fires me up more to educate myself, take risks and forge a pathway for other young REALTORS®," Rachel shares. Nearly two years ago, she started her career in real estate and has been making waves since. She currently works as an agent at Reside Real Estate Co.

Rachel graduated from Lubbock Christian University with a major in business management and a minor in entrepreneurship. Straight out of college, she worked for food product distributor Ben E. Keith; there, she sold food and equipment to restaurants and hotels and enjoyed great success. In the background of this job was Rachel's dad asking her to sell land for him. She dove in and learned the behind-the-scenes of real estate, which pushed her to get her license. "I wanted to know the ins and outs of contracts and the legalities of it all," she says. "I got my license with the expectation of focusing my career on land sales but wound up loving the residential side."

Closing with success pushes Rachel through her work. She is determined to work hard for her clients and do whatever she can to get them past the finish line. "I find it incredibly rewarding to be able to assist others in the biggest purchase of their

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▶▶ top producer

Story by Caroline Kelsick
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I love taking risks and encouraging other women to do the same.



life,” she states. Additionally, for Rachel, success means surpassing far-reaching, personal goals. She competes with herself and strives to build upon her skillset year after year. “Most importantly, I find fulfillment and joy in the work I do, and the lives I get to touch and impact is my ultimate definition of success,” she expresses.

Rachel credits her team and the women around her for the passion she finds in her work. She is dedicated to empowering and equipping other women in both life and real estate. “I love taking risks and encouraging other women to do the same,” she comments. “I felt a stirring to lead a team but knew it would be a challenge. But I decided to follow my passion and launch the Lubbock Lady Real Estate Team after only a year in the business.” Teambuilding was an unknown territory at first, which intimidated Rachel. But her love for the women she works with pushed her to try something new and build her team. “We are a group of women who root for each other, which makes me a better REALTOR®,” Rachel voices.

Rachel is married to her high school sweetheart, Kleat. They have been married for three years and have a son, Charlie, who is 2 years old. Their four-legged family members include Strider, an Irish doodle, and Lucie, a mini goldendoodle. When she is not working, Rachel loves to spend time with her family at the park, shop with her mom at local boutiques and meet friends at local coffee shops.

Rachel is most grateful for her faith. She wants to be remembered for the relationships she builds and the way she makes people feel valued. “One of the favorite things a past client said to me is, ‘Although I just met you, it feels like I have known you for a long time,’” Rachel mentions. “I strive to build a relationship with my clients because I truly care about them even past the home buying and selling experience.”


Rachel Smith
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Lubbock Lady Real Estate Team / Photo by Lissa Anglin



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DANAEE BARKER

Williams & Company Real Estate

▶▶ rising star

Submitted by Danae Barker
Photos by Alicea Jare Photography
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When did you start your career in real estate? Two years ago. I started as an assistant to Jason Ratliff, a fantastic agent in my office. I have loved every minute of it so far and have been lucky to be a part of such a remarkable brokerage.

What did you do before real estate? I was the assistant manager and new store opening lead at lululemon Lubbock. There, my passion for people grew immensely.

What led you to real estate? At lululemon, I reached the highest point I could in Lubbock within the company. I knew I wanted more for myself. A job with no cap or limit on growth or possibilities. While buying my first home, I fell in love with the process but was nervous about being commission-based. I talked with my agent, Jason, about my interest in the industry. I told him that if he needed an intern or anything, I would love to learn the backend of things. He called a month or two later. At the time, I was going through some of the hardest losses in my life, and I know God brought the opportunity to me for some much-needed change. I was so thankful for the opportunity and still am. I always will be. Williams and Company saved me.

What do you find most fulfilling about your work? Often, moving/change can be hard or stressful for people. The best feeling is when my clients understand that I genuinely care about them and their well-being, not just a house or a sale. Whether a transaction processes or doesn't, my clients know that they have me in their lives for anything they need.

What do you see for your real estate future? I love real estate, and I plan to be a top producer. I never want to stop investing and selling.

How and why did you choose your current brokerage? Initially, I met with Jason Ratliff and Dan to see if I was a good fit for the brokerage as an assistant. I knew almost all the agents from our church, Redeemer Lubbock. I had a great experience with Jason, and I knew Dan Williams's reputation around the community. I wanted to surround myself with and learn from the best people and the best agents. Williams and Company was the greatest decision I have ever made, and I am so lucky to be able to represent them.

What are your go-to closing gifts? I love being personal with closing gifts. I almost always get a watercolor painting of the home with the buyer's name and new address on it.



What sets you apart? I am devoted to my clients and their experiences. I will go the extra mile to serve them in any capacity for them to be successful. I am working on being an expert in every aspect of real estate. Studying the ever-changing market will always be a priority for me to know how and when to negotiate.

What are you most passionate about in real estate right now? The people — my clients, fellow agents and others in my industry. I love being part of the community and taking on leadership roles. I currently serve on three committees within the Lubbock Association of REALTORS®. Serving my clients and others is so important to me.

Please share any podcasts you listen to regularly and/or any favorite business books.

My favorite podcast by far is the empowering and motivating Ed Mylett Show. I also always listen to *The Village Church* podcast with Matt Chandler. He is my favorite pastor. I also love Brian Buffini's podcast for real estate.

Please share a story about a client or agent experience.

One of my favorite client purchases was for my friend when she and her husband were going through a divorce, and they needed the process to be simple. We found the perfect home for her new start. I am so grateful to help people grow, move on, find peace, start over, upgrade and fall in love with their life in their new homes. God continually uses my experiences to help others, which is all I could ask for in a career — to be a light.

What would you do differently if starting over in real estate?

I am not sure I would do a lot differently. I have been mentored and led by the greatest leaders. I got to learn while working alongside top producers. I would have maybe gotten my license sooner. I waited until I was 25, but I wish I had started earlier.

Tell us about your family.

I have a sister named Kasey Barker, who lives in Lubbock and invests in real estate with me. I have an older brother named Dustin, a veteran who works for the VA in Tyler, TX, whom I adore. And my parents are amazing. My mom is the most amazing human being in the world and my hero and role model. My stepdad is also fantastic, and I am so thankful that God gave me him as a father figure. I also have a step-sister who is a nurse in Dallas.



When you aren't working, what's your favorite way to spend time? I enjoy spending time with my friends and family, socializing and having fun in any capacity. I also love traveling and experiencing new things. I enjoy going to Gym Culture — I am a founding member. Although I am not good at either, I love playing golf and pickleball with friends. I also love shopping and styling myself and others.

How do you define success? I believe success to be what you want it to be. I think that hard work produces a success mindset. I know many people who are highly successful in what they do but don't measure by monetary definition. Joy plays a huge part in what I want my success to look like.

What do you want to be remembered for?

I want to be remembered as a joyful Believer who cared about others more than anything else in her life. No matter what was going on or what she had to lose, she supported the people around her and pushed them always to be better. I want to be a light to people who struggle to see what could be.

What are you most grateful for?

I am most grateful that at any point in your life if you don't love who you are or the situation that you are in, you can change it. It can be as simple as creating new habits or as complicated as starting completely over. I pray that everyone is brave enough to do so. I am grateful for the life God has given me.

What is something that not many people know about you?

I lived and worked in Washington, D.C., on Capitol Hill for a Congressman while in college and loved it. I am passionate about baseball, and the Congressman was a Major League Baseball player before being elected. Living in the city and learning the details of the government was an amazing experience.

What else would you like to add?

I love to laugh and be happy. It brings me personal joy to do that for others. I want everyone I come into contact with to feel genuinely cared for. Empowering people empowers yourself.

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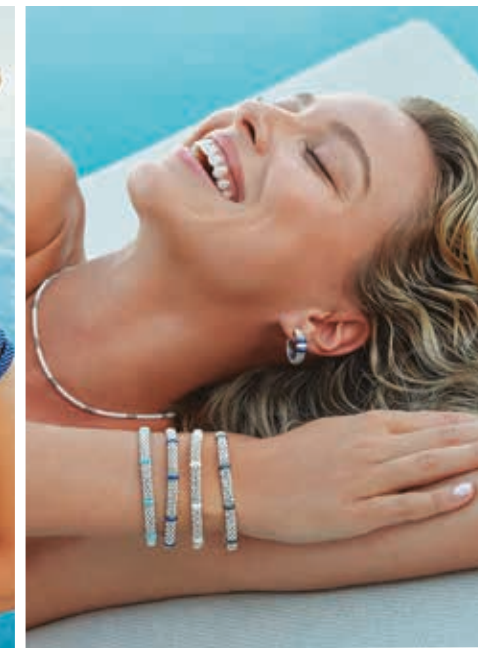
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Story by Dan Steele
Photos by Rowdie Bright Photography

Whether an accounting company is shifting offices or a family is transitioning into a new home, moving is one of the most stressful and complicated parts of a real estate transaction for clients. They need a moving company they can trust with their possessions, so they ask their REALTOR® to recommend someone they can trust. But who should the REALTOR® recommend? What should they look for when suggesting a moving company?

The most important factor when choosing a mover, according to Jeremy Pool, owner of Hart Moving & Storage, is to choose a professional who has experience and is also licensed and insured. “That’s the most important thing to consider,” he shares. “You want that assurance that the company will make it right and your items are covered if something goes wrong.”

Having worked in the moving industry since he graduated from Frenship High School in 1998, Jeremy speaks from extensive personal experience. “I’ve worn every hat in the industry: mover, driver, supervisor, general manager, operations manager,” he says. “I’ve seen and worked every part of the job.” In 2018, after 10 years at Hart Moving & Storage, Jeremy became the owner when he purchased the company from John Hart, whose father, Joe, founded the company in 1965. The Lubbock native wants REALTORS® to know that they can trust the company — with nearly 60 years in the moving industry — to take care of their clients. “We will show up and do it the right way,” Jeremy promises, “and that’s how we set ourselves apart.”

The company certainly has the experience needed for REALTORS® and clients to trust it will do the job right. As a full-service moving company, Hart Moving & Storage handles moving and storage for both commercial and residential clients and also provides full installation services and works with designers to receive and deliver high-end items to clients. But what makes Hart Moving & Storage truly stand out among the competition, Jeremy elaborates, are the people who make up the company. “We don’t have a high turnover rate,” he comments. “All the crews are tenured and incentivized, and none of our drivers has been with us for fewer than 10 years. In fact, one of our drivers just celebrated his 22nd year working for us.” The people and culture of his company are a point of pride for Jeremy and what drives him forward. “Taking care of my employees and their families and building and keeping a great culture in my company is the most fulfilling part of my career,” he reveals.

JEREMY POOL

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When not providing clients with superior service, Jeremy bass fishes competitively. He loves going to restaurants and movies with his two daughters, and while his oldest, Ryley, is more home-oriented, Jeremy gets to share his love of fishing and hunting with Paisley.

Jeremy welcomes all real estate professionals to contact him at (806) 763-4191 to have Hart Moving & Storage get their clients (and themselves) where they need to go!

Jeremy Pool
Hart Moving & Storage
(806) 763-4191
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“Taking care of my employees and their families and building and keeping a great culture in my company is the most fulfilling part of my career.”



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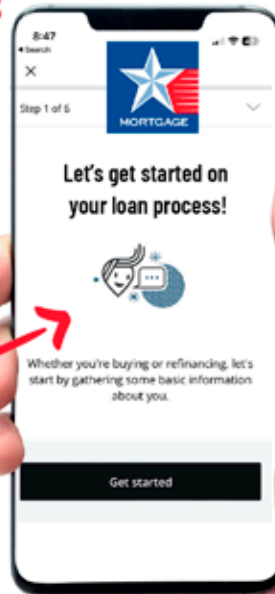
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Amy Mancias

K E L L E R W I L L I A M S R E A L T Y

“It was January 2020, and I was lying in bed, setting my alarm for school — again — thinking, ‘A new year, and nothing has changed,’” states REALTOR® Amy Mancias, explaining what pushed her to delve into real estate. “I was mentally going over my resolutions, and, for the first time, I thought, ‘I will do something different professionally this year.’”

In her moment of introspection, Amy resolved to significantly change careers, setting the stage for a transformative chapter in her life.

Previously, Amy had dedicated two decades to shaping young minds as an early childhood educator. Teaching kindergarten through third grade, she worked in numerous schools, including Marc Cisneros Center for Young Children, and she served as a team leader in Harlandale ISD and Northside ISD before she retired from the field in 2021.



A pivotal life event sparked a desire for change when Amy and her family relocated from San Antonio to Lubbock in 2018. She shares, “This transition opened my curiosity for the buying and selling process. I was very engaged with trying to understand the logistics of the transactions but felt like I wanted to know more when it was all done.”

Switching careers during the height of COVID-19 presented a unique set of obstacles. Amy even had to drive back to San Antonio to take her test; however, she obtained her license in July 2020 and launched into her new business. Through teaching, she had grown accustomed to having a guaranteed salary and had only lived in Lubbock for two years with a small sphere of influence. But Amy ignored the noise and got to work, embracing the challenge and demonstrating resilience and a steadfast commitment to her newfound path.

Everything came full circle when Amy helped a former first-grade student, who is currently working toward earning her doctorate, buy a home in Lubbock. “I think the true big picture was that her parents trusted me with their daughter’s education,” she remarks, “and then, they trusted me once again to serve them in a different capacity.”

Amy expresses gratitude for her family, particularly the support she’s received from her college sweetheart and husband of 20 years, Joe Dan Mancias. Together, they have two teenage boys, Alex (15) and Luke (14), along with two dogs, Remi, a Britney Spaniel, and Spots, a Catahoula mix. The family are proud members of Turning Point Community Church and are a hunting and fishing family, especially enjoying dove season, when Remi puts her hunting skills to work.

“

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Undoubtedly, Amy values people and the relationships she has formed, not taking any interaction for granted. Her determination to be the best version of herself in all aspects of her life reflects her commitment to providing exceptional service to her clients. Beyond her professional pursuits, Amy finds fulfillment in connecting with past clients-turned-friends, knowing that she has helped them achieve their homeownership and financial goals.

Embracing each opportunity and challenge with dedication and purpose, Amy adds, “Success to me is chiseling away at small wins daily, leading to bigger goals. Win the moment, and you’ll win the day!”

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By LAR President Michael Hutton

TEXAS REALTORS®

Happy February Lubbock Real Producers! Michael Hutton here, your 2024 LAR President. We've had a great start to the year, and I want to keep that momentum going. This month is all about love, and one of the things we as REALTORS® do is love our clients. We act as advocates for them during transactions but also every day through TREPAC.

As REALTORS®, we abide by NAR's Code of Ethics, and the way we treat our clients and each other comes from this code. We work hard to treat people fairly while we're working to make a difference in our community. As a real estate professional, staying up to date and knowledgeable about current trends and things happening around us is vital to our success.

The last few months have been filled with highs and lows in our industry. The best thing you can do for your clients is to stay informed. Both Texas REALTORS® and NAR's websites are full of useful information we can pass on to our clients. I want you to continue to show your REALTOR® Value by being an informed professional.

As the top producers in Lubbock, we have an opportunity to lead by example and be an ethical shining star. Being ethically sound means we are making

good decisions for our clients and professionally treating other REALTORS®. I am confident that if you're reading this article, you are a great example to your peers and the community.

One of the things I want to focus on this year is telling our REALTOR® stories. There is no shortage of bad press for REALTORS®, but what about all the good things REALTORS® do? This year, we will focus on sharing the many reasons REALTORS® are good stewards of their communities.

I will encourage you to stay up to date on what is happening with TREPAC. We are always working to strengthen the real estate industry in Texas. Make sure you're an advocate for your clients by supporting TREPAC. It's an investment in your business you can't afford not to make. We hit the high watermark last year of \$210,000. We have big plans again for this year.

2024 is going to be a great year for real estate in Lubbock, and I am honored to be leading the charge this year. Please continue to watch out for each other and be kind. Be sure to serve your community to the best of your ability and continue to lead by example.

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