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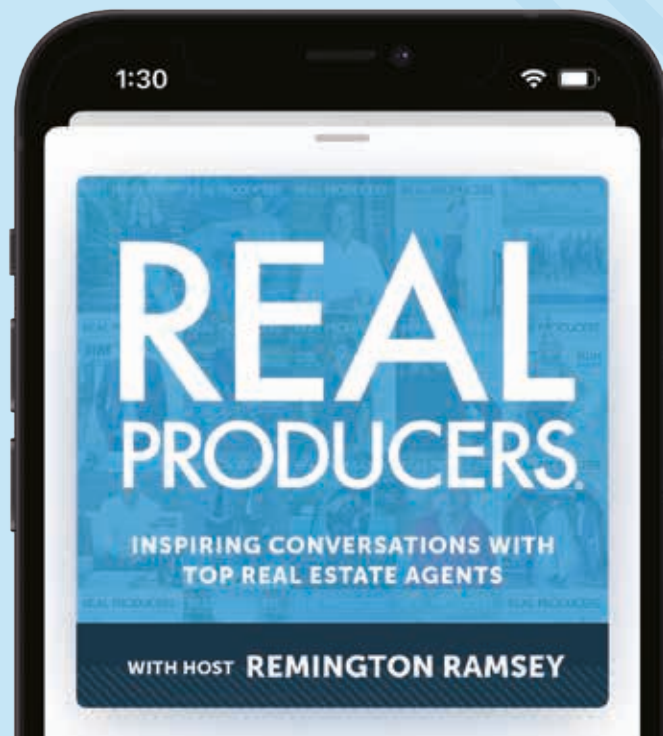
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How many years have you been a REALTOR®? 6 years!

What is your career volume as a REALTOR®? \$34 million

What was your total volume last year? \$7.1 million

When did you start your career in real estate?

I started my real estate journey in January 2018, obtaining my license during the winter break of my Junior year at Eastern Washington University when I was just 20 years old. This marked the beginning of a passion-fueled career that has evolved over the past six years!

What were the life events that led you to become a REALTOR®?

I was a full-time college student at EWU and also served as a direct caregiver to individuals with intellectual and developmental disabilities at a facility in Medical Lake, Washington. The experience at this job taught me invaluable lessons, particularly in empathy. Witnessing the daily and systemic challenges faced by those with disabilities opened my eyes to a new reality, fundamentally altering how I perceive and interact with the world. My time as a caregiver honed my skills in interpersonal communication and heightened my awareness of emotional intelligence. This role fostered a deep understanding of human connection, enhancing my ability to relate to others.

As a first-generation college student at Eastern Washington University, I pursued a degree in finance, successfully earning my Bachelor's in the summer of 2019. Starting my real estate was a great next step.

Real estate has always been a theme in my family, with my uncle and great uncle, who have since passed, being actively involved in the industry in the greater Seattle area. So, growing up, conversations about real estate were commonly brought up! When I first started thinking about a career in real estate, I sought guidance from



Photo by Cascadia Designed

my great uncle, a seasoned professional in the field. His insights and advice played a pivotal role in solidifying my decision. Just before deciding to become a REALTOR®, I was also in the process of trying to purchase my own home. Although I ultimately decided not to proceed with the purchase at that time (a decision I ironically regret now), the experience granted me a firsthand understanding of a real estate transaction and how everything worked, which led me to want to learn more about it!

Why did you become a REALTOR®?

No one in my family ever had much money, we always lived paycheck to paycheck. No one has ever started any kind of business, nor has anyone ever really had a career that they truly had a passion for. Growing up, I saw how much financial stress this can cause. This can seep into every aspect of your life. And I knew early on that I didn't want that. I wanted an opportunity to create something meaningful for myself. Something that I truly enjoy going to work for every day. I always believed that if you find a job you enjoy doing, you will never have to work a day in your life. At a young age, I just had no idea what

this would be. And I didn't know how or where to start because I never really knew anyone at that capacity. However, I knew the concept of entrepreneurship was always on the horizon, and real estate emerged as the avenue through which I could manifest this vision.

Everything you do is based on the choices you make. It's not your parents, your past relationships, your job, the economy, the weather, an argument, or your age that is to blame. You and only you are responsible for every decision and choice you make. Bet on yourself.

What has been the most rewarding part of your business?

The most rewarding aspect of my real estate business extends beyond transactions and community impact. It lies in the trust and referrals given to me by my sphere and past clients. Knowing that individuals entrust me with one of the most significant financial decisions of their lives is a profound honor. The relationships built on trust and the confidence clients place in my expertise create a gratifying and humbling experience. The sense of accomplishment and fulfillment derived from these relationships adds an extra layer of satisfaction to my journey as a realtor. It means the world to me.

What was your biggest challenge as a REALTOR®?

Early in my real estate career, my biggest challenge was navigating the perception of my age, coupled with the fact that I am an extreme introvert. Being the "nerdy" kid, initiating conversations and engaging with people did not come naturally to me. My business helps me break out of my introverted shell. It's not only challenged me to step out of my comfort zone but also provided a platform to create relationships I might not have otherwise had.

Define success.

Success, to me, is a multifaceted concept that extends beyond mere



financial achievements. It encompasses the realization of personal and professional goals, the cultivation of meaningful relationships, and a positive impact on the lives of others. True success is finding a balance that brings fulfillment and satisfaction in both career and personal life. It involves continuous growth, resilience in the face of challenges, and the ability to contribute positively to one's community. Ultimately, success is a journey of self-discovery and accomplishment, shaped by a commitment to purpose, integrity, and the pursuit of excellence.

Tell us about your family, including names, interests, what you like to do together.

My family is centered around my wonderful wife, Destiny, who has been my devoted companion and biggest supporter since we began dating in 2016. We are both born and raised in Spokane, WA. I went to Shadle High School, and she went to North Central. Rivalry! Both graduating high school in 2015, I went off to Pullman where I attended WSU and she went to EWU in Cheney. After only one semester, I transferred back home to also attend EWU. That following summer we crossed paths through mutual friends, and our connection has only deepened since. Her encouragement has been a constant source of motivation, and she is the reason I have never given up on my aspirations. I am constantly approaching her with crazy ideas I may have or a house that I may want to buy, and as risky or crazy as some things sound, she never gives me a hard time and always trusts me with anything that I do.

Currently, our family extends to our two French Bulldogs, Gus and Winston, who bring lots of joy, personality, and lively energy to our home. We hope to grow our family further together soon. Together, we share a love for travel, trying new restaurants, or just relaxing at home, watching a new TV series or working on a new home project. We also love to host parties and hang out with our friend group!

In May of 2022, Destiny and I got married in the beautiful setting of Puerto Vallarta, Mexico. It was a very remarkable

celebration with our closest friends and family, adding a special chapter to our shared history. This momentous trip has become a cherished memory that further solidifies the foundation of our family and the adventures we look forward to sharing in the years to come!

Are there any charities or organizations you support?

Giving back to the community is important to me, and I actively support charities and organizations that make a positive impact. Two organizations close to my heart are the Spokane Helpers Network and Generation Alive. The Spokane Helpers Network, with its focus on community service and support, aligns with my belief in the power of local initiatives to create meaningful change.

Additionally, supporting Generation Alive, an organization dedicated to inspiring and equipping young people to be compassionate leaders, resonates with my commitment to fostering positive change for future generations. Contributing to these organizations allows me to be part of initiatives that address various needs and promote a better community and world.

What are your hobbies and interests outside of the business?

Beyond the demands of the real estate business, I find joy in spending quality time with my wife and dogs, hanging out with friends, exploring new local restaurants & breweries, playing basketball, video games, going to the gym, and watching lots of sports! Sports has always been a huge part of my life, whether it is playing or watching. I am a huge basketball fan, especially Lakers and Duke (Zags, too!) I've also started flipping houses in the last year, so I enjoy working on home projects and building things as well!

Being new, what advice would you give to someone else who is interested in becoming a REALTOR®?

While the prospect of becoming a REALTOR® may seem straightforward, the key is resilience. There were moments at the start of my career when self-doubt crept in, and I questioned my business. Questioned whether I'd ever be "good enough." The crucial takeaway is not to let these moments define your path. It's normal to face challenges, but perseverance is the key to success. Don't give up, as success often comes to those who persist through the initial hurdles. And I am so glad I didn't!



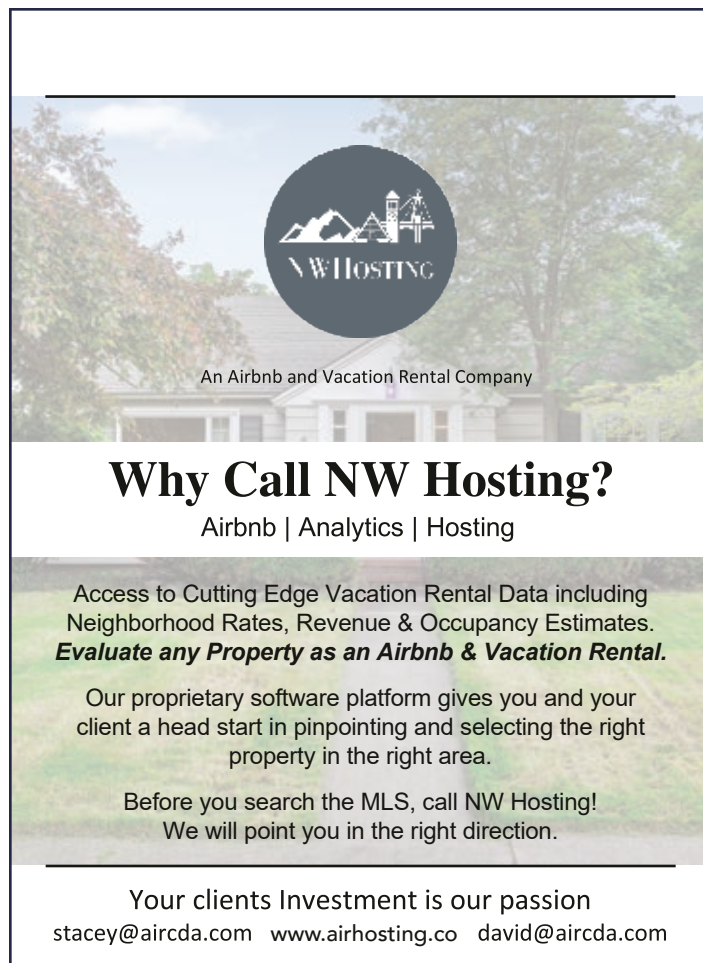


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“Cellar” Disclosures

A Grape Escape Wine Tour

Join us for a tour of some local wineries. Not only will we get to network with others in our industry, but we will also be educated at each winery on their wine making process, hear their stories and passion. Spokane has so many great wineries! We will be able to learn so much to better educate our clients who are wine lovers.

Saturday, 27 April 2024

We will begin our day at
Spokane County Title
(with mimosas)
1010 N Normandie St at 10am and
return at 4pm



Women's Council of
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Photos by Hannah Givas



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JACQUE SANDOVAL

FAVORITES

Years as a REALTOR®: 5 years

Career Volume: \$27 Million

Awards: WCR Blue Diamond Award 2022, 2023, A night of sisterhood health equity award 2023, Juneteenth Coalition - Answering the call to action award 2022, Most Inspirational - Windemere Valley - 2021, Windemere Real Estate Honor Roll 2022

I always thought it would be fun to do something that was real estate-related. I had become pregnant at the age of 20 and had my son at 21. I needed to have a place to live and a job, and I saw a job opening with the company GandB Real Estate Services for a leasing specialist. This job offered compensation and an apartment. So in my mind, this was a win-win. They were getting me, and I was getting a job and a home. After the first few weeks of work, I fell in love. This job was working at a tax credit property and even though it was tough it was so rewarding. I learned so much during this time, that is when I knew I wanted to continue to do this type of work.

Favorite Restaurant:

Viex Carre - The food is so good it makes you wanna slap your momma.

Favorite Candy Bar: I am torn between Snickers and a Twix

Favorite Quote: The Bible is simple, people make it complicated

Favorite Coffee Place: I don't drink coffee, it will stunt my growth.

Favorite Charity: Wake Up Nation - They help provide scholarships to young people to camps or conferences

Favorite Vacation Place: Cancun Mexico

Favorite book: The Bible

Favorite Alcoholic drink:

I love Long Island iced tea

Favorite Motivational Speaker: Isaac Butts

Favorite Music: Gospel Music

Favorite Sport: Track and Field

Favorite NFL Team:

Seahawks by marriage.

Within the field of property management, I worked at the same location but the management companies kept changing. I got to see all the different sides to what I was doing. As management companies changed my position changed as well. I went from Leasing Specialist to Compliance Manager, Assistant Property Manager to Property Manager. I stayed in this field of work for a total of eight years. While I was in the Tri-cities working I knew I wanted to help people find homes.

Fast forward to 2015, I had been married for 1.5 years, we bought a home in an MF community, and I had been working part-time in the gaming industry table games dealer and I was working as a receptionist for a medical office. I had gone to the eye doctor and they let me know I needed to see a specialist. That is when I received a call that I had a blood clot in my head and I needed to get to the hospital immediately. I spent five days in the hospital and soon after my family lost our home, our car got repossessed and I had to leave my part-time job because it was too stressful.

When we lost everything, I had another blood clot in my head and was hospitalized again. This led to us having to file for bankruptcy in 2016. Once we did this, that is when I knew my family had hit rock bottom and we had to change things in our life. I started to do some small things with budgeting. In 2017, the company my husband works for, Mister Carwash, allowed him to relocate to Spokane and we had to move within one month. Since the money was right, we knew this was a sign from God.

After relocating to Spokane, we found it hard here. We knew no one and we had very little money. My husband's company offered a class through Dave Ramsey regarding budgeting. I decided to master that course. I wanted to change my family life for the better, and I knew it had to start with me changing my mind. Once I conquered this, I wanted to get my real estate license and help others change their lives.

When I started my real estate journey, I wanted to make sure that I helped people who were like me, people who felt hopeless, people who felt like



Photo by Pix'All Photography

MY ULTIMATE GOAL IS TO HELP GUIDE ANYONE AND EVERYONE THROUGH THE PROCESS OF HOME OWNERSHIP AND ALL I ASK IS FOR EVERYONE TO "TRUST THE PLAN."



owning a home was such a far-off dream that it would never be achievable, and people who just needed a little guidance. One of the first things I did was develop a class called “The 5 points of Credit.” This class has now changed into “Prepare to Invest in Yourself.” Within this class, we talk about everything from credit and budgeting and changing mindsets to achieve financial goals. I am not a credit counselor, I am a person who is using her testimony to change people’s lives.

As a believer, I know that God has some great plans for me and more importantly I know that he has great plans for everyone. I hold on to the scripture Jeremiah 29:11 and I have incorporated this scripture into every part of my business. I love helping and educating people within my community on how changing the mindset and paying attention to the money God has blessed us with can provide shelter, and wealth for you and your family. I feel that most people just don’t know how to get it.

When I am not showing homes you will find me spending time with my handsome husband and son. I am their biggest fan. My family means so much to me. Even during my interview with my brokerage, I let them know “I am wife and mom first.” God blessed me with both of them and I want to make sure they get my time. If I am not with them you will typically find me singing at my church Holy Temple or different places around town. I love

gospel! I have tried to sing other types of music but it doesn’t move me as much as gospel music does. Music is something that can penetrate your heart, soul, and mind. Here is an interesting fact: I won Tri-Cities Idol and they flew me to Denver to audition for the actual show. That was so fun.

My ultimate goal is to help guide anyone and everyone through the process of home ownership and all I ask is for everyone to “Trust The Plan.”

If you could redo it, what would you do differently in your real estate business?

I would have started with a more open mind to receive what people were teaching me. I would have found my mentor and coach sooner. Once I accepted what they (my mentor and coach) were telling me, my business took off.

Who are some of your role models?

My role models are the women in my family. My grandmother Rose Marie Allen, raised eight children while returning to school. She raised her family in Pasco, Washington and went to school at Central Washington University. She always reminded me to keep God first and to love my family. Her strength trickled down to her daughters who have all completed degrees later in life. A few other role models are my mother Benjie Allen-Griffen, Dorothy Allen and Valerie Snoddy-Martin. These women kept close to God and knew that their education was something important. Also, these women make up the best gospel group, The Allen Sisters.

“ I wanted to change my family life for the better, and I knew it had to start with me changing my mind. ”

CHERIE WELCH | (509) 672-5021
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CYNDEE WOOD | (360) 460-8790
www.iccu.com/cyndee | NMLS: 1619044

KARI OLSEN | (509) 672-5018
www.iccu.com/kari | NMLS: 742356

TERRI PETERSON | (509) 939-1955
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