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Stephanie
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NOVEMBER 2024

Brittney Jeanson



In my years of working with real estate professionals, few people stand out like Brittney Jeanson. Her energy is infectious, and her positive outlook is something I aspire to bring to my own life every day.

Brittney has a unique ability to make every client feel heard and understood, which shows in the glowing reviews she receives consistently. Her clients describe her as someone who "goes above and beyond to ensure every detail is taken care of" and that she "makes the home-buying process feel easy and stress-free." Her tireless dedication and commitment to her clients make working with her a true pleasure.

One of the things that sets Brittney apart is her ability to work through challenges and turn them into opportunities. No matter the obstacle, she always finds a way to handle it with optimism and grace. Her clients say she is "knowledgeable, professional, and kind," and I couldn't agree more.

Working alongside Brittney makes the hard days easier, and her enthusiasm and energy remind me daily of the importance of staying positive in this business, especially when things get tough.

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TABLE OF CONTENTS

	10 Preferred Partners		14 Stephanie Janeshak		22 Matt Hilliard
	26 WCR Barbie Fashion Show		28 Stewart Title		32 IERP Magazine Celebration

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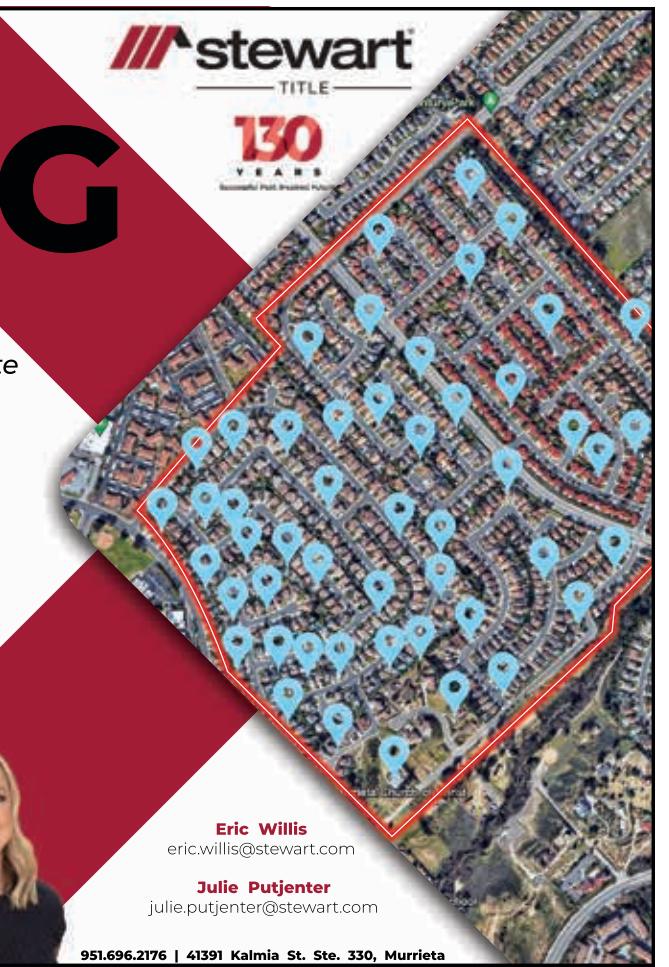
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Stephanie Janeshak

► cover story

Stephanie Janeshak has built a real estate career defined by resilience, knowledge, and a deep sense of responsibility to both her clients and her community. Her journey, spanning over two decades, is a testament to her adaptability and dedication, qualities that have set her apart in a constantly evolving industry.

Stephanie's story began at 23 when she worked as a leasing agent in luxury apartment communities in South Orange County, California. Over time, she transitioned to commercial property management, working her way up from the front desk to an assistant property manager position in a Class A office building in Pasadena. Her commitment and ambition were evident, but when she became pregnant at 36, she knew it was time to seek more flexibility for her family. That's when she made the full transition to residential real estate, eventually building a successful career with Keller Williams.

Through her journey, Stephanie learned valuable lessons, particularly during the 2008 housing market crash. "I'm grateful for that experience," she says. "It showed me what real hard times in real estate look like. Market shifts now are opportunities for growth and improvement." Her approach to market fluctuations is one of optimism and confidence, backed by the experience of having weathered some of the industry's toughest times.

Her advice for new agents reflects her emphasis on knowledge and mentorship. "I would say, find at least two mentors because that way you have two different ways to look at business, two

different styles," she advises. Stephanie believes that having a strong understanding of the fundamentals of the business, including contracts and customer service, is critical for success. Too many agents rely on technology and simply send documents for e-signature without ensuring clients fully understand what they are signing. "I emphasize the importance of being able to explain the contracts and paperwork to clients, ensuring they feel confident and informed throughout the process."

Stephanie's approach to real estate is deeply client-focused. "We have a responsibility first and foremost for our clients rather than our paycheck," she says. This client-centered philosophy, combined with her thoroughness and genuine care, is what has earned her the trust and loyalty of her clients over the years. "When our clients feel that we are valuing them and doing right by them, it gives them the confidence and trust to refer us, to use us again."

Beyond her professional achievements, Stephanie's heart is with her community. A pivotal moment in her personal life was adopting her youngest daughter through foster care 10 years ago. Her daughter's medical challenges slowed down her business at the time, but it also inspired Stephanie to give back. She found her calling with Inspire, an organization that supports children aging out of the foster care system. While she currently supports Inspire financially,

Stephanie looks forward to the day when she can mentor these young adults more actively. "They help them with job resumes, interview skills, and even offer scholarships," she says. "This is where my heart is, and I know I'll spend more time with them in the future."

Stephanie's business took a significant leap forward when she partnered with a small local builder in her neighborhood, becoming the exclusive listing agent for 23 brand-new homes. "That experience opened a lot of doors for me and gave me the confidence and resources to elevate my business," she reflects. This achievement was a pivotal moment in her career, allowing her to expand her network and refine her expertise.

Her hard work has not gone unnoticed. In 2024, Stephanie was named one of Gary Keller's top 200 agents, an elite group of real estate professionals from across the country. She's had the opportunity to attend mastermind sessions in Austin, Texas, to connect with top agents and foster relationships that allow her to better serve her clients, especially those moving out of California. "I'm trying to connect with all of them as much as I can, so I can refer my clients to trusted agents in other states."

In addition to her recognition within Keller Williams, Stephanie serves on the Agent Leadership Council (ALC) in her office for 2024. This role allows her to influence the direction of the office while sharing her wealth of knowledge with other agents.

Stephanie Janeshak's real estate journey is one of perseverance, integrity, and giving back. Whether navigating market shifts, raising a family, or supporting her community, she embodies the qualities of a true leader in the industry. For new agents, seasoned professionals, and clients alike, her story is an inspiring reminder that success in real estate is about more than just transactions—it's about relationships, expertise, and making a lasting impact.





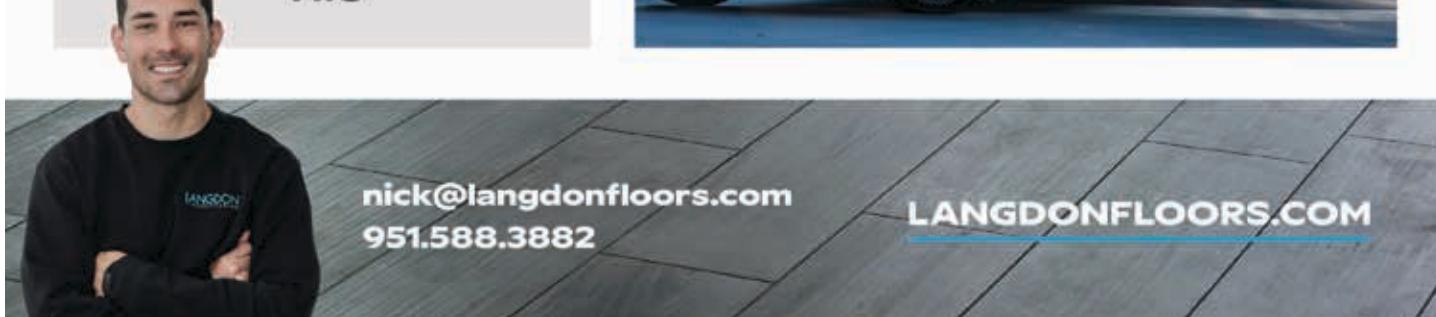
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MATT HILLIARD

Written By
Terrina Russell
Photography
by Marissa
McCutchan

Matt Hilliard, co-owner and Director of Operations for Navigate Real Estate, Inc., has a deep-rooted connection to real estate. From his grandfather in Missouri to his mother, who worked in commercial real estate for decades, real estate has always been a part of his life. Yet, Matt's journey into the field wasn't immediate. He spent 14 years as a police officer with LAPD, a career that shaped his perspective and equipped him with skills that seamlessly transitioned into real estate.

Matt reflects on his time as a training officer at LAPD, comparing it to mentoring in real estate. Fresh recruits would spend two months under his guidance, learning the ropes just as he nurtures relationships with clients now. "I started talking to the new recruits about investing and real estate," Matt explains. "It sounds so motherly, but I've always nurtured my clients. I didn't really do advertising; I just took care of people, and they took care of me." This simple philosophy has carried Matt through his career. He doesn't rely on billboards or flashy marketing, but rather on the loyalty and trust he builds with his clients.

A significant part of Matt's success is his emphasis on relationships. "The best advertising you can do, isn't advertising you can do," Matt says. "For me, it's just treating people right and reminding them that I'm still alive. That's where I think a CRM could help." He acknowledges that while his system of chalkboards, notepads, and even Post-it notes works for now, it's not foolproof. "I'm trying to get with the 21st century and get a CRM," he jokes, adding that he's always looking for ways to improve, even if his laid-back approach to business management works for him.

While he may not pay special attention to advertising himself, he does spend a significant amount of time and money advertising for his clients. "I tell my clients that they never have to wonder where the commission goes," said Matt. "I spend quite a bit on staging, cleaning, Google/Facebook/IG and print ads, as well as invitations to my open houses, which often include catering and a times live entertainment. I spend my advertising budget on my clients, not myself."

Matt's business strategy is simple: "Stay alive. Just make it through today." It's a humble and honest perspective that contrasts with the complexity often seen in real estate strategies. His focus isn't on rapid growth or mass advertising, but on sustaining and nurturing the relationships he's built over the years. This philosophy has proven effective. His clients are fiercely loyal, and their referrals have become the lifeblood of his business. "My business isn't turn and burn," Matt explains. "I take care of my clients and they take care of me."

Working alongside his best friend since second grade, Kris, Matt has grown the brokerage they co-own together, and they've even flipped homes and started other businesses along the way. Together, they've focused on building a team that values relationships over transactions. Matt's involvement with LAPD sponsorships, golf tournaments, and a family day event with the Riverside Sheriff's Department further highlights his dedication to his community and his roots in law enforcement.

His genuine care for his clients goes beyond real estate. "I had a client who called me wanting my input on his marriage proposal," Matt recalls. "We weren't friends before I sold them a house, but that's the level my clients trust me." Matt's clients include veterans, first responders, and medical professionals, and he takes immense pride in helping

them achieve their real estate dreams. “I especially love when my client isn’t the one with the biggest offer, but we manage to beat out stronger offers or create a frenzy for a listing.”

On the personal side, Matt’s family is equally supportive. His wife, who had her real estate license before they met, always believed Matt would thrive in real estate. But it was his best friend, Kris, who finally convinced him to get his license. “It’s a running joke in our house,” Matt laughs. “My wife would suggest something, but if Kris said it, suddenly it was a good idea.” Their son, now in his third year of medical school at UC San Diego, continues to be a source of pride. “In five years, maybe I’ll be adding doctors to my list of clients,” Matt jokes.

With a small farm of ducks, goats, pigs, and dogs, Matt’s life resembles a modern-day Noah’s Ark. He feels blessed by the support he receives from both his family and clients. “I don’t know why everyone likes me so much, but I’m just grateful,” Matt says. He believes in working hard, treating people right, and putting the needs of his clients first, and that’s why his business continues to thrive without the need for flashy advertising or mass marketing campaigns.

Looking ahead, Matt is focused on continuing to expand within his law enforcement network and hopes to bring on other like-minded agents. But no matter how much his business grows, Matt is determined to maintain the personal touch that has made him successful. “My goal isn’t to be the busiest agent but to be the best agent—one who has time to treat each client as if they’re my only client,” he says. It’s a strategy that has served him well so far and one that will undoubtedly continue to drive his success in the future.



WCR's Barbie Party Fashion Show

The Women's Council of Realtors Southwest Riverside County network is known in the local community as well as statewide with WCR, for their very popular annual fashion show.

Each year, WCR chooses 12 local realtors to model fashions from local stores and this year it was Macy's and Men's Wearhouse in Temecula. This year's theme was "Barbie Party" and when you entered the room it was a sea of pink! No details were spared with Barbie car centerpieces, pink Barbie sunglasses for all of the guests, pink cake pops, an incredible Barbie photo op and more!

This WCR network is a dynamic group of women with Melody Carswell at the helm as President and Capri Cherry as President Elect. The fashion show committee was led by Shelly Moore with Escrow Leaders along with a hard working team who started working on the event 4 months prior.

The models featured this year were Adam Bouvet, Jarred Hanson, Michael Bouma, Rory Ellis, Massimo Spadazzi and Vic Carrillo as the Ken dolls. The Barbie models were Dirissy Doan, Melissa Williams, Ashlee Eagle, Jordona Hertz, Aly Kong and Yvonne Ruiz.

It was a sold out event supporting Michelle's Place Cancer Resource Center. Everyone had the best time enjoying lunch, wine and champagne at Wilson Creek Winery.

WCR is extremely grateful to all of the volunteers, models and guests for making this year's fashion show one for the books!





► preferred partner spotlight

Written By Terrina Russell
Photography by Marissa McCutchan

JULIE PUTJENTER & ERIC WILLIS

Julie Putjenter and Eric Willis' journey into real estate is a true family affair, shaped by a legacy of dedication to the industry. Growing up in a family deeply involved in real estate, it was almost inevitable that both siblings would find their way into the field, though the path wasn't always straightforward. Their father, Fred Willis, spent nearly 30 years as a Business Development Officer at Stewart Title, and their mother and grandmother were also heavily involved in the industry. Despite this, Julie initially resisted the pull of real estate, while Eric found his way into the business earlier on.

Julie began her career in digital marketing as a Public Relations director, sharpening her communication and branding skills. In 2017, after some nudging from her father, she decided to give real estate a shot, and hasn't looked back since. "I reluctantly gave it a chance, and I have loved it ever since," she says. Julie now uses her PR background to guide clients through real estate transactions, while also building and maintaining strong relationships.

Eric, on the other hand, was more open to following the family path. From a young age, he and Julie would accompany their parents on office

calls, immersing themselves in the world of title insurance. By the time Eric was in college, he was already working part-time in the office, and eventually transitioned into sales after his boss noticed his easygoing and chatty personality. "You talk too much to be inside," his boss said, encouraging him to get out into the field.

The two officially became partners in 2017, when Julie joined her father and Eric's partnership in Southwest Riverside. Since their father's retirement in 2021, Julie and Eric have continued working together, creating a dynamic team that sets them apart in the industry.

“

WE'VE HAD TO ADAPT TO CHANGES IN THE INDUSTRY, LIKE MORE PEOPLE WORKING FROM HOME, BUT WE'RE FINDING NEW WAYS TO STAY CONNECTED AND PROVIDE VALUE. ”

What makes this sibling duo stand out is their unwavering commitment to their clients and the family-oriented approach they bring to their

business. "Our clients have become almost like friends, and we're a constant source of information and support," says Eric. Whether it's helping navigate complex real estate issues or simply being there to listen, the two are always willing to go the extra mile. "It's not the same every day, and that's what makes it exciting," Eric adds.

Both Julie and Eric agree that building long-term relationships based on trust and service is key to their success. Julie emphasizes, "It takes time to build trust, but once you do, it's incredibly rewarding to be considered part of your client's team." This attitude, combined with their hands-on approach to solving problems and guiding clients through real estate transactions, has earned them a loyal client base.

Their future in real estate looks bright. Both envision continued growth for themselves and their team at Stewart Title. Julie is especially excited about mentoring newcomers to the industry, while Eric looks forward to expanding their reach through more events and educational seminars. "We've had to adapt to changes in the industry, like more people working from home, but we're finding new ways to stay connected and provide value," Eric notes.

Outside of work, Julie and Eric stay busy with their families and active lifestyles. Julie, who lives in Canyon Lake, is deeply involved in her community through organizations like the Women's Council of Realtors and the Canyon Lake Junior Women's Club. She also finds time to train for ultramarathons

and triathlons, balancing her demanding career with her passion for running, boating, and golfing.

Eric, who recently moved from Canyon Lake after 39 years, continues to be active in his community and enjoys participating in local events

and golf tournaments. He shares Julie's commitment to giving back, noting that they both try to participate in board and foundation events whenever possible.

Looking ahead, Julie and Eric are excited about the new opportunities

coming their way. With a strong support team behind them, they're confident in their ability to help their clients and the business grow. "We've got a great staff working behind the scenes, and we're rolling out some exciting new initiatives

that will take our service to the next level," Julie shares.

Their advice for anyone starting out in real estate? Be patient, stay curious, and build genuine relationships. Success in this industry, they agree,

is all about consistency and trust. As they continue to grow and evolve, Julie and Eric remain committed to making a positive impact in real estate, helping clients navigate their biggest investments, and supporting each other every step of the way.



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WHY THE GALANTE GROUP?

When you win We win!
It's all about the Team in Real Estate! ::

**CONGRATULATIONS
ON BEING IN
REAL ESTATE!**

Whether a New or Polished agent, Real Estate can be a tricky endeavor as the market shifts; that is why it's extremely important to partner with professionals dedicated to your business.

In Real Estate it's all about the Team Effort! Let us share some reasons you may want to consider us:

- The Resources we offer are unparalleled hands down. From Data Mining to Implementation of that Data through marketing, we can help!
- We are dedicated to your success and growth around current business, old business, and prospective business. Biggest way to build business, is to capitalize around current business, let us share our client success strategy with you
- Whether a down market, or a market going through the roof; whether it is in the midst of a blistering summer or a freezing cold winter. We can help you navigate successfully by using our 9 point strategy for any season

**TO LEARN MORE ABOUT WHAT WE OFFER,
WE SHOULD MEET!**

Call our Concierge Desk to schedule 951.304.4661
or Email us Team@GalanteGroup.com.

HOPE TO HEAR FROM YOU!

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GALANTE GROUP

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