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Insured Titles

**EVENT RECAP:**

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**FEATURING:**

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NOVEMBER 2024



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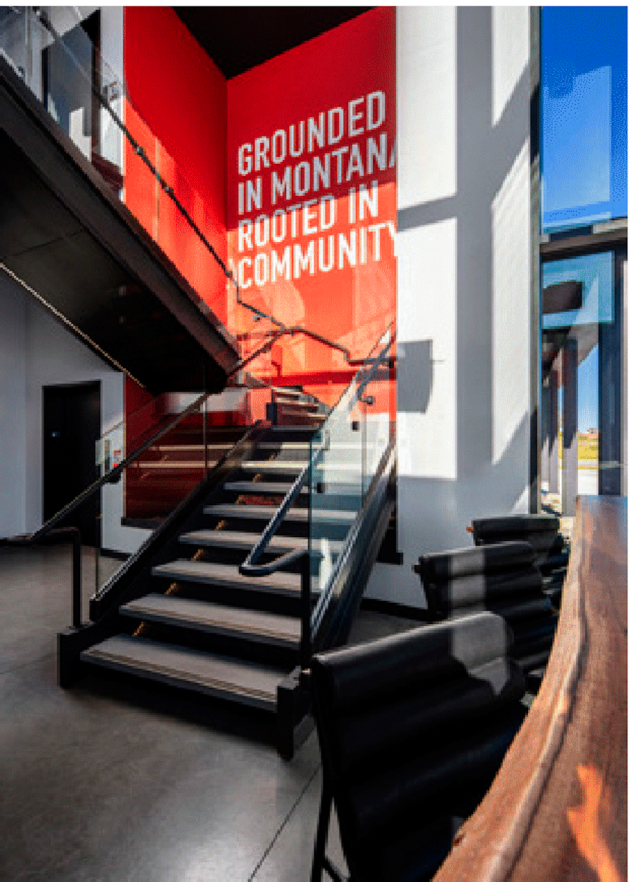


  
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 If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [rachelle.schmid@realproducersmag.com](mailto:rachelle.schmid@realproducersmag.com)

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- |  |  |  |  |
|--|--|--|--|
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PUBLISHER'S

# NOTE

## There's Real Estate, then there's **REAL PRODUCERS**

As we continue to navigate multiple challenges in the real estate industry, experts predict further shrinkage in the number of agents serving home buyers and sellers.

But here's the reality: during tough times, production often skews toward high-producing agents. Why? Because no matter the market conditions—whether it's booming or hitting roadblocks—you top producers always find a way.

At *Montana Real Producers*, we work exclusively with you individuals. You are full-time, focused professionals who understand market cycles and stay ahead of the curve. When the 2020-2021 market was on fire, you knew it wouldn't last forever, and instead of overextending, you positioned yourselves for the future.

While we are an exclusive networking group based on your production numbers, all that really means to us is that you are serious about the businesses

that you run and you take pride in your level of professionalism. To that end, we are here to give you a platform to connect with each other on that higher level and read the real stories of your peers across Montana.

We need community and trust between the right businesses and people in order to continue to ride the waves of real estate with grace and come out on top. We are honored to be Montana's premiere platform for you top agents and your nominated Preferred Partners.

Visit our website - [www.montanarealproducers.com](http://www.montanarealproducers.com) - if you've not had the chance and nominate someone for one of our upcoming features!

Your friend & fan,  
**Rachelle Schmid**  
406-551-3560  
[rachelle.schmid@realproducersmag.com](mailto:rachelle.schmid@realproducersmag.com)



# 2023 BY THE NUMBERS

Here's what Montana's Top Agents Sold

\$8,497,924,674



**TOTAL  
SALES  
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## Our Partners:

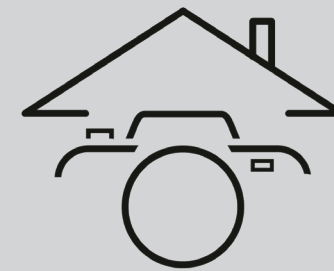
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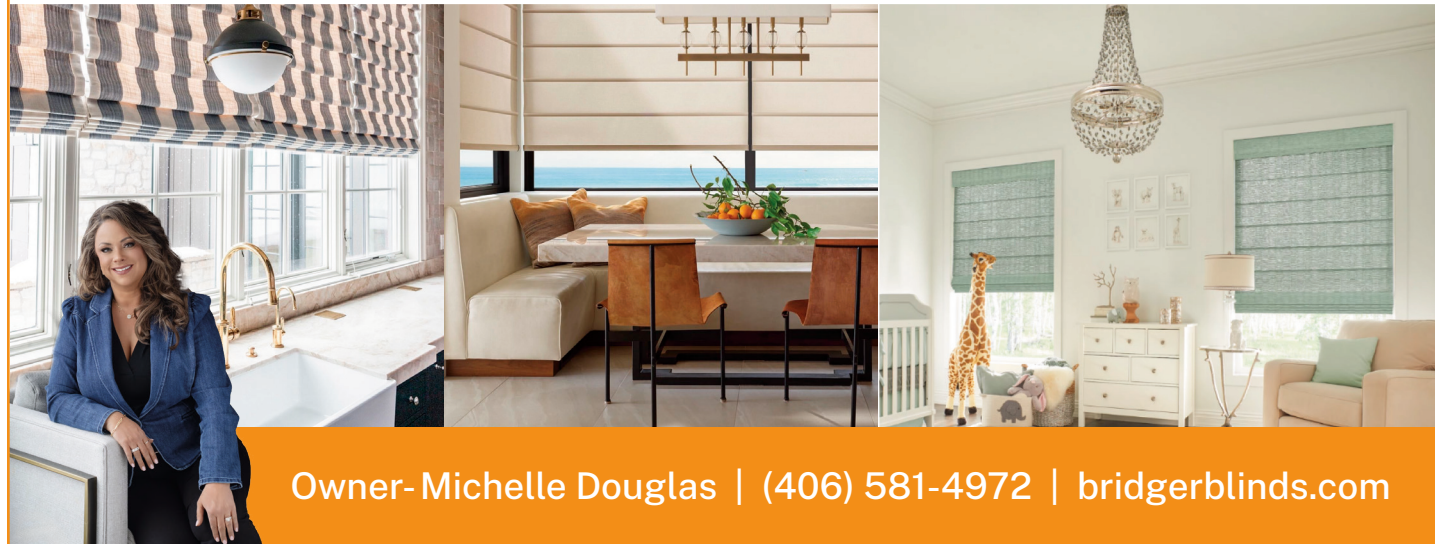


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▶▶ event recap

# STATEWIDE SUMMIT OF EXCELLENCE

Thank you to those of you who attended our first Statewide Summit of Excellence! It was an honor to connect with and celebrate those of you from across Montana who are serious about the businesses that you run and to personally witness your pride in your level of professionalism.

It was a dream come true for me to see everyone connecting on that higher level in a new way and know

what it means to you to finally have a statewide platform to connect the best in Montana.

A huge thank you to our generous partners for their raffle prize contributions: Teton Heritage Builders for the Blue Tees Player+ Golf Speaker with GPS, Flying S for the Whiskey Basket, Fidelity Title for the Wine and Dine Gift Set Basket, and Primal Meats for the Closing Gifts Basket. Your support made a big impact, and we truly appreciate your generosity!



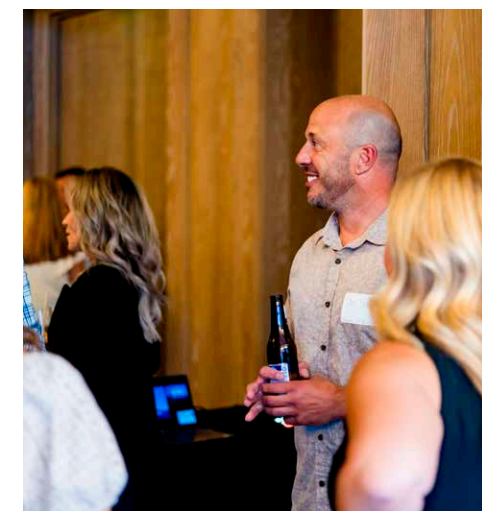
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# INSURED TITLES

HEIDI HEITMANN &  
DORINDA GRAY

## Safeguarding Transactions

Real estate transactions have countless complexities. From home inspections to lending hurdles to appraisal issues, a closing can be held up by any number of factors. Often, title work is overlooked, yet it's an essential piece of the puzzle in closing any real estate deal. That's why Insured Titles is committed to providing a world class customer experience.

Insured Titles has several advantages over its competition. The company has been around since the 1970s, and its parent company has been in business for nearly 120 years. With the backing of a large organization and the local touch of a smaller company, Insured Titles is prepared to offer clients and REALTOR® partners the best of both worlds.

We had the pleasure of sitting down with Heidi Heitmann, Missoula's Vice President, and Dorinda Gray, Kalispell's Vice President, to hear more about

their journeys into the title industry and what makes Insured Titles a go-to closing resource.

### BEST IN THE BIZ

Founded in the 1970s, the Missoula branch office was locally owned and operated through 1999, when it was acquired by Title Financial Corporation, a title company that now operates in 75 counties throughout Montana, Idaho, and Wyoming. In 2006, the same organization acquired the Kalispell branch office, which had also been in business since the '70s.

Bringing these organizations together under one roof has had tremendous advantages. Each branch has maintained its local feel, and relationships and client satisfaction always come first. On the other hand, having a large corporate backing has benefited Insured Titles' clients and partners considerably.

"We are using all the latest technology at our disposal to shift the risk away from real estate agents, especially when it comes to wire fraud and seller impersonation fraud," Heidi explains.

"We are fortunate to have a corporate umbrella that helps train us in this way. We are very proactive in the changing environment we are seeing, and we are better equipped than the small offices that don't have the safety net of corporate training, IT, and more."

Heidi and Dorinda are especially proud of the culture they've helped build at Insured Titles. Each team has over 100 years of combined experience, and Insured Titles prides itself on offering concierge-level experience. The team is welcoming, personable, and relationship-driven from top to bottom.

"Our culture is all about providing a world class experience," Dorinda

### partner spotlight

By Zachary Cohen  
Photos by KILN Media

explains. “Our team members are very knowledgeable about the title side and the escrow side of the business. We are experts in our field who can take something rather technical and make it easy for everyone to understand.”

“The one thing that’s critical in a successful transaction is communication,” Heidi adds, “and that’s what we excel at.”

**MEET THE TEAM: HEIDI HEITMANN**

Heidi has been with Insured Titles since 1996. A Montana native, Heidi waited tables for many years after graduating college. Although she made good money, as she reached her 30s, she was inspired to work a more stable nine-to-five. She landed with Insured Titles, beginning as a delivery girl.

“It was before cell phones. I drove around town with a pager, delivering preliminary title reports and commission checks. I didn’t plan on it being a long-term career, but as luck would have it, I was moved up to an escrow position, which was a great fit for me.”

From there, Heidi worked her way into management. She spent a year in Kalispell helping to manage the newly acquired office before returning home to Missoula.

So, what has kept Heidi in the business for so many years?

“I love that every day is different,” she says. “Every transaction is different, every interaction with our customers is different, and I learn something new every day. I’m proud that we provide such value. Real estate would not happen without title companies. We help Americans achieve the ultimate dream of homeownership. It’s important, and it’s fun.”

Heidi Heitmann



Dorinda Gray

Outside work, you’ll find Heidi hiking, cooking, quilting, and enjoying the cherry orchard she owns with her husband, Mike.

**MEET THE TEAM: DORINDA GRAY**

A Wyoming native, Dorinda has been in Montana since attending Montana State University Billings. She joined Insured Titles in 2011 after many years in the property and casualty insurance business.

“When I was doing property and casualty insurance, I was invited to take golf lessons. The golf lessons were sponsored by Insured Title.

“  
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That's how I first met my predecessor," Dorinda explains. "Since we live in a small community, we kept running into one another. When they had an open position for business development at Insured Titles, she approached me, and here we are."

Over the past decade-plus, Dorinda has come to appreciate the team environment at Insured Titles and the complexities of her work.

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offer and services we provide are so important."

Outside work, Dorinda enjoys staying active and crafting.

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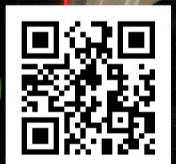
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# Scott

## STRELLNAUER

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### BUILDING A LEGACY

*In 1983, the internet was born, the Cold War took center stage, and space exploration was in full swing. The average US home cost around \$90,000, and while mortgage lending rates were dropping, the 30-year fixed loan was still over 13%.*

1983 was also the year Scott Strellnauer began his real estate career.

Now with PureWest Christie's International Real Estate, Scott has been in real estate for an impressive 41 years. He's seen the economy rise and fall through major transitions like the dot-com boom, the Great Recession, and the COVID-19 era. Meanwhile, the real estate industry has adopted online listings, been greatly impacted by

technology, and undergone its own changes. One thing has remained consistent through it all: Scott's commitment to his craft.

Alongside his illustrious real estate career, Scott has been highly involved in the local community. He's coached football in Whitefish on and off for two decades, swerved on the board of Habitat for Humanity, and raised three wonderful daughters. Now, Scott is looking toward the next leg of his career and personal journey.

"I'm happy to say I'm slowing down instead of speeding up," Scott smiles.

We had the pleasure of sitting down with Scott to hear about his business, the lessons he's learned, and his future plans.

### Q&A WITH SCOTT STRELLNAUER

#### WHAT KEEPS YOU IN THE REAL ESTATE BUSINESS?

**SCOTT:** There are a number of things I really enjoy about it. The beauty of Montana real estate is that you find yourself interacting with interesting people from different backgrounds. The stimulus you get from each deal is exciting. I've done development, commercial real estate, and high-end residential. I've encountered so many people from different walks of life. I help a CEO and then help a young couple just starting, and it's equally fulfilling. It's dynamic.

#### TELL US ABOUT YOUR BUSINESS TODAY.

**SCOTT:** I joined Purewest Christies to become President and got a



chance to help others succeed. 2015. I was President of the company until the beginning of 2023, when I stepped away from that with the thought that I wanted to do some other things, mainly be with family. A week ago we had our fifth grandchild, I have three daughters, and I've found it important to do things that are on my heart to do. My wife and I worked with kids, I've coached football, and real estate has given me that opportunity to do those things.

*HOW HAVE YOU WEATHERED THE UPS AND DOWNS OF THE REAL ESTATE INDUSTRY?*

**SCOTT:** Real estate is like any other job. There is a direct correlation between the effort you put into the business and what you get from it. Too many people see it as a quick way to make money, but

it's not true. You need to get good at your craft like you would in any job. Educate yourself. Understand you're in it for the long haul, and there will be ebbs and flows. I've watched cycles come and go. The priority in sales is always your client, so as long as you keep it that way, you'll be okay.

*WHAT DO YOU WISH YOU KNEW IN THE EARLIER DAYS OF YOUR CAREER THAT YOU KNOW NOW?*

**SCOTT:** In the early days, I had a young family: three daughters and a wife, and I was the sole provider. It was a grind. I had to grind to provide. There are so many things we have to do experientially because we can't see a better picture. So remember that there is peace on the horizon. It's going to be okay. Things will work out, one way or the other. If we just define success



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The beauty of Montana real estate is that you find yourself interacting with **INTERESTING PEOPLE FROM DIFFERENT BACKGROUNDS.** The stimulus you get from each deal is exciting.



monetarily, we're going to be empty. Success is a lot deeper than that. What you leave behind are relationships. Know that's more important than anything else.

### WHAT DOES THE FUTURE HOLD FOR YOU?

**SCOTT:** I'm in the best season of life in a lot of regards. It holds developing more friendships, deepening the friendships I have, and more time with my wife, kids,

and grandkids. It holds travel. And it holds purpose. I always want to be involved in things that have a deeper meaning. Also, who knows what it holds? We make our plans, and then things happen.

### WHAT WISDOM COULD YOU OFFER THE REAL ESTATE COMMUNITY?

**SCOTT:** We all do one of two things: trade time for money and money for time. You can get money back, but you can't get time back.



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# MATT ZAREMBA & ALLEN POTTS

## ZAREMBA POTTS GROUP

The Big Sky  
Real Estate Co



▶ cover story

By Zachary Cohen  
Photos by Arnica Spring Photography

### THE BIG SKY LIFESTYLE

Matt Zaremba and Allen Potts sell more than houses; they sell a lifestyle. While both men are Montana transplants, they've fully embraced the community and way of life, which shows in their real estate approach.

"We truly live what we are selling," Matt explains, "and we enjoy showing people everything Big Sky has to offer, welcoming them in and making them feel at home. We're local. We're tied into the community from a lifestyle perspective and from a real estate perspective. Allen and I live what we're selling—skiing, golfing, hiking, fishing, and raising our families here."

#### HEADING WEST

Originally from Chicago, Matt knew he wanted to live in the Rockies since attending the University of Colorado. After ten years in Vail, Colorado, he relocated to Big Sky in 2013.

"Vail was oversaturated from a population perspective," Matt explains. "It's an amazing place to live, but it was getting too crowded, so I looked



Matt Zaremba

at other ski resort towns, and I fell in love with Big Sky. I saw this was somewhere I could start a career and have a family. There is a ton of opportunity here in Big Sky."

Upon landing in Big Sky, Matt started a property management company. In 2015, he transitioned into real estate sales—a natural transition after two decades of real estate investing.

Originally from Essex, CT, a small coastal town, Allen relocated to Big Sky in 2015. After his time in the Marines, he sold commercial real estate in the Boston area, so a career as a REALTOR® was a natural fit.

"When I was working in commercial real estate, I was invited out here on a trip with my boss," Allen recalls.

"During that trip, I realized [selling real estate in Big Sky] was my dream job. It would give me the opportunity to sell a lifestyle I feel passionate about... By July 2015, my fiancée and I were driving out to Big Sky to move permanently and start my career in real estate."

#### LEADING WITH LIFESTYLE

Matt and Allen's real estate careers were on parallel courses through mid-2020, when they joined forces as the Zaremba Potts Group with The Big Sky Real Estate Co. Their desks faced each other at work. Their kids went to school together. They were neighbors and friends. So, in 2020, they decided to team up, leveraging their experience and collective vision.

"One thing that Matt and I hold similarly—we truly believe in the lifestyle



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Allen Potts

**FAMILY SPOTLIGHT**

Matt and his wife, Danielle, have two kids, ages three and five, and three dogs. Allen and his wife, Emily, have three children, ages three, five, and seven, and three dogs.

that is what so many of these people are looking for in our market. We can be a conduit to the lifestyle they are trying to achieve, and we know we are better off doing that together," Allen shares. "The way we do business is so much more than a concierge-type job. We know if our clients end up loving Montana, we can speed up the process of getting connected and feeling at home. It's more than just professional services. We're regularly connecting people with new friends, for example."

"Real estate has been trending toward small teams for a while now. It's a great benefit to have someone that's a good friend and someone I trust by my side," Matt adds. "The lows are higher and the highs are higher by having a partner to experience things with."

**STEPPING INTO THE FUTURE**

The real estate market has changed drastically in the four years Matt and Allen have been working together, and it will continue to shift in the years to come. However, Matt and Allen's commitment to the Big Sky life remains steady.

"The foundation of our business is Big Sky," Allen says. "It's the last place that has unbelievable natural amenities that no developer money could replicate. Of the places with class-A fishing, skiing, and scenery, other than Big Sky, those places have all been developed. We see Big Sky as a place that is enjoyable to live in, but we still have a long runway left. We're young enough in our career that we get to be part of that growth."



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