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A portrait of Kim Childs, a woman with long dark hair, wearing a white blazer over a striped top, a pearl necklace, and earrings. She is smiling and has her arms crossed.

KIM  
CHILDS

VETERAN  
SPECIAL

COVER STORY:  
Kim Childs

RISING STAR:  
Stephen Levesque

VETERAN HELP SPOTLIGHT:  
Megan Trentin

PARTNER SPOTLIGHT:  
Precision Property Inspections

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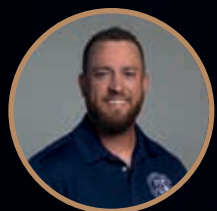
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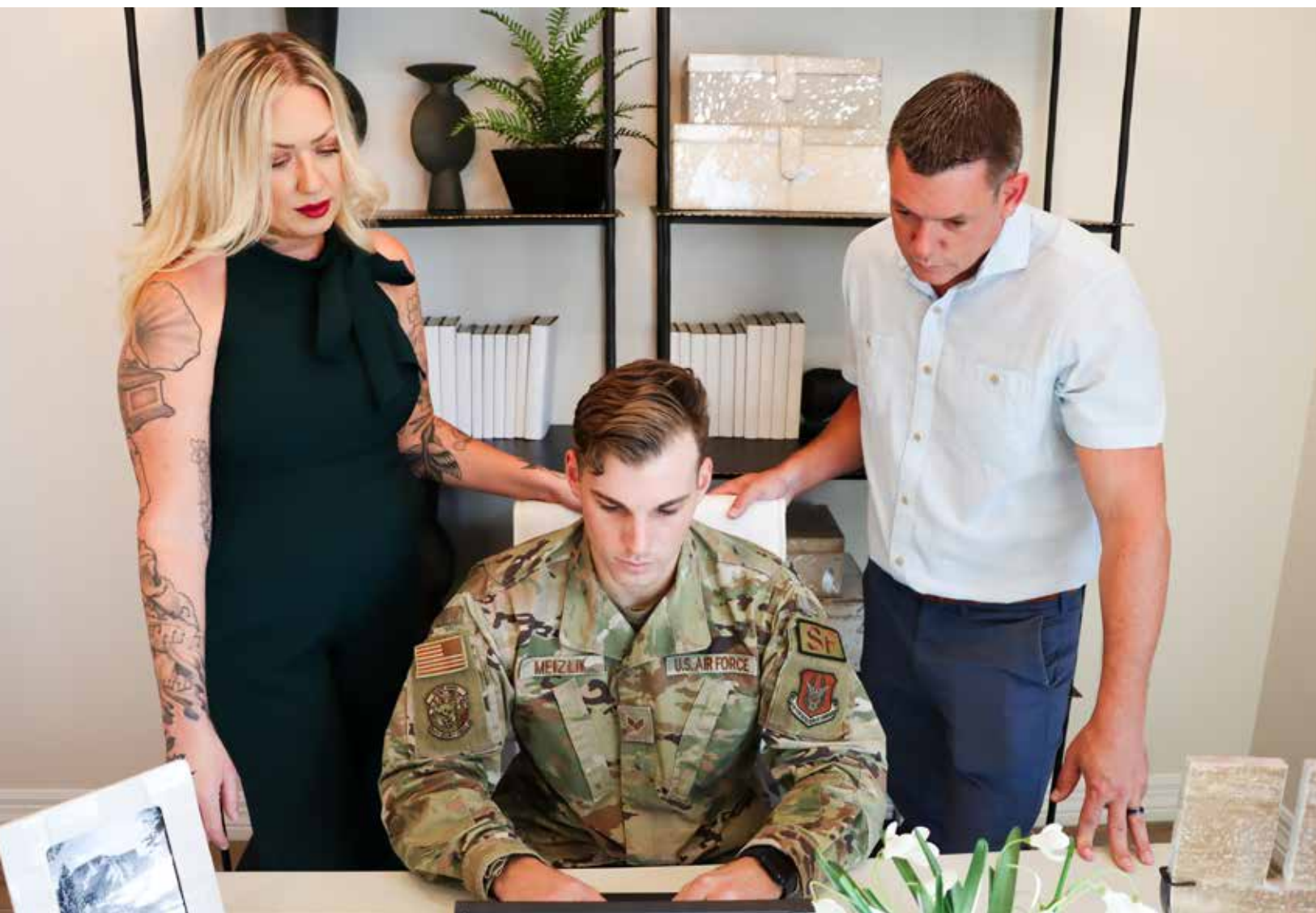
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# ARMED FORCES ACROSS AMERICA

## Easing The Home Buying Journey For Veterans and Agents Alike

Megan Trentin, a seasoned real estate professional, is taking her passion for supporting veterans to a new level with the launch of, Armed Forces Across America (AFAA). In its soft launch, AFAA has already made strides in assisting military families and veterans with their relocation needs, offering a unique and tailored approach that prioritizes easing the homebuying journey for veterans and getting them the best support along the way.



AFAA is a nationwide military relocation company with a network of vetted agents who are experienced in VA loans and military relocations. When a veteran or service member contacts AFAA, they are matched with an agent who not only meets their extremely high standards, but is also well-versed in the complexities of VA loan transactions. “We place veterans with agents who know the VA processes in and out to ease their journey,” Megan explains.

Unlike other referral networks, AFAA does not charge its agents a monthly fee or sell military buyers’ or sellers’ information. Megan and her team diligently seek out the best professionals in the industry, assuring they’ve met their strict guidelines and requirements. Megan personally interviews each agent, ensuring their VA production levels are adequate and their commitment to serving veterans aligns with AFAA’s mission. This hands-on approach allows Megan and her team to monitor the agent-veteran relationship throughout the entire process, stepping in to ensure veterans receive the highest level of service when needed.

What sets AFAA apart from other relocation networks is its unique structure. The company provides agents with more production opportunities through downlines, allowing them to earn 25% referral fees while staying involved in the veteran’s relocation process. On top of that, agents receive a lifetime 10% referral agreement every time their referred military buyer or seller uses AFAA network agents to buy or sell, giving them long-term incentives for staying involved.

Military buyers and sellers also benefit from this model as AFAA gives back to veterans by offering 10% of everything the network makes from a transaction, which typically results in an additional \$500-\$1,000 for the veteran at closing. “We want to make sure the veteran is taken care of.”



**IT’S SCARY. I WAS LIKE, WE GOT TO DO BETTER. WE HAVE TO FIND A SOLUTION FOR THIS.**

Veterans have the freedom to work with their preferred lender while having access to shopping the network’s source of top performing mortgage brokers, and AFAA’s network of brokers ensures they receive the best possible service.



Megan’s motivation for launching AFAA stems from her personal experience as the wife of Retired US ARMY ISG David Trentin. Through her own real estate business, Megan began noticing the challenges faced by military buyers and sellers, especially with so many sight-unseen purchases. Slowly, the horror stories began stacking up - poor service, inexperienced agents, and worse...veterans

being forced to come up with extra money at closing due to mistakes on the agent’s behalf throughout the process. This inspired Megan to find a solution. “It’s already stressful moving site unseen, because you’re working within the confines of military timelines. It’s scary. I was like, we gotta do better. We have to find a solution for this.”

Driven by a commitment to doing better for veterans, the company has aligned itself with various organizations that support veterans’ well-being, including Veteran Trash Talk, a podcast and apparel company co-founded by Megan’s husband, David. The company focuses on preventing soldier suicide by providing a platform for soldiers to connect, blow off steam, and access mental health resources. Through partnerships like this, AFAA continues its mission to make a positive impact on the lives of military families.

Outside of their efforts to support veterans, Megan and David enjoy spending time with their four children - Alisha, Tyler (currently in basic training), Haylee, and Lennon - and their German Shepherd, Jet. With family connections in Germany and Italy, they enjoy traveling and spending time with loved ones abroad.

For more information, visit [www.ArmedForcesAcrossAmerica.com](http://www.ArmedForcesAcrossAmerica.com)



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# THOMAS WHITE

PRECISION PROPERTY INSPECTIONS

## ▶ partner spotlight

Written by Kendra Woodward  
Photography by Sarah Medina



## SERVING HIGH QUALITY INSPECTIONS WITH INTEGRITY!

Thomas White, the founder of Precision Property Inspections, brings a unique blend of military discipline, real estate acumen, and a sheer passion for helping others through his work as a home inspector. Born in Newport News, Virginia, and raised in the small town of Poquoson, Virginia, Thomas grew up crabbing, oystering, and fishing with his grandfathers. This early blue-collar mentality and a life of hands-on experiences set the stage for his later ventures.

Thomas's journey into home inspections is as multifaceted as his background. After joining the Army in 2007, he was stationed at Fort Huachuca for advanced training in Military Intelligence, followed by his duty station at Fort Belvoir near DC. After years of deployments, including 19 tours to Afghanistan, Iraq, Africa, and South America supporting Special Operations, Thomas grew weary of the constant separation and the challenges of military life. Despite working as a civilian

defense contractor, the constant bouncing around had him searching for something more permanent. With his wife at the time wanting to be closer to her family, they settled on buying a house in Buckeye.



While attending Christopher Newport University, Thomas' interest in real estate was sparked during a summer off when his cousin introduced him to a real estate investor who eventually taught him everything from comping houses to buying foreclosures at auctions and everything in between. After witnessing and taking part in buying up foreclosed properties, showing up

to auctions with thousands of dollars in cashier's checks, and seeing how quick they could turn a profit, Thomas describes the experience saying, "It's kind of like buying a stock, but you can't manipulate the stock. With real estate, you can completely control everything about it...even double or triple the value of a home in just 90 days."

However, it wasn't just about investing; Thomas gleaned the importance of maintaining quality relationships in real estate during that time. And after walking through so many houses, doing quick inspections of what they could see visually and learning the ins-and-outs of how the homes were built, Thomas became very in-tune with what a house needed and boasts that he could pull the trigger on an investment just by a quick 30 second look. He recalls during that time as well, "Whenever someone bothered us at a foreclosed house, we'd just say we were inspectors," he laughs. But this sparked a realization: by becoming a

certified home inspector, he could confidently make investment decisions and identify good deals at a glance, and while out on his next deployment the idea of becoming a home inspector took root.

Back home, Thomas started running the numbers on industry and going over the pros and cons between selling or investing in real estate and becoming an inspector. Turns out, while Phoenix had over 60k agents at the time...





“ ”

**I DIDN'T WANT TO HAVE A BACKUP PLAN. I JUST WANTED TO COME HOME, BUILD AND CREATE THIS BUSINESS, AND GO FULL STEAM AHEAD.**

Despite being young in the game still, Thomas attributes much of his success to his partnership with Joe Worthy of Foundation Up Home Services. They met at a networking event, and when Joe was diagnosed with Stage 3 colon cancer, he asked Thomas to take over his business temporarily using a profit sharing model to benefit them both. This partnership blossomed into a cooperative relationship, with the two running their businesses separately under their parent company JMT Ventures. They're now completing over 100 inspections a month, Joe is cancer free, and they have also launched Southwest Commercial Inspection, a commercial inspection company this past July. Their mutual interest in the industry, and in succeeding, keeps them pushing one another, Thomas even joking that their relationship is more like CO-OPetition.

they only had about 800 inspectors! And with 33k houses sold in 2021, Thomas deduced that about \$1.2M was being left on the table each year and he wanted to find a way to capture some of that.

After years working in aviation, inspecting aircrafts, Thomas found the transition to home inspection to be a logical step. "The two are very similar," he says, noting that the skills required to inspect aircrafts and homes overlap significantly. "Working on aircrafts, everything is smashed together in a tiny little package; whereas in a house, everything is just spanned out."



When he finally decided to pursue home inspection, Thomas admits he committed fully. "I didn't want to have a backup plan. I just wanted to come home, build and create this business, and go full steam ahead." So, he started the arduous process of obtaining his certifications, taking the necessary classes, and passed on his first try despite the 80% failure rate. "It's really just about discipline," he prides.



Tom enjoys spending quality time with his two sons.



Beyond his professional life, Thomas is a dedicated single father to his two boys, Maddox (6) and Easton (9), and he's deeply committed to personal development, inspired by figures like Andy Frisella, Patrick Bet-David, and Tony Robbins. He works out daily, eats healthily, and practices ice baths, all in an effort to perfect his mind, body, and spirit. "If you can't be the best version of yourself, how can you give your maximum effort to others?"



Tom playing men's league baseball.

With six years in the Army and ten years as a Department of Defense contractor, Thomas's experiences have shaped his mental toughness and work ethic. "If there's been a conflict somewhere in the last 16 years, I've probably been there." This background has instilled in him a relentless drive to succeed, citing, "I don't know that I'm smarter than anyone else, but I'll outwork everybody."

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# KIM CHILDS

A LIFETIME OF SERVICE

» feature story

Story written by Kendra Woodward  
Photography by Jaune Farrar

Kimberly L. Childs genuinely embodies the spirit of resilience, adaptability, and service on the Sibbach Team with eXp Realty, LLC. Born in Racine, Wisconsin, Kimberly spent part of her childhood in Dublin, California, before embarking on an extraordinary journey with the military that would take her all around the world and eventually lead her to a successful career in real estate.

“I contracted into the U.S. Army immediately upon graduating from high school,” Kim shares. “My entire ambition at the time was to travel the world and receive money to attend college.” And boy did she get her wish! Stationed in Germany on her first active duty mission, and only 9 months on station, Kim’s unit received word that they were deploying to Desert Storm, of which she served through Desert Shield. Kim traveled to multiple countries and states after that, serving a total of 30 years with the Army.



Throughout these three decades, Kimberly acquired a wealth of experience and skills - completing her Bachelor Degree in Business, working as a Student Career Counselor, and working in meeting planning and project management for a prominent healthcare association. Active for 14.5 years and a reservist for 15 years, Kimberly held four military occupational specialties during this time, including Human Resources Specialist, Military Police, Recruiter, and serving her final



role as an Army Reserve Career Counselor and Special Missions Master Sergeant.

While Kimberly learned many values and life skills over the course of her service, it was the discipline, work ethic, and confidence that was instilled in her that helped her succeed in her endeavors - all of which she brings to the table as a real estate professional.

“My final positions in the military, however demanding, provided me with a flexible work schedule, which allowed me to chauffeur my children to and from school and activities, while also instilling in me the tenacity and motivation of being a self-starter used to a rigorous work schedule,” she explains. Because of this, real estate made for the perfect career transition for Kim entering back into civilian life.

In 2001, Kim and her husband decided they wanted to relocate to Arizona, and while it took another seven years to make that dream a reality, thanks to her military transfer request getting approved, they have loved every minute in their new home. “We love the easy living,” Kim beams. “Eight months of perfect weather with no snow is heaven to us. Not to mention, it’s sunny practically everyday.”



After making the move and purchasing their home, Kimberly's interest in real estate only continued to grow. "I still loved going to open houses and watching the market years after purchasing our home, and I recall providing advice to family and friends on the various areas in the valley and encouraging them to purchase a home" she explains. And it was this love for Arizona that inspired her slogan, "AZ Living is Easy!" Then in 2015, Kimberly transitioned into real estate full-time, bringing with her the same dedication and drive that had defined her military career. "My military duties were all about making mission. So, it only made sense that I transitioned into real estate upon my retirement from the Army!," she quips.



Kim with her husband Noel

As a REALTOR®, Kimberly finds fulfillment in negotiating the best deals for her clients and helping them achieve their dreams. Whether it's purchasing their first home, land lot, navigating a VA home loan, or building a custom home, Kimberly admits, "To see all the hard work of my first time homebuyers come to fruition as they walk across the threshold of their very first home or helping soldiers navigate the purchase of a home with their VA home loan - a benefit they've sacrificed their lives for to receive - is truly priceless." Kimberly services on average over \$8 million dollars in VA Home Loans a year. This year, Kimberly has already exceeded that amount. She is very proud of the Soldiers she serves, because they are purchasing at a younger age every



year. The average age of the Soldiers she assists is 30 years old.



Kim, Noel, and their two son.

Recalling the moment she went off to war with the Army at age 19, Kimberly admits many of the life lessons she gleaned from that initial mission taught her the value of exactly how "free" our freedom is in America. "It was the moment I learned that freedom wasn't free, and for the record, it never will be." This experience shaped her understanding of sacrifice and the value of hard work - principles she continues to apply in her real estate career.

Her many achievements in real estate include; a sales production that would equate to 4 consecutive years as a Gold Category President's Roundtable and Sales Award; being awarded a 2023 Top Sales Person Award by the Sibbach Team, and currently ranked the number five most productive team in 2024 by the Phoenix Business Journal (a ranking the Sibbach Team has held for the last eight years in a row). Despite these achievements, Kimberly remains humble and grateful. "I wake up most days feeling like the luckiest woman in the world," she prides. With her husband, her rock, by her side, Kimberly is enjoying "retirement" as an agent. Their two sons, Lourde and London are extensions of their family's love for music, and their father's engineering background. With Lourde

“

I WAKE UP MOST DAYS FEELING LIKE THE LUCKIEST WOMAN IN THE WORLD.



attending Berklee College of Music in Boston and London having just achieved an undergraduate degree in Aerospace Engineering from UC San Diego. Kim's next mission is mentoring realtors new to the industry who seek her out for guidance and support, as she feels that it is so very important to support one another in such a challenging industry. She is also still working on convincing her mother, Gloria, to join her team in the real estate business, though Gloria is currently busy writing children's books.

A testament to the power of perseverance, adaptability, and passion - from her service in the U.S. Army to her thriving real estate career in Arizona - Kimberly embodies the spirit of a REALTOR® by helping others find their own piece of paradise in the Grand Canyon State. As she continues to build her career, Kimberly remains deeply appreciative of her clients, citing, "I want to thank my clients for choosing me to be their REALTOR®. Many have even been crazy enough to become very endearing and genuine friends. How awesome is that!"



**SARAH MEDINA**  
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# STEPHEN LEVESQUE

**A HEART  
FOR SERVICE,  
A PASSION FOR  
REAL ESTATE**



▶▶ rising star

Photography by Sarah Medina  
Written by Kendra Woodward



Born in Aliquippa, Pennsylvania, and raised in Clarksville, Virginia, Stephen moved to Arizona in 2009. His journey to real estate began with an interest in business that emerged during his college years at Grand Canyon University, where he pursued a degree in Music Education. In college, Stephen admits he caught the “business bug” and started selling energy drinks to fellow students. Barely working any hours, he was making \$2k a month, and his passion for entrepreneurship only continued to blossom after college. After exploring various careers, including life insurance and sales, Stephen ultimately found his true calling in real estate.

Initially starting out, Stephen mirrored his aunt in the industry, citing, “My aunt was always there for me when I needed

In just a few short years, Stephen Levesque has not only laid the foundation for his real estate brand, The VA Real Estate Team with Best Homes Real Estate, he found his niche focusing on helping veterans achieve their homeownership dreams. His tagline, “Your Home, Our Mission,” reflects his dedication to serving his clients, particularly fellow members of the military community.





advice and that was a huge thing when it comes to work ethic and character.” Quickly becoming intrigued by real estate investing, he would dive into whatever he could find - flips, flip to hold, land to lease - you name it, he tried it. And it was through this experience that Stephen realized in order to be successful with these endeavors, he should get his license...so he did.

Stephen’s journey into real estate wasn’t without its challenges however. “I joined the Army National Guard three years ago while I was still developing my sphere and it was difficult,” he explains. “Every time I left or came back, I essentially had to restart my business.” The real estate market, as he describes it, can feel “bipolar” at times, but he maintained his momentum by focusing on his strengths and connections.



“Being a problem solver at the end of the day... it’s the most stressful part of the job, but the most fulfilling.”

As a current member of the Army National Guard, Stephen understands the unique challenges military families face and has a passion for helping veterans that goes far beyond the transaction.

Frequently hosting veteran seminars in partnership with loan officers to educate military personnel about the homebuying process and VA loans, Stephen tries to connect his fellow soldiers with the help they need. “Having that military affiliation connects you with all others in the military.



It doesn’t matter their title or MOS, we’re all connected.”

Whether it’s negotiating on behalf of his clients or finding creative solutions, Stephen prioritizes providing an exceptional experience, explaining, “Meeting people in all different situations, you have to negotiate on your client’s behalf.” His commitment to service is also reflected in his stellar Google reviews, which he proudly directs potential clients toward as a testament to his work ethic.

One of Stephen’s key pieces of advice for new agents is

simple: “Don’t use the market as an excuse for any lulls in your business. Don’t use the market as an excuse to not do the work.” By treating real estate like a 9-to-5 job and staying consistent, Stephen believes success in real estate is achievable, regardless of market conditions. As well, using the tools you have at your disposal, admitting he’s been able to generate a lot of business through texting and utilizing the CRM his brokerage provides. Stephen also explains that you have to roll with the eb and flow of the market, and take what

it gives you - explaining how it seems this year has been more about listings than sales, which has ignited his passion for the industry once more and allowed him to delve into new tools and techniques.



Outside of real estate, Stephen enjoys spending time with his wife, Ellie, and their daughter, Hollie. Stephen hits the gym every day, and enjoys spending his free time taking Ellie out for date night, hosting friends for game nights, and frequenting his church community groups.

Stephen’s future goals are ambitious but attainable, given his work ethic and dedication. His three-year goal is to sell 100 homes, and in the next five to ten years, he hopes to grow his team with high-producing, client-focused agents. For now however, Stephen is focused on building The VA Real Estate Team brand and continuing to serve his military community. With his strong foundation of service, passion for helping others, and a clear vision for the future, Stephen is on a mission to make a lasting impact in the real estate world - one home and one veteran at a time.

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