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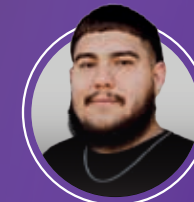


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publisher's note

SUMMER is Calling!

As we embrace summer and the vibrant energy it brings, it's essential to acknowledge the delicate dance many of us face as we navigate through a season filled with opportunities, both personal and professional. With the sun shining bright, the challenge of balancing the demands of work, family, and leisure becomes all the more apparent.

Summer isn't just about closing deals and meeting clients; it's about juggling multiple priorities with finesse and grace. The rhythm of the real estate market may not always align seamlessly with the schedules of children's sports tournaments, dance recitals, or family vacations. Yet, it's in this delicate balance that the true essence of success lies – not just in achieving professional milestones but in cherishing the moments that matter most with loved ones.

In the midst of hectic showings and endless paperwork, it's crucial to carve out time for the ones who fuel your drive and passion. Whether it's cheering from the sidelines of a baseball game or simply enjoying a leisurely day by the pool, these moments serve as the foundation upon which lasting memories are built.

As the allure of summer vacations beckons, embrace the art of delegation and effective time management. By leveraging technology, streamlining processes, and cultivating a strong support network, real estate professionals can confidently take a step back to recharge and rejuvenate without compromising the quality of service they provide to their clients.

As an entrepreneur, I understand the intricate balance you strive to achieve each day – the delicate equilibrium between professional excellence and personal fulfillment. This summer, I encourage you to embrace the spirit of balance, recognizing that success isn't measured solely by transactions closed or listings secured, but by harmonizing work, family, and leisure.

Here's to a summer filled with sun, sand, and the perfect blend of work and play.

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Looking for a moving company? Safeguard your valuables and trust your possessions to the care of the professionals at "It's Your Move" Moving Company (IYM, LLC). They package belongings with TLC and exceed their clients' expectations from start to finish.

STARTING A MOVING COMPANY

Angela Galan and her husband Anthony (Tony) were eager for a change in their lives six years ago. Angela recalls, "My husband told me that we were going to start a moving company."

Although she initially objected, he won her over in the end.

They both quit their jobs and jumped into the moving business feet first, starting a new chapter of their lives in the process.

Tony had been a mover in his younger days and was eager to return to his roots. Angela took the extra effort to learn the business, including making sure that licenses and insurances were all in place. It was an exciting time for them.

"We bought one truck and got it all ready," she shares. Soon they realized that one truck wasn't enough. Now they are up to six trucks with a team of 6 full-time and 4 part-time individuals. "All of us are a big extended family," she says.



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▶ partner spotlight

**EXCEEDING EXPECTATIONS
FROM START TO FINISH**

By Beth McCabe | Photos by WesKor Drones



“
**THIS IS OUR
 COMMUNITY,
 OUR HOME,
 AND WE WANT TO
 TAKE CARE OF IT.**

Although a lot of companies call their team a crew, it's not like that at IYM, LLC. "We call it a team because we work together to get the job done," says Angela. "It's the customer's move and the team is there to make it happen."

The team sticks together through thick and thin. "We care about each other. When someone triumphs, we all celebrate," says Angela. "When someone hurts, we all cry together." A few of their team members had babies last year, which was a reason for celebration.

A FAMILY-OWNED AND OPERATED COMPANY

What makes IYM, LLC stand out from their competitors is that they are proud to be a family-owned and operated company. Not only do Angela and Tony work together, but their children have also followed in their footsteps.

Their oldest son, 22, works during the evenings and on weekends. Their 19-year-old son likes helping out in the office. As for their 17-year-old son, Bryan, he helps out on nights and weekends when he's off from his other job.

"My daughter Roxanne is my weekend office helper," says Angela. She comes in every Saturday and enters paperwork from the week as well as organizes receipts.

"My younger son is 12 and my grandson is 10. They stock our pack truck with boxes and tape and count them," explains Angela. "Everyone is involved in one way or another. It has afforded a lot of opportunities that we might not have had otherwise." They also keep the place looking good by pulling weeds and picking pinecones.

Angela is also excited to share that her immediate family expanded last May with the birth of her grandson Matthew Cash, more affectionately known as Cash. "He's my oldest son Gabe's son along with his girlfriend," she smiles.

TREATING THINGS WITH CARE

"We treat things as if they are our own." Angela and her dedicated team also take the stress out of moving. "We try to make it as pleasant as possible." Telling jokes and relieving anxiety also helps people feel at ease.

"Our guys take pride in their work and want to do a good job for our customers," says Angela. That's how they have built their referral business. People choose them because of their positive reviews.

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When it comes to moving, IYM, LLC has you covered. From residential to commercial moves, the friendly folks would be

happy to help you with all of your moving needs. Local moving can be done with ease as well as senior moving. In addition to moving, they can assemble furniture, pack items, and even do all the heavy lifting for apartment complexes and storage facilities.

CHOOSE LOCAL

When looking for a moving company, choose your local movers here in your community. "My husband is from Midland and I'm from Odessa," says Angela. "This is our community, our home, and we want to take care of it."

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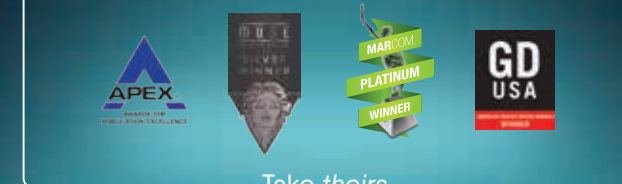
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HILL | HEATHER Atkins Realty

▶▶ woman to watch

By Beth McCabe
Photos by Sabrina Flores Photography

Patience + Perseverance

“Keep pushing,” says REALTOR® Heather Hill at Atkins Realty. She has learned the power of perseverance in her real estate career. “When things are hard, that means they are going to get better. Keep your head down and see the light at the end of the tunnel.”

Childhood Roots

Interestingly, Heather never had real estate on her radar. Born in Snyder, Texas and raised in Coahoma, Texas, Heather had different dreams for her future.

“I honestly wanted to be a news reporter or a meteorologist as a child,” she shares. She also had a competitive drive within her that fueled her desire to play softball, a game that would teach her valuable life lessons that she could use off the field.

“I’ve played softball my whole life,” she says. “Softball was my life.” Her determined nature served her well in softball as well as life. “I am definitely head strong when it comes to challenges. I don’t like to stop until the job is done.”

Blazing Her Trail

Heather reflects on her journey, “Starting college at Angelo State University, I earned my Radio Broadcasting Degree from Western Texas College. It was during this period that I met my husband Cory.” Despite her father’s encouragement, she admits, “I wasn’t interested in pursuing a career in real estate.”

Cory and Heather, who tied the knot in April 2014, welcomed their first bundle of joy, Harley, who is now 9 years old. Their family continued to grow with the arrival of their energetic son, Stryker, now 5, and their adorable daughter, Teigan, just 1 year old. Alongside their three dogs—Sadie, Ozzy, and Rogue—their home is a lively sanctuary filled with love, laughter, and sweet chaos.

Looking for the next chapter in her life, Heather was eager to make her mark on

the world. “I didn’t know what I wanted to do with my life,” she admits. Despite initially hesitating to pursue a career in real estate, Heather found herself drawn to the industry after listing and selling her family home. She started doing real estate classes and discovered her passion in the process. “Everything moved so quickly, and everything went so smoothly,” she recalls.

Success and Serendipity

Heather’s journey at Atkins Realty shines with warmth and a heartwarming tale. “Brooke Atkins was my mentor,” she reminisces. “She ignited my passion for real estate, guiding us through the sale and purchase of our homes.” Despite their paths briefly parting, their professional paths intersected again, bringing them together. “Now, she’s my broker,” Heather says with a friendly chuckle, grateful for their rekindled connection.



“
WHEN THINGS ARE
HARD, THAT MEANS
THEY ARE GOING
TO GET BETTER.
KEEP YOUR HEAD
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LIGHT AT THE END
OF THE TUNNEL.”



“

EFFECTIVE

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ME. I'M A TRUSTED

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THEY CAN LEAN ON ME FOR

SUPPORT AND GUIDANCE.

Heather finds profound fulfillment in her career—it's more than just a job; it's a calling. "I'm passionate about meaningful connections," she says. "Effective communication is key. Guiding clients through uncertain times fulfills me. I'm a trusted advisor. Clients know they can lean on me for support and guidance."

Heather's commitment goes beyond closing deals; it's about making a positive impact. "Knowing that I've helped someone find their dream home or navigate a challenging real estate transaction brings me immense satisfaction. It's about building lasting relationships and making a difference."

Balancing Family and Passion

Family is paramount to Heather. "My 9-year-old is in travel softball. That takes up the majority of our time," she smiles. When not traveling from ballpark to ballpark, Heather goes to other sporting events and enjoys time with her family. "In the summer, we basically live at the lake. That is our biggest hobby as a family."

Despite her busy schedule, Heather still finds time for fun. "I love to travel," she says. Additionally, Heather is a board member of a local nonprofit called Tate's Place, dedicated to providing essentials in the community. "It is in memory of my friend who lost their 11-year-old son in 2021," she shares. "That is something that I am really proud to be a part of."

Making Waves

Heather Hill's story is one of perseverance, passion, and dedication. From her childhood dreams to her current success in the real estate industry, Heather embodies the spirit of a Woman To Watch. With her drive and determination, there's no doubt she will continue to make waves in the real estate world and beyond.





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BRITTNEY REYNOLDS

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FORGING
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LEGACY



▶▶ top producer

By Jacki Donaldson
Photos by The Stones
Photo + Film

BRITTNEY REYNOLDS enthusiastically reveals the remarkable opportunity she just received in February 2024. As she sits in her new office contemplating how she will decorate the blank walls and fill the space with personality and purpose, she is abuzz about launching the first-ever LocalPRO Realty in Midland, TX. “If you were to ask me to define my career, I’d say that it consists of me walking through doors and saying yes to the people who trust me,” shares Brittney, who embraces faith in all her journeys.

After graduating from high school in 2004, Brittney, a Midland native, found her calling in the beauty industry. During her 15-year career as a hairstylist, she built a large, loyal clientele at a local salon, and for about six of those years, she also traveled and trained for Wella, an innovative global haircare company. When her passion in this arena started to wane, she began thinking about new career

paths. One of her long-time salon clients, REALTOR® Erika Baker, encouraged her to consider real estate. “She told me she thought I’d do well as an agent and started nudging me,” says Brittney, who got her license after the pandemic shut down non-essential businesses. “I used the time to knock out my real estate classes, and I got my license on July 4, 2020.”

Erika introduced Brittney to REALTOR® JaCee Apple, with whom Brittney partnered. “She helped me tremendously and poured into my life and career,” Brittney notes, recalling that she closed her first deal during her first month in real estate and earned Keller Williams’ Rookie of the Year. After working with JaCee, now her dear friend, Brittney went on to build her brand as a solo agent with Reynolds Real Estate Group. Her success has multiplied year after year, and she finished last year in the top 5% with \$12 million in production.

Brittney credits her salon clientele and support system for helping her excel in a competitive field. “My clientele

helped me become a top producing agent because they already trusted me," she explains. "And I had an amazing support system that helped me understand this business and navigate transactions without making a lot of mistakes." Brittney's biggest cheerleader has been her husband of 20 years, Michael. "I had built this huge hair business, but I was tired, and he was so encouraging when I told him I wanted to switch careers," she reports. "I think if I told him I was going to be a bank robber, he'd say, 'Babe, you'll

be the best bank robber there ever was.'" Pouring into the community has also helped propel Brittney's business. "Whether participating in my children's sports and PTA or volunteering at the Permian Basin Board of REALTORS®, I love to be around people," she remarks. She can't wait to see how LocalPRO Realty shines in her beloved community.

The hyper-local LocalPRO Realty boasts teams of experts in DFW and West Texas who walk alongside



clients at every stage of their journey, leveraging innovative technology and unrivaled service to facilitate successful transactions. Bringing LocalPRO to Midland is a dream for Brittney, who is opening the brokerage with REALTOR® LaNita Torres. "This new brokerage is going to open up so many opportunities," Brittney comments. "We are excited to see what the future holds."

If you were to ask me to define my career, I'd say that it consists of me walking through doors & SAYING YES TO THE PEOPLE WHO TRUST ME. ”

Complementing LocalPRO's new presence in Midland is Brittney's seasoned and superior service. "Helping people with one of the biggest investments of their lives is a huge responsibility," she declares. "All transactions are not joyful, but knowing I can make the process slightly easier for someone during a hard time, like death or divorce, is so rewarding." As a certified divorce real estate expert, Brittney guides from a place of neutrality, helping each side put personal emotions aside and focus on moving forward. Brittney's passion is humanity, which informs every decision she makes.

Outside real estate, Brittney cherishes her time with Michael, who works in the oil industry, and their daughter Aubrey (17) and son Grayson (14). She excitedly watches Aubrey's barrel racing and gleefully cheers for Grayson on the football field. She also admits to an animal obsession, as the family has four dogs, three cats and two horses.

As Brittney embarks on this exciting new chapter with LocalPRO Realty, she reflects with gratitude and anticipation on the journey that led her here. With a career founded on faith and a commitment to serving, her unwavering dedication to her clients and her passion for making a difference illuminate the real estate landscape. As she looks ahead, Brittney is poised to continue her legacy of excellence, empowering clients and shaping lives, all while holding on tight to her family's love and the joy she finds in life's simplest pleasures.





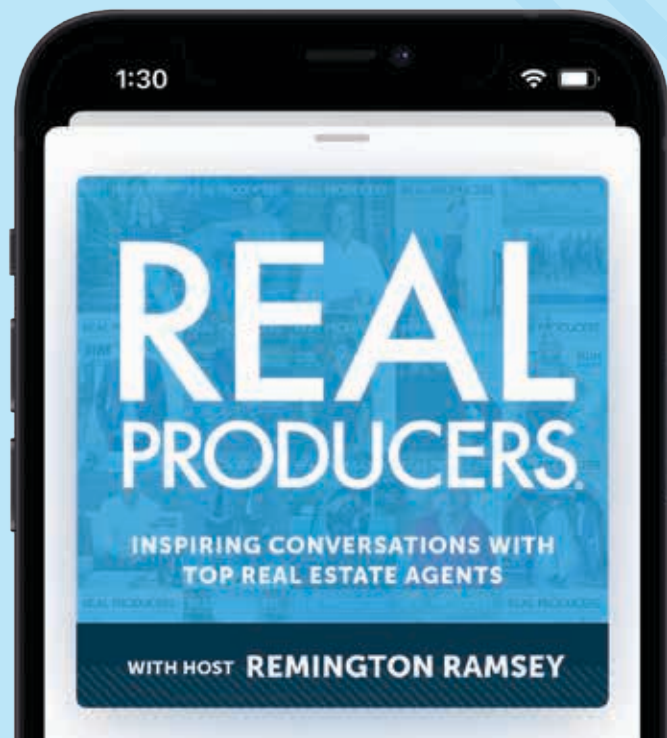
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I reached out to Ryan Roofing on a Thursday morning for a home insurance roof inspection. I received a call back from Charles promptly and set up an inspection time. By Friday morning, my inspection was in my email inbox. It was quick, easy and professional service. I will definitely use them again in the future.

ERIKA B.
MIDLAND REALTOR

Ryan Roofing has been great to work with when I've needed their expertise. Quick to respond and answer any questions that my clients or I have. I will recommend Ryan Roofing every time.

KAYLA S.
ODESSA REALTOR

I have had the pleasure of working with many quality roofing companies as a local Realtor. However, Ryan Roofing not only conducts their business with professionalism but compassion. On more than one occasion Charles Nelson has stepped in and stepped up to take care of my clients. Replacing a roof can be complicated but imagine trying to complete this task while experiencing a life altering tragedy. Ryan Roofing showed grace and compassion and took care of my clients as if they were his own family. For their servant's heart they will always have my business.

CARIE M.
MIDLAND REALTOR

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