

INLAND EMPIRE
REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



LORI ALVAREZ

OCTOBER 2024

AARON STEL



Ever feel stuck on what to write? You start with the first thing that pops into your head—like "my friend." That's how I think of Aaron. He's the kind of guy you instantly adore the moment you meet him. I will always be there to support him and to be his friend.

His superpower is fearless connection—whether it's over the phone or in person. Many agents struggle to pick up the phone or figure out what to say to someone new. Not Aaron. He's the epitome of a luxury agent, always networking, always engaging, always connecting. But what makes Aaron truly special isn't just his skills as an agent; it's the balance he maintains in his life. He loves his wife deeply, cherishes their family, and prioritizes quality time—be it vacations or weekends with friends and loved ones. Aaron knows what matters most: Family First.

 @AARONSTEL

WHO YOU WORK WITH MATTERS



951-405-2454

LARA LOCKE NMLS 949406 CO. DRE 02092167 CO.
NMLS 1939219 Company BRE 02092167 LOCKE
CONSULTING INC., DBA LOCKE YOUR LOAN





CHICAGO TITLE

DON'T BE HAUNTED BY TITLE ISSUES!

NAVIGATE THE FALL MARKET WITH US &
ENSURE SUCCESS FOR YOUR CLIENTS



Patti MacGregor

Account Executive

Serving Riverside & Corona

C: 951.852.9545

Patti.MacGregor@CTT.com

PattiMacGregor.com

*Proudly Partnering with
IE Agents 20+ Years!*



Looking for an All-Encompassing Lending Team
to Support Your Diverse Client Needs?



TEAM GOADE
HOME LOANS

powered by

Change
HOME MORTGAGE



We have an array of niche lending specialists who provide solutions for:

- Self-Employed Borrowers
- Veterans
- Foreign National Program
- Down Payment Assistance
- Investors & so much more!

Serving Riverside, Temecula Valley,
Rancho, LA County & OC County

THE GOADE TEAM
Nichole Goade, Branch Manager
NMLS # 347249 | NMLS #1839

951.519.8518

NGoade@ChangeMtg.com
ChangeMtg.com/Advisors/NGoade



Partner with us today - Our versatile team is here to cater to your clients' unique lending needs!

TABLE OF CONTENTS



14

Cover
Story
Lori
Alvarez



22

Kyler
Battleson



26

Tiffany
& Paul
Williams



31

Thank You
to our Plat-
inum Event
Sponsor
Locke Your
Loan!



32

Thank You
to our Plat-
inum Event
Sponsor
Shaw
Energy
Consulting!



33

ADU Mas-
termind
Event



neat
M E T H O D

LUXURY HOME ORGANIZING

bri van lierop

OWNER, NEAT INLAND EMPIRE
& DESERT COMMUNITIES
951.243.4746
neatmethod.com



our home organizing services

Bathrooms | Closets | Kitchens | Nurseries | Offices

Pantries | Playrooms | And everything in between...

our move and relocation services

Pre-move prep | Manage logistics | Unpack & organize

Create customized solutions | Ensure every detail is complete

Protecting Your Clients' Investment,
One Inspection at a Time



- From Homes To High-Rises, We've Got You Covered.
- Certified Inspectors, Unmatched Quality
- Thorough Inspections & Same-Day Reports



SERVING ALL OF SOUTHERN CALIFORNIA • INLAND EMPIRE
• SAN DIEGO • ORANGE COUNTY • COACHELLA VALLEY

Close with Confidence Today!
Call or Text Cannon Inspection Services
619-823-4133 • HomeInspection.Today
Tony@HomeInspection.Today

**You Can Trust Me
With Your Referral**



I AM DEDICATED TO THE CLIENT EXPERIENCE



I'll Do The
Insurance
Shopping FOR
Your Client

**Phil
Hernandez,**
Insurance Agent



714.418.8635 • PHIL.HERNANDEZ@GOOSEHEAD.COM
HOME | AUTO | RECREATIONAL VEHICLE | COMMERCIAL

PARTNER WITH
ME TODAY AS
AN EXTENSION
OF YOUR TOP
QUALITY
SERVICE!

Here's a Frightful Fact...

Nearly half of our members experienced a ghastly home system breakdown in their first year with us. Thankfully, our bewitchingly boo-tiful home warranty coverage came to their rescue.

Contact us for details.



Lisa Caouette
Inland Empire and Mountain Cities
lcaouette@firstam.com
909.967.2082



Amanda McMillien-Brock
Coachella Valley, Southwest Riverside
and Imperial Counties
amcmillien@firstam.com
951.541.6086



"Rely on us to be your home warranty
experts, so you don't have to be!"



First American
Home Warranty®

firstamrealestate.com

Phone Orders:
800.444.9030

Your Local Resources

©2004 First American Home Warranty Corporation. All rights reserved.
AMCI-12-0404-0404-0404

MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



Mike Maletich
Owner



**Marissa
McCutchan**
Publisher



Terrina Russell
Writer



Lanie Schaber
Ad Strategist



Mitzie Maletich
Promo Coordinator



**Moses
Gonzales III**
Owner of MG3 Media

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:

- 1. The Resources we offer are unparalleled hands down. From Data Mining to Implementation of that Data through marketing, we can help!
- 2. We are dedicated to your success and growth around current business, old business, and prospective business.
- 3. Biggest way to build business, is to capitalize around current business, let us share our client success strategy with you.
- 4. 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!

TICOR TITLE
25220 Horacek Avenue, Ste. 105 • Murrieta, CA 92562
[f](https://www.facebook.com/ticortitle) [t](https://www.twitter.com/ticortitle) [i](https://www.instagram.com/ticortitle) [l](https://www.linkedin.com/company/ticor-title)

Handling Your Most Important Transactions and Ensuring Peace of Mind

Ranches & Estates • Pool & Spa Certified • Multiple Certified Inspectors



Serving
Southern California
for Over 22 Years

Call Steve to easily schedule your inspection today!

951.304.3508 • TemeculaHomeInspection.com



**ENSURING
YOUR CLIENTS
MAKE THE
BEST MOVE**

Safe, Clean, and Secure Storage Available!

RESIDENTIAL | CORPORATE | INTERNATIONAL

KING COMPANIES
United Mayflower

Book with a Reliable Moving Team You Can Count On
562.921.0555
KingCompaniesUSA.com
Worry Free Moves Since 1955

Elevate Your Image
with Content Strategy & Branding!

LIST TO SOLD MEDIA

Alex Tuong, Owner
714.924.3286 ListToSoldMedia.com

- Develop Your Sphere of Influence Through Content
- Gain Organic Audiences on Social Media
- Stand Out from the Standard Agent

PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ARCHITECTURE-DESIGN-ENGINEERING

FS Design Group
(626) 807-4712

CLOSING GIFTS
Cut Above Gifts
Andy Burton
(951) 334-5301
www.cutabovegifts.com

ESCROW
New Venture Escrow
Tania Marks
(619) 807-0711
NewVentureEscrow.com

FLOORING
Langdon Floorcovering
(951) 375-9025

HOME INSPECTION
A Better Home Inspection
(800) 720-2844

Archive Property Inspections

(951) 304-3508

Cannon Inspection Services
(619) 823-4133

Inspector Elf
(909) 731-6850

Pacific Property Inspections
(951) 295-4995

T.H.I. Inspections
(562) 665-9229
TNT Inspection Pros
(562) 201-1949

HOME WARRANTY
First American Home Warranty
(951) 541-6086

INSURANCE Inspections

Goosehead Insurance
- Phil Hernandez
(714) 418-8635

JUNK REMOVAL
Junk Dawgs -
Drew Douglass
(909) 712-9525

MORTGAGE
Change Home Mortgage
(951) 519-8518

Cornerstone Home Lending
(909) 260-5252

Locke Your Loan
Lara Locke
(951) 405-2454
www.lockeyourloan.com

MOVING COMPANY
King Relocation
(562) 677-3130

ORGANIZER
NEAT Method
(951) 243-4746

REAL ESTATE PHOTOGRAPHY/VIDEOS
List To Sold Media
(714) 276-1817

MG3 Media
(951) 515-3171

SOLAR

Shaw Energy Consulting LLC
(951) 942-8431

TITLE COMPANY
Chicago Title
Lavonne Benyola
(951) 453-7380

MORTGAGE
Patti MacGregor
(951) 852-9545

Mary Thompson
(951) 236-3369

Stewart Title of California
Julie Putjenter
951-764-1757

Eric Willis
951-764-1736

Ticor Title
The Galante Group
Joe Galante
951-776-7114

Amy Smith
951-240-0220

TRANSACTION COORDINATOR
Transact Express
(626) 484-4878

If you are interested in contributing or nominating Realtors for certain stories, please email us at mark@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Inland Empire Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



YOUR CLIENTS. YOUR REPUTATION. OUR EXPERTISE.

Partner with a Home Inspector You Can Depend On!



INTERNACHI CERTIFIED 24-HOUR TURNAROUND MOLD & AIR QUALITY TESTING OVER 500, 5 STAR REVIEWS (SPECTORA & GOOGLE)

NOW OFFERING MOLD & AIR QUALITY TESTING!

ASK US ABOUT OUR HERO DISCOUNTS!

CONTACT US TODAY - We respond 24/7 in 30 minutes or less!

951.295.4995 | PacificPropertyInspections.com

@PacificPropertyInspection

2023 BY THE NUMBERS

HERE'S WHAT THE
TOP 500 AGENTS IN INLAND
EMPIRE SOLD IN 2023

\$ \$7,723,255,059
SALES VOLUME

11,066
TOTAL TRANSACTIONS

\$15.45 MILLION
AVERAGE
SALES VOLUME
PER AGENT

23
AVERAGE
TRANSACTIONS
PER AGENT

YOUR ALL IN ONE SOLUTION TO SELL MORE LISTINGS

FEATURED IN NEW YORK TIMES, REALTOR.COM, & CIRCA!

MG3 MEDIA

Our Premium Photos, Videos, and 3D Tours Will Help You:
Build Your Personal Brand
Increase Visibility & Credibility
Sell More Homes

24-HOUR TURNAROUND TIME!

Moses Gonzales III, Owner

951.515.3171 | MG3-Media.com
Moses@MG3-Media.com

WE INSPECT *MORE* SO YOU CAN WORRY *LESS*

SEWER CAMERA • THERMAL IMAGING CRAWLER • DRONES

Home Inspections By:
INSPECTOR ELF, INC.

Scan here for an elfin' good home inspection!

Eric Francis, President
909.731.6850 | InspectorELFinc.com

WE GO *All Out*
BECAUSE WE ARE *All In*



HLC Team
PROVEN. TRUSTED.

Education. Experience. Expertise.



Tim Harrison

Producing Mortgage
Branch Manager

NMLS 170960

Call/Text: 909.920.5260

HouseLoan.com/TimHarrison

Company NMLS ID#2258

1164 N. Monte Vista Avenue,
Suites 3 and 4
Upland, California 91786



REAL ESTATE
RESOLVED



► cover story

LORI ALVAREZ

Written By Terrina Russell Photography by Marissa McCutchan

At 18 years old, Lori Alvarez already knew she wanted to get into real estate. Her grandmother was in real estate and was one of the most successful people Lori knew. However, despite her early interest in the field, her mother discouraged her from pursuing it, believing it wasn't a safe career for women. So, Lori followed a different path, working in commission sales. But her talent in sales was undeniable, and after the birth of her third child, her husband encouraged her to consider selling homes. That suggestion led Lori to earn her real estate license, and from that point on, she thrived in the industry. Lori is now the Founder and Owner of Real Estate REsolved and has built her career around a deep passion for real estate, strong sales skills, and a commitment to building lasting relationships.

Lori's journey in real estate has been marked by a strong drive to add value in every transaction. Her experience in retail sales taught her that the more value she provided, the more success she achieved. This principle carried over into her real estate career, where she quickly realized the importance of helping families find homes that would become their safe spaces. Lori's success in real estate is rooted in her belief that forming genuine relationships with her clients is key. She's not just in the business of selling homes; she's dedicated to being an agent for life, committed to her clients' long-term success.

One of the things that sets Lori apart from her competition is her teacher's heart. She loves educating her clients, ensuring they fully understand every step of the real estate process. This commitment to education extends beyond just her clients; Lori is passionate about mentoring other agents as well. She takes pride in helping her team members grow and succeed, teaching them that it's possible to have a stable income in the real estate industry through hard work and dedication.

Faith also plays a significant role in Lori's career. She views her business as a ministry, where she can share her beliefs and values without imposing them on others. Her success, she believes, is a reflection of God's affirmation, as her business has grown consistently since its inception. Lori's faith, combined with her love for what she does, drives her to work only with clients and team members who share her values and vision.

In addition to running her brokerage, Lori hosts a podcast called "Real Estate with Soul," which she launched four years ago. This podcast serves as a resource for buyers and sellers, offering them valuable insights and guidance through the real estate process. With 178 episodes and counting, Lori's

podcast has become a library of knowledge for her clients, helping them navigate the complexities of buying and selling homes. While the podcast was initially intended for clients, it has also garnered attention from fellow real estate agents who find value in the information Lori shares.

Community involvement has also always been important to Lori. Throughout her career, she has actively participated in various community organizations, from Boy Scouts to women's ministry leadership. Now, as a business owner in Laverne, California, she continues to give back by organizing events and participating in the local Chamber of Commerce. Lori's dedication to her community is just another example

of how she goes above and beyond to add value in every aspect of her life.

Lori's keys to success are simple but powerful: call them, text them, and email them. She believes in communicating with clients in the way they prefer, ensuring that they feel heard and understood. Diligence and transparency are also crucial to her approach, as she strives to meet clients where they are and guide them through the process with transparency, honesty and integrity.

Building her team of people whose values and goals align with her own has been a challenge, but also a blessing. Her team consists of Nathan

Alvarez, office manager; Amy Cruz, lead buyers agent; Hasina Surtee, buyer and leasing agent; Nolan Alvarez, podcast editor and social media manager, Kelly Lewis, co-listing agent, and also Melissa Barajas, who first came to Lori as a client and who is now an agent. Her husband of 30 years and her other two sons (Nick and Nevan Alvarez) have been such great supporters throughout her career. Her core values are family, faith and adventure and Lori prides herself on being able to have fun amid everything that's going on.

"We stay within our faith, and everything is about whether or not our family can stay connected," said Lori. "So those have been our priorities, and

when we get into business with other people, we hope that our core values align with others, and that's what we support."

Reflecting on her journey, Lori admits that she wishes she had opened her own brokerage sooner. However, she also believes that the timing was right for her and her family when she finally took the leap. At 50, she's embracing this new chapter with enthusiasm, determined to continue growing her business and making a positive impact on the real estate industry. Lori's story is one of perseverance, faith, and a deep love for helping others, qualities that have made her a respected leader in her field.



WHEN WE GET INTO BUSINESS WITH OTHER PEOPLE, WE HOPE THAT OUR CORE VALUES ALIGN WITH OTHERS, AND THAT'S WHAT WE SUPPORT.





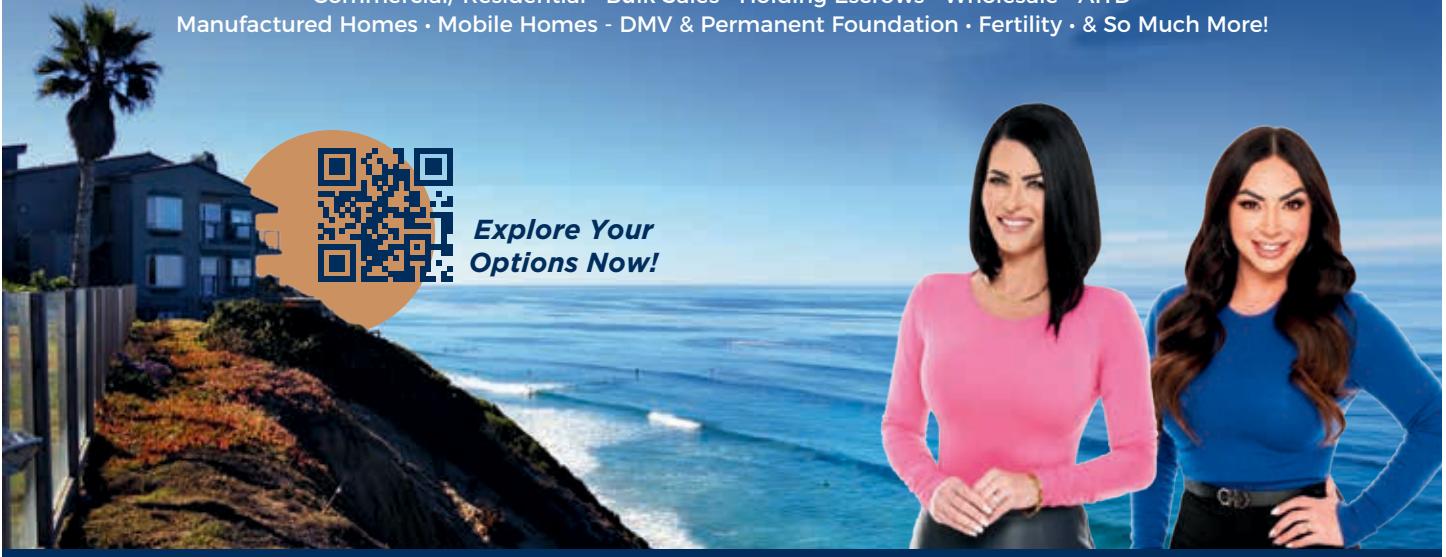
WE STAY WITHIN OUR FAITH, AND
EVERYTHING IS ABOUT WHETHER OR NOT
OUR FAMILY CAN STAY CONNECTED.



If You Can Transact It We Can Close It!

WITH OUR SPECIALTY ESCROW DIVISION

Commercial/ Residential • Bulk Sales • Holding Escrows • Wholesale • AITD
Manufactured Homes • Mobile Homes - DMV & Permanent Foundation • Fertility • & So Much More!



Visit us in our Temecula location!
One Better World Cir. Ste. 100, Temecula
www.NewVentureEscrow.com



Courtney Louis
Vice President of Sales
Courtney@NewVentureEscrow.com
858.229.9035

Tania Marks
Sr. Account Executive
Tania@NewVentureEscrow.com
619.807.0711

 **TNT INSPECTION PROS**

Providing the Home Inspection You and Your Clients Deserve



Locally Owned By Father and Son Partners, **Chris & Brian Treat**

Let's build trust together & create confident real estate transactions!

562.201.1949 | Brian@TNTInspectionPros.org

Service With A Smile!



Why Choose TC Express?

- Improve Efficiency & Organization
- Customer-Centric Focus
- 20+ Years of Experience

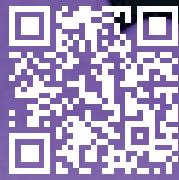
 **TRANSACT EXPRESS**
Contact me today to scale your business!
Call/Text: 626.373.0019 | TCEXpress@yahoo.com

NO TRICKS, ALL TREATS!

OUR CLOSING GIFTS CAN'T BE BEAT



Our Spooktacular Deals Await!



 **CUTCO**
CLOSING GIFTS

American made since 1949 

ANDY BURTON
Independent Area Director
951.334.5301
CutAboveGifts@gmail.com
CutAboveGifts.com

HELPING REALTORS® & BUSINESS PROFESSIONALS RETAIN THEIR CLIENTS IN THE IE FOR THE PAST 1/4 CENTURY

Kyler Battleson



When Kyler Battleson bought his first home, he found himself captivated by every detail of the process. It wasn't just about purchasing a house; it was about the journey, the excitement, and the potential each property held. This fascination didn't fade after the keys were handed over. Instead, it fueled a desire to dive deeper into the world of real estate, leading to Kyler earning his license in 2021. From that moment on, there was no looking back.

► rising star

Written By Terrina Russell Photography by Marissa McCutchan

Before stepping into real estate, Kyler spent his entire career in sales, a field that brought its own thrills. From selling men's hair products to Harley-Davidson motorcycles, he honed the art of understanding people, listening to their needs, and connecting them with what they truly wanted. These experiences proved invaluable in the world of real estate, where listening and relationship-building are essential. The ability to deeply listen, a skill cultivated over years in sales, became a cornerstone of Kyler's approach, allowing him to truly understand his clients' desires and tailor his services accordingly.

A pivotal moment that confirmed Kyler was in the right career came during his first closing. Handing the keys to a family buying their first home and witnessing the joy in their eyes was an unforgettable experience. It was in that moment he knew he had found his true calling, helping people achieve their dreams of homeownership—a feeling that's hard to put into words.

For Kyler, the fulfillment in real estate comes from the people he meets. Each client brings a unique story, and even if they don't end up working together, the connections made are priceless.

"Some of these clients have become like family," said Kyler. "Building these lifelong relationships and guiding people through one of the most significant decisions of their lives is a reward in itself."

Looking to the future, Kyler envisions himself continuing to grow, both personally and professionally. In five years, he hopes to be as passionate about life and his career as he is now, possibly with a few more children running around. His journey so far has been beyond what he ever imagined—married to the love

of his life, a proud parent, and every day waking up excited to do what he loves.

For those just starting in the real estate industry, Kyler offers this advice: it's not easy, but persistence is key. While he may be early in his career compared to some veterans, what he lacks in experience, he makes up for with hunger and motivation. He encourages newcomers to embrace what makes them unique.

"Stay true to yourself, and don't be afraid to stand out," said Kyler. "Authenticity is the greatest asset one can bring to this career."

Success, for Kyler, is rooted in a strong support system at home. Family is everything, providing the foundation and encouragement needed to pursue his dreams. His belief in himself fuels his drive to succeed, making every achievement possible.

In addition to his professional endeavors, Kyler is deeply involved in the community. Whether sponsoring events or simply attending to connect with neighbors, being an active part of the community is important. "It's not just about real estate; it's about building relationships and contributing to the place I call home," said Kyler.

When it comes to advertising, Kyler takes a slightly different approach. Rather than solely focusing on getting people to call, he aims to build brand awareness. Utilizing a mix of social media, open houses, and sponsorships, he ensures his name and face are front and center. The goal is to stay top of mind when someone thinks about real estate.

“ **SOME OF THESE EXPERIENCES**

HAVE BECOME LIKE FAMILY. ”

Reflecting on his brand, Kyler describes it as an authentic, positive, and an always smiling presence. He believes in bringing happiness wherever he goes and strives to make real estate transactions as exciting and enjoyable as possible. After all, buying a home is a significant milestone, and Kyler wants his clients to look back on the experience with nothing but positive memories.

While his journey into real estate wasn't without its risks, it was worth every one. After passing the state exam, Kyler had three interviews lined up with major brokerages. Within two hours, he chose his favorite, signed on, and the next day, walked into his job to submit his resignation. It was a bold move that his family thought was crazy, but Kyler was all in from day one. It's a decision he has never regretted, and today, he looks back with gratitude on how far he has come.





TIFFANY & PAUL WILLIAMS

Written By Terrina Russell Photography by Marissa McCutchan



Tiffany and Paul Williams, the husband-and-wife team behind Williams Realty Group Inc. and Homestate Mortgage, have built their business on a foundation of relationships, integrity, and a commitment to service. For them, success is not merely about the numbers—sales closed, properties listed, or loans processed—it's about the meaningful connections they forge with their clients and the community.

Paul's journey into the real estate and mortgage industry began more than 25 years ago. In 1999, his passion for numbers led him to the mortgage side of the business. The early days were tough, with Paul frequently cold-calling realtors, only to be met with rejection. Many told him they already had an in-house lender, but instead of being discouraged, Paul saw this as an opportunity to expand his knowledge. He decided to dive into real estate, blending his mortgage expertise with real estate skills. This strategic move laid the groundwork for what would later become two award-winning companies.

Tiffany's path to real estate was unconventional but no less passionate. Originally from Michigan like Paul, she had a career touring the world performing Broadway musicals. Eventually, she transitioned to teaching musical theater and music at a private

Christian school in California. It was there, through a chance meeting at church, that she met Paul. Their shared backgrounds, values, and faith brought them together quickly, both personally and professionally. Recognizing the potential for her skills in relationship-building and public engagement to benefit a real estate career, Tiffany obtained her license in 2016 and joined Paul's team. They married the following year and continued to expand their business, growing their team to include 10 loan officers and realtors. Their shared commitment to their clients and their belief in an authentic servant's heart attitude has driven their success.

What makes Williams Realty Group Inc. and HomeSight Mortgage unique is their ability to offer a full package of bundled, economic services without skimping on quality. They have positioned themselves as a one-stop shop for clients, handling both real estate and mortgage needs. Tiffany said this holistic approach is what truly sets them apart. In their area, most clients require a loan, and having the expertise to manage both sides of the transaction has been a significant advantage. Their clients appreciate that they can guide them through every aspect of the process, from securing a loan to buying or selling a home. Their brand, "Love Your Home, Love Your Loan," is not just a slogan—it's a reflection of their deep commitment to ensuring that every client feels supported, informed, and loved throughout the entire process.



Education and community involvement are also at the heart of their business. The couple has been deeply influenced by their work with Dave Ramsey's team, particularly in their efforts to educate first-time homebuyers through Mortgage 101 and Real Estate 101 classes at local libraries. These experiences highlighted how little many people knew about the real estate process and how important it was to provide that knowledge. This realization solidified their belief that they were in the right career. It also inspired them to co-author three books: *Home Buyers Guide*, *The Truth About Selling Homes For Top Dollar*, and *Best Selling Options in a Divorce*.

Looking ahead, Tiffany and Paul are developing an educational program aimed at school-aged kids, designed to introduce them to real estate investment and financing concepts and help them understand the value of homeownership as part of achieving the American Dream. Their vision is to be a lifelong resource for their clients, extending their educational efforts to the next generation.

When asked for advice to those considering a career in real estate, the Williamses emphasize the importance of focus, education, and hard work. Borrowing a motto from a mentor, Mateen Cleaves, they say, "Get your mind right and keep your grind tight." They stress the importance of staying informed, working diligently, and maintaining a positive attitude. Their Christian faith plays a central role in their approach, guiding them to serve their clients with love and integrity.

For Tiffany and Paul, success is not just about closing deals or winning awards; it's about building lasting relationships and making a legacy impact on the lives they touch. Family means everything to this duo and it is at the heart of who they are, and everything they do. They love spending time with their two girls, Lilli, who is working toward becoming an RN, and Olivia, who will be graduating from UCLA soon with degrees in Journalism and English.

They feel blessed to do what they love surrounded by the people they love and are grateful for every opportunity to serve their clients, whom they also consider family. This deep sense of gratitude extends to their involvement in the community, where they actively participate in various give-back programs and charitable initiatives. Whether it's supporting causes like the Leukemia and Lymphoma Society or contributing to organizations like Tunnel to Towers, Empowering Lives International, and Mission Aviation Fellowship, the Williamses are committed to making a difference.

In a business where numbers often dominate, Tiffany and Paul Williams stand out for their unwavering commitment to people. Their journey is a testament to the power of passion, perseverance, and the belief that true success is measured not just in financial terms but by the positive impact they have on their clients and community.



GET YOUR
MIND RIGHT
& KEEP YOUR
GRIND TIGHT.



Innovative Tools **Competitive Pricing** **Same day Reports**

ABOUT US
We revolutionize home inspections with cutting edge technology. Our team combines traditional expertise with innovative tools to provide comprehensive assessments of your property. From thermal imaging, drones, and crawl bots, we harness the power of technology to uncover hidden issues and ensure your peace of mind.

Contact us today to schedule your home inspection.

WHAT WE INSPECT

- Exterior & Foundation
- Roof & Structure
- Electrical
- Plumbing
- Pool & Spa
- HVAC Systems

Serving All of SoCal thinspections.net [562-665-9229](tel:562-665-9229)



SPECIALIZING IN:
ARCHITECTURAL AND ENGINEERING PLANS
CUSTOM HOMES DESIGN | ADU DESIGN | COMMERCIAL TI

SCAN CODE



FS

FERNANDO SOLIS OWNER
626.807.4712

DESIGN GROUP

ACCREDITED



**THANK
YOU**
TO OUR PLATINUM
EVENT SPONSOR
**LOCKE
YOUR
LOAN!**

20
YEARS

PRINT IS STILL ALIVE.

Celebrating two decades of print excellence, now 800 niche magazines strong (and counting).

THE N2 COMPANY.
STROLL. greet. REAL PRODUCERS. BELOCAL. hypert.



THANK
YOU
TO OUR PLATINUM
EVENT SPONSOR
**SHAW
ENERGY
CONSULTING!**

THANK YOU
TO OUR
PLATINUM SPONSORS

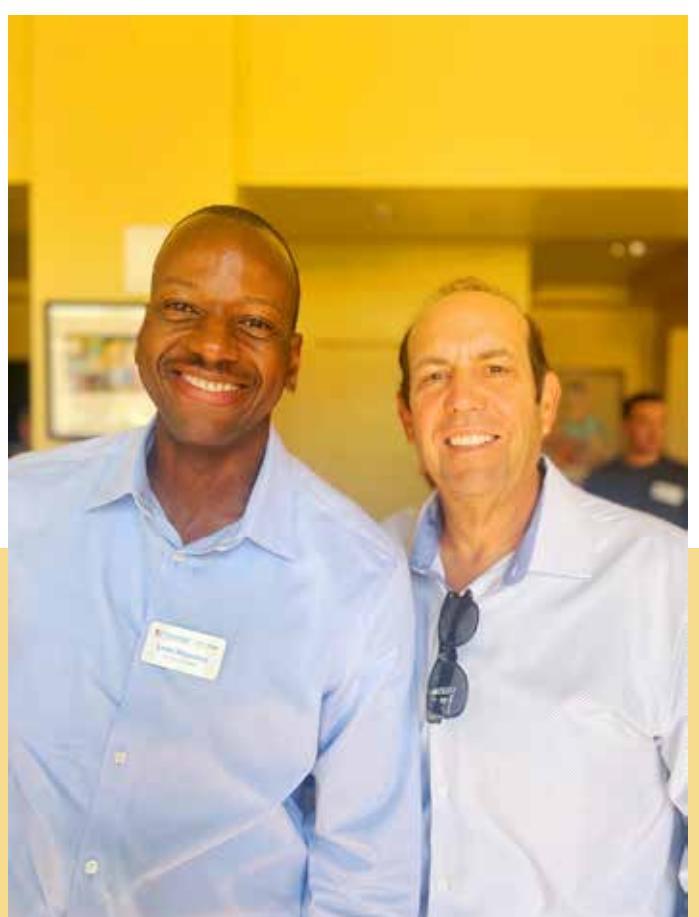
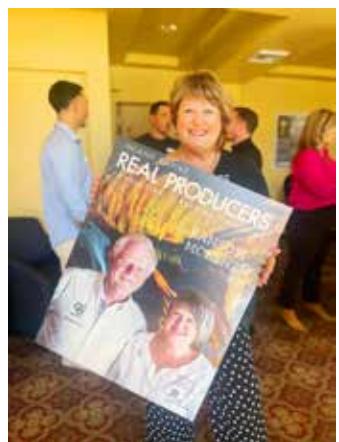


AND OUR SUPPORTING SPONSORS



-ADU- MASTERMIND EVENT











DO YOU HAVE
A SOLAR PRO?

Why Leverage One?

- Solar policies have changed in 2024
- New & Existing Contract Review Support
- We work for your clients, not a solar company
- Realtor Referral Program



ENERGY CONSULTING

Jordan Shaw
Concierge Energy Advisor
f @JordanShawOfficial



Scan to
Connect with
Me Today!

A Always Deliver WOW Through Service

B Build A Positive Team And Family Spirit

H Humility, Community, And Empathy

Integrity, Know And Do What Is Right, All The Time

Great People who Care, Enriching our Community through Education. Your home, Our Priority!

(800) 720-2844

Find us on social media @abetterhomeinspections
info@forsterhomeinspections.com

JUNK DAWGS

Your Cleanup Partner for Smooth Real Estate Transactions!

STRATEGIC FARMING

Do you have Strategic Farming in your real estate marketing strategy?

HERE'S SOME REASONS YOU MAY WANT TO RECONSIDER:

Brand Recognition and Trust:

Consistently marketing in the same area helps agents establish themselves as the go-to expert, building brand recognition and trust among residents.

Deep Market Knowledge:

Focusing on a specific area allows agents to gain in-depth knowledge of local market trends and property values, providing clients with valuable and accurate insights.

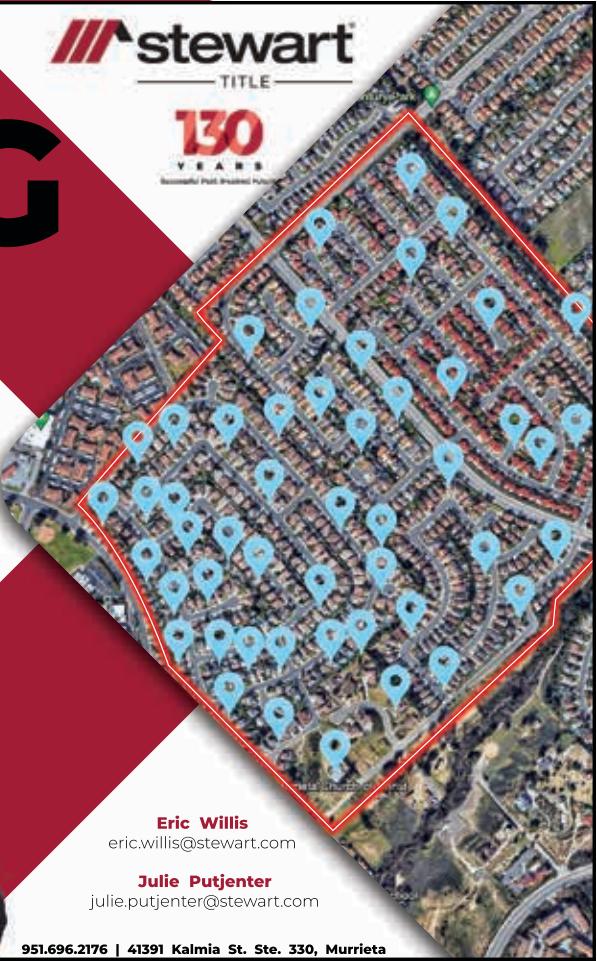
Stronger Client Relationships:

Regular interactions and involvement in the community help build strong personal connections, leading to increased referrals and repeat business.



Eric Willis
eric.willis@stewart.com
Julie Putjenter
julie.putjenter@stewart.com

951.696.2176 | 41391 Kalmia St. Ste. 330, Murrieta



PROFESSIONAL SERVICES, UNWAVERING INTEGRITY

A Team You Can Trust to Get Your Clients to Closing



Lisa DeWitt • 951.694.6300 • lisa@cornerescrow.com
25220 Hancock Ave. Suite 350, Murrieta, CA • cornerescrow.com

LAGUNA BEACH

LAGUNA WOODS

MISSION VIEJO

TUSTIN

BEVERLY HILLS

MURRIETA

CARLSBAD

LANGDON

FLOORCOVERING

Hardwood
Luxury Plank
Laminate
Carpet
Tile

**MOBILE
SHOWROOM**



nick@langdonfloors.com
951.588.3882

LANGDONFLOORS.COM