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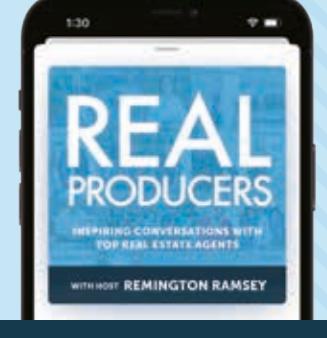
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GOLFER

NATHAN JANECEK

FOUND HIS FOOTING, FOUNDATION, AND
FUTURE IN REAL ESTATE

This Career Suits him to a Tee!

Originally from Wisconsin, Nathan made the move to Tempe, Arizona early in life with his family. He explains, "We were tired of scraping windshields and shoveling snow." When his family saw a photo of their aunt and uncle basking in the sun by their pool in Arizona, they knew they wanted to follow in their footsteps...and they did!

Now Nathan works as a top-producing agent with Keller Williams Realty Sonoran Living, initially getting his real estate license after buying his first house in 2013. "I was already a real estate nerd— watching every type of real estate show on HGTV," he shares.

Nathan says, "I thought about playing professional golf after attending the University of Arizona. I soon realized it was a costly profession and very time-consuming." Although his aspirations of going Pro dissipated, he did find a way to combine his real estate passion along with golf by joining the private golf club Gainey Ranch in 2016. Gainey Ranch is where he would form great relationships with many great friends who ultimately turned into real estate clients as well.

► featured realtor

Written by Elizabeth McCabe
Photos by The Capture Collective



"Golf can be an awesome network, you really get to know people during a four-hour golf round. It's a great place to create relationships." Gainey Ranch has also given him the opportunity to compete in tournaments, in 2023 Nathan won the club championship. The accolade was the crème de la crème, which awarded Nathan his very own parking spot for a year, not to mention bragging rights.

Nathan's relationships on the golf course have served him well in real estate. Growing his business through his connections on the golf green. Golf also taught him lessons that he takes with him today.

"Golf is all about honesty," comments Nathan. "It's about working well with the people in your group. You can tie golf into a lot of different professions; people can usually tell if they'd want to work with you in business after playing golf with you."

Nathan has many moments that he treasures in golf. He shares, "In 2010, I won a Fiesta Bowl Hole in One tournament. I won lots of prizes and a one-year golf membership to a private golf course."

Now Nathan plays once or twice a week, unless he's gearing up for a tournament. "I love the game," he raves. "It's a great way to continue to hang out with friends and clients."

EXCELLING IN REAL ESTATE

Nathan's early years in real estate were marked by determination and perseverance. Over time, Nathan diligently expanded his sphere of influence, leveraging his passion for golf to forge valuable connections within the community. He attributes much of his success to the lessons learned on the golf course: integrity, teamwork, and the importance of fostering genuine relationships. As he says, "Golf has been the forefront of my business."

Throughout his career, Nathan (nicknamed "Real Estate Nate") has remained loyal to Keller Williams Realty Sonoran Living, citing the company's culture, values, and commitment to excellence as key factors in his decision to stay. With an emphasis on ethical practices and comprehensive training, Keller Williams has provided Nathan with the foundation to thrive in the competitive real estate market. "I love the culture at Keller Williams and feel like they attract great agents," he comments.



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Nathan's business philosophy revolves around prioritizing client relationships and providing exceptional service beyond the transaction. With 90% of his leads coming from referrals and past clients, Nathan emphasizes the importance of being there for his clients every step of the way. From hosting client appreciation parties to organizing golf tournaments with exciting prizes, Nathan goes above and beyond to ensure his clients feel valued and supported.

"I do client appreciation parties often," he says. Nathan has held them at his house with live music and catered food and held one at a \$7 million dollar mansion this past October. At one client appreciation party, he even had a hole-in-one contest. "If people made the 60-foot putt on a putting green, they would win \$10,000," he shares. He purchased insurance in case someone did sink the putt. Although people got close, no one got a hole-in-one that night.

RELAXING AND RECHARGING

When Nathan isn't working, you can find him with his five-year-old Goldendoodle, Sunny, who takes up his spare time. He is a Phoenix Suns season ticket holder and takes time to crush calories on his Peloton and

unwind through yoga as well. "I also have an infrared sauna and take a cold plunge every morning for four minutes," he adds. This refreshing plunge gives him improved mental clarity and also reduces stress.

"Real estate transactions can be very stressful and very emotional," he notes. "The more I can be centered and balance myself, the better I can help my clients." His efforts are paying off, including being recognized as a top-producing agent in Maricopa County for the past three years.

As he continues to excel in his career, Nathan remains focused on his health, his clients, and his passion for both real estate and golf. When asked about what his future holds he said "I want to do more charity work, helping people in need." With a solid foundation and a bright future ahead, Nathan Janecek is a shining example of what it means to thrive in real estate.

As a REALTOR®, do you rank in the top 500? Have you been successfully working in the real estate industry for many years and would like to share your story? Email us at scottsdale@realproducersmag.com or reach out via social media to learn how.



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STRUMER

BRITTNEY

LOVES HELPING
PEOPLE IN
REAL ESTATE



"I LOVE helping people; there's nothing more rewarding than helping your clients find the perfect home for their family. I literally cry thinking about it," says REALTOR® Brittney Strumer.

A single mother of three children, Brittney pivoted during the pandemic. "I wasn't able to work because everything closed," she explains. When sitting at home with her kids, she hated not being productive so she got her real estate license online. "I got my kids a month membership to KTR, which was the only indoor trampoline park because of COVID. I could barely afford it," she admits. While they jumped for joy, Brittney finished school within several weeks and got her license in October that year.

"I took off running once I got my license," she shares. She sold \$8 million her first year and is thankful for her mentor, Ben Marquez with eXp. Now Brittney is continuing to crush it in real estate as an independent agent. She's also part of the REAL community team with Josh Trevillian.

Secrets to Success

One secret to Brittney's success is the advice she gives to new agents, "Work

hard and don't give up," she says. "This is the best and most rewarding career ever." Her only regret is not entering it 15 years ago.

Prior to real estate, Brittney also had invaluable preparation through the hospitality industry. A bartender for almost 15 years, she worked at Rehab Burger in Old Town Scottsdale, Toby Keith's in Mesa, and San Felipes at Tempe Marketplace. "I have met so many great people in that industry and quite a few of them are also in the real estate or mortgage business with me now," shares Brittney.

Fueled by Family

"Everything I do is for my family," smiles Brittney. She shares, "I have a 12-year-old daughter Brooklyn; she loves basketball and volleyball. I have a 10-year-old daughter named Brielle who is absolutely OBSESSED with hockey and an 8-year-old son named Jasiah. He loves playing football, basketball, and baseball."

As a family, everyone loves sports; Brittney stays pretty busy with each of their sports almost every day. Sports have a special place in her heart as well, especially since she still holds a few high school basketball records.

To relax, she and her kids love to go to the lake and the beach. "Our favorite getaway would be Rocky Point or Hawaii," she adds.

With real estate, Brittney feels fortunate that she has the flexibility to be present at her children's school functions and having more time with them. She admits, "Before real estate, I was never able to attend school functions or much of anything at all besides work." Now times have changed for this top producer!

A Rewarding Career

Making the shift from bartending to real estate has provided Brittney with fulfillment. "I love helping buyers find their dream home," she shares. "It's extremely rewarding. I also love



meeting new people; most of my clients end up becoming family."

Helping first-time home buyers is the most rewarding thing for her. Most importantly, Brittney truly cares about her clients. "I truly care about my clients and their best interests," she concludes.

Perseverance + Passion

In every aspect of her life, Brittney Strumer embodies the qualities of resilience, compassion, and dedication

that define true success. Her journey—from facing adversity head-on to achieving remarkable feats in real estate—serves as an inspiration to aspiring professionals to the transformative power of perseverance and passion. As she continues to make her mark in the industry, one thing remains certain: Brittney's unwavering commitment to empowering others and making a positive impact on the world around her.

Do you know of any awesome real estate professionals who have worked in the industry for five or more years and are still crushing it, or are one yourself? Email us at scottsdale@realproducersmag.com to get the word out.



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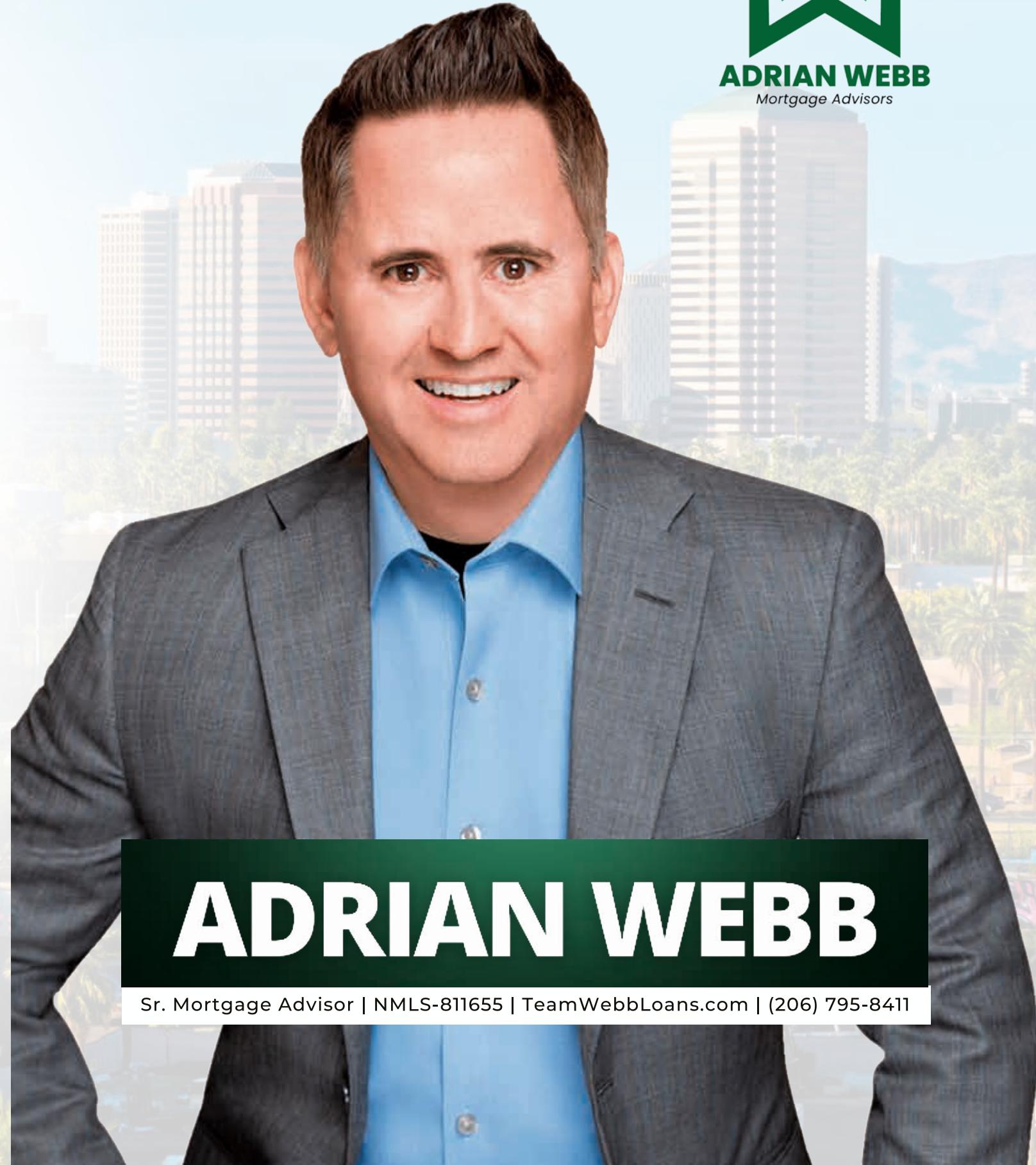
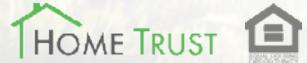


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The Spark of the Program

The inspiration for the VIP Partner Program came from a stay Chad had enjoyed at a high-end resort around five years ago.

“I had stayed there prior and on my return visit, I was amazed at how everyone knew who I was! They referenced my earlier stay and they knew my preferences which made it a dazzling service experience. We decided to put that same approach to work for our partners and clients here.”

Sustainable Growth of the Program

In recent years Camelback Moving has strategically invested in sustainable growth and expanded its team to ensure they’re engaged with agents and offices throughout Arizona. This includes a team of VIP Liaisons across the Valley to serve our partners and clients.

Marie Renfro, who oversees the program gave this snapshot, “As a VIP, you and your referred clients have access to top-tier professionals as well as caring customer service every step of the way. We put a lot of emphasis on integrity, and we break things down for customers in a detailed way.”

Maggie Gautier is a VIP Liaison in the West Valley for Camelback Moving and explained, “We realized early on that REALTORS® were our ‘source of the source’ and developed our VIP Partner



Program to impart the most value to your referrals as a REALTOR®. When REALTORS® refer to Camelback Moving, they are getting a truly vetted resource with more than 1,000 online ratings."

In the East Valley, Jenni Vega gets to see the benefits of the program firsthand. "The VIP Program is such a unique offering that REALTORS® can take advantage of, and it helps them look like rock stars to their clients! It's a no-brainer for every Real Producer REALTOR® to be a part of this program!"

Another VIP Liaison in the West Valley Joseph Marine, he says "As a REALTOR® and a Camelback Moving VIP Program representative, I have the unique advantage of seeing all sides. It's a great program from an award-winning company."

The VIP Partner Program includes an elevated VIP Concierge Service, including up-to-date and ongoing

communication with REALTORS® about referred clients so they are always in the loop. Marie, who also oversees this aspect of the program says, "We cultivate relationships with our VIP Partners and keep a line of communication open just for them."

For more information about Camelback Moving and The VIP Partner Program, or if you or your clients have an upcoming move, please give us a call and see why our motto is "Preserving Sanity One Move at a Time."

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