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TRAVIS TAYLOR

WINNING THE GAME

OCTOBER 2024



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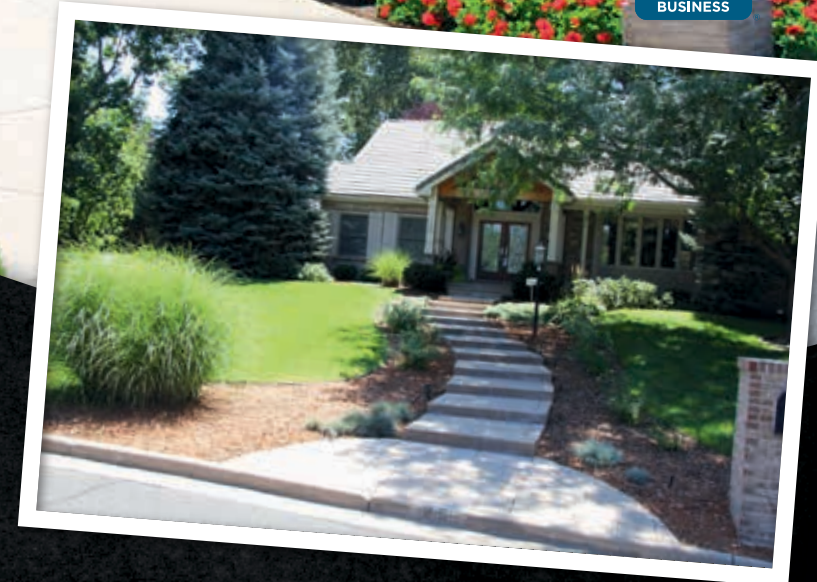
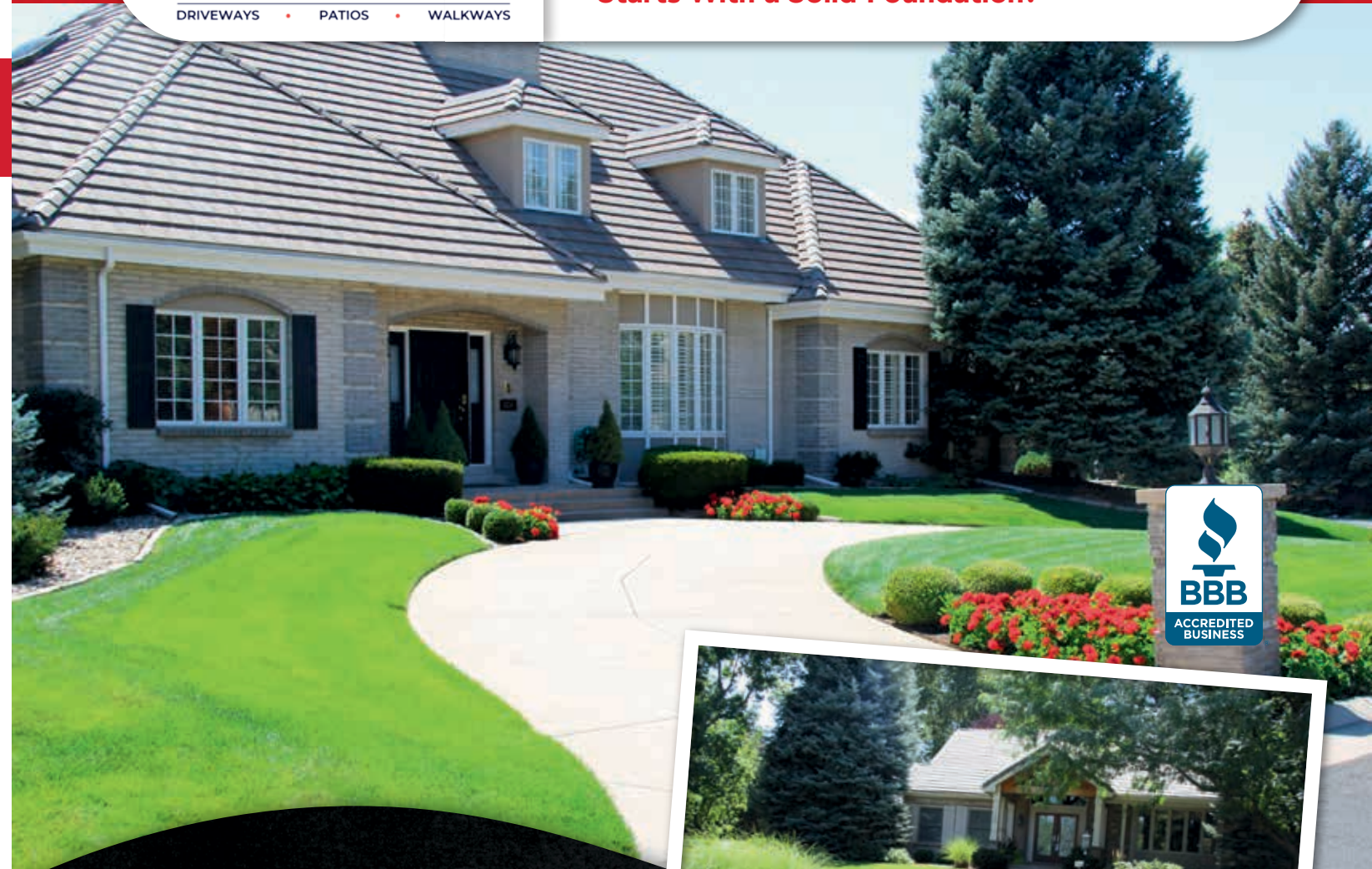
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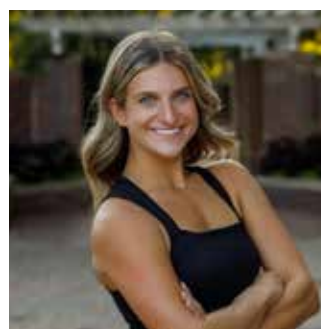
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Cover photo courtesy of Natalie Jensen Photography.



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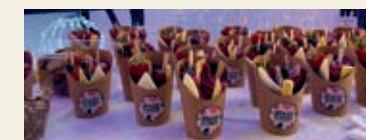


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▶▶ publisher's note

OCTOBER

Setting the Stage for Year-End Success

Dear Real Producers of Omaha,

As October arrives and the bustling summer real estate season slows down in Greater Omaha, we're not just winding down; we're strategically preparing for the critical fourth quarter of 2024. This month offers a pivotal opportunity for reflection and strategic planning — an essential step as we aim to finish the year strong.

For every standout Real Producer in our vibrant Omaha real estate community, October is a time to consolidate achievements, refine strategies, and energize for a successful year-end. It's our final push of the year, where renewed focus and strategic positioning become crucial for both professional and personal success.

In the spirit of celebrating progress and community, we recently gathered for our third Selling Sunset event on September 19th at Kim Hoffart's luxury listing in Bennington. It was fantastic to see everyone coming together to mark the success of our collective efforts. Be sure to check out the event photos in this issue and stay tuned for details on our 2024 holiday event!

As we approach the end of another busy year, let October be your moment to reflect on your progress and embrace the momentum needed to achieve a fulfilling finish to 2024.

Warm regards,



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From the Desk of the President

A Season of Change

Every year, the lush green hues of summer fade into the colors of fall, marking the beginning of a new season.

September starts a new season at the Omaha Area Board of REALTORS®. This year, I will be honored to serve as the 2025 OABR President. I've met many incredible people along this journey. Over the last 15 years, I served with colleagues on committees, volunteered at events, and worked with so many amazing people who helped make the REALTOR® association the outstanding organization that it is, one that provides many benefits for those in the profession.

A recent "Face the REALTORS®" event, directed by our Governmental Affairs Committee, is a prime example of what OABR offers. It's an outstanding event where local leaders present their visions for the community. Leaders in the community, such as Leslie Smith of the Omaha Municipal Land Bank, Greater Omaha Chamber of Commerce CEO Heath Mello, and most recently, Omaha Mayor Jean Stothert, have graced the OABR podium. "Face the REALTORS®" provides an opportunity to hear from our local leaders and for those leaders to listen to concerns and answer questions from members of the Omaha Area Board of REALTORS®.

The Accredited Buyer Representative (ABR) designation course was another recent opportunity that helped REALTORS® navigate buyer agency agreements. One key takeaway from the class was this: Master the art of explaining your value as a REALTOR®. Facts.realtor is a great resource for everyone, and it's time to articulate our value in more ways.

Recent civil lawsuits are changing how we conduct our business, but one thing remains constant: REALTORS® organize the market and make the industry what it is. We are professionals — leaders who thrive in difficult times. I encourage everyone to stand tall in the face of change to strengthen the real estate community by investing in your industry today. Working together is our strength, and our advocacy efforts have never been more important!

In the words of Benjamin Franklin, "Energy and persistence conquer all things."

I look forward to what the year ahead will offer, and I am honored to serve in this capacity for our community. We are already communicating at the next level, and it will only get better.

May you always walk in sunshine, my friend!

Jessica Sawyer
2025 President
Omaha Area Board of REALTORS®



Jessica Sawyer, 2025 President of the Omaha Board of REALTORS®, is a seasoned agent with Nebraska Realty and a dynamic force in shaping REALTORS®, communities, and organizations. Her real estate journey began as a second mortgage representative at First National Bank, where she quickly transitioned to a successful REALTOR®. Inspired by industry leaders, Jessica continually invests in her professional growth through her business coach, podcasts, audiobooks, and conferences. She excels in team building and collaboration, enhancing team dynamics through her extensive leadership experience. Jessica has served in various roles, including past regional vice president of the Women's Council of REALTORS® and National Association of REALTORS® RPAC Major Investor Committee representative for Nebraska. Currently, she is a committee member of the Federal Financing and Housing Policy Committee at the National Association of REALTORS® and a Nebraska REALTORS® Association director for the Omaha region. Jessica and her husband Johnny actively follow their two school-aged children, Mya and Myles, with their busy sports schedules.



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TRAVIS TAYLOR

WINNING THE GAME



From the moment young Travis Taylor rolled his first dice in Monopoly, he was hooked — not just on the game, but on the idea of building an empire. That childhood obsession became the foundation for what would later become a thriving career in real estate. Today, Travis is the number 5-ranked REALTOR® in Nebraska, a position that speaks volumes about his relentless drive and passion for the business.

While Travis's name has become synonymous with success in Omaha's real estate world, his entrepreneurial spirit extends far beyond just buying and selling homes. As the co-owner of Prairie Homes, one of Omaha's largest custom-home builders, and Vinton Homes, a leading SPEC-specializing home builder in the area, Travis has made significant contributions to the local housing market. These ventures are just a part of his expansive Monopoly-inspired empire that includes everything from land development to cabinet companies.

"I'm a second-generation Realtor," Travis shares. "With the help of my partners, we've turned the game of Monopoly into a career in real estate, new construction, land development, and property management."

Entrepreneurial Roots

Born in Sioux City, Iowa, Travis moved to Omaha in the fourth grade and attended Ralston Schools. His early dreams leaned toward medicine, but the entrepreneurial itch was too strong to ignore.

"I wanted to be a doctor, but I couldn't wait that long to make money," he admits with a laugh.

So Travis dropped out of college and embarked on a business adventure that would see him own and manage a string of businesses from senior living communities to hair salons, fast food restaurants, and telemarketing call centers.

But it was in 2006 that Travis found his true calling. He followed his mother, Jackie Taylor, into the world of real estate, initially focusing on commercial



ventures and senior living communities. Meanwhile, Travis was also dabbling in residential real estate on the side, developing lots and building houses, with Teresa Elliott and Jackie Taylor selling the properties.

The partnership with Teresa would soon blossom into something more substantial as the two took a bold leap and launched NextHome Signature Real Estate together in 2018, a boutique brokerage in Omaha. The decision proved to be a wise one, setting the stage for incredible success in the years to come.

A True Powerhouse

Travis's rise in the real estate industry has been nothing short of incredible. As a solo agent, he's built an impressive portfolio, consistently ranking among the top producers in the state. Last year alone, he closed 67 transactions, totaling \$28.8 million in volume. This year, he's on track to hit \$35 million, not including the many off-market deals and new construction listings he gives to his agents at NextHome.

It's not just about the numbers for Travis, though; it's about the relationships he builds along the way. His passion for the business and the people he works with is evident in every aspect of his career.

"Doing what I love, with whom I love every day — that's how I define success," he affirms.

NextHome Signature Real Estate has been a consistent performer, as well, ranking in the top 10 of all NextHome brokerages nationwide every year. On an individual level, Travis was the number 3 producer out of all NextHome agents nationwide last year, out of 620 offices and 5,800 agents.

But Travis is quick to credit his soaring success to his partners, Teresa Elliott and Jeff Hubby.

"I'm fortunate to have amazing business partners like Teresa and Jeff," he

asserts. "Jeff is my perfect counterbalance and partner in homebuilding; I do sales and financing, and he runs the construction of the homes."

Together, Travis and Teresa have created a powerhouse brokerage that thrives on a culture of collaboration.

"We are a big family; we are all very connected," Travis smiles. "Most of my potential volume I give to other agents to help them succeed."

A Legacy in the Making

After 18 years in the business, Travis says he is now more focused on paving the way for the next generation of agents. His leadership style is rooted in mentorship, and he's committed to helping younger agents find their footing in the ever-changing industry.

"When you're the leader, you're in the back of the line," he explains. "It's my job to ensure that the young people are able to be full-time in real estate with a clear path to success."

Travis is known for focusing on win-win outcomes, a philosophy that extends to every corner of his business. It's this kind of practical wisdom that has earned Travis the respect and admiration of his peers and proteges alike.

"If you consistently do the right things for the right reasons, good



Travis Taylor (left) with Teresa Elliott (center), his partner at NextHome Signature Real Estate, and Jeff Hubby (right), his partner at Prairie Homes Omaha.

things will come," he advises. "Don't stop, just keep moving!"

Beyond the Business Ventures

Despite his busy workday, Travis finds time to enjoy life outside of real estate. His partner, Josh Brink, plays a significant role in helping him have plenty of fun in his downtime. The pair share their home with two beloved dogs, Ryder, a Blue Heeler, and Triumph, a Bernese mountain dog/poodle mix.

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GOOD THINGS
WILL COME.”

Brink Ventures, and is actively involved in real estate as well," Travis shares. "We love to be out and about, and enjoy entertaining others."

The couple also has a shared passion for travel and spending quality time with friends and family. But their commitment to giving back is just as strong as their love for adventure.

"We attend plenty of charity events, and our office also sponsors Canine Companions, an amazing organization that trains dogs for people with disabilities," Travis offers.

As for the future, Travis has no plans to slow down. His short-term goals include finishing the construction of a new home for him and Josh at Bluewater. Looking further down the road, Travis aims to continue building relationships with his partners, both professionally and personally, and to achieve continued success while helping guide newer agents.

"I will never retire because I enjoy working too much, and frankly, it never feels like work to me," Travis concludes.

"My approach has always been to dream big, give big, and don't worry if you can't find a solution. I just keep moving and find joy every day."



Travis Taylor (right) and his partner, Josh Brink (left) are building a new home in Bluewater.



Travis and Josh with their beloved pups, Triumph and Ryder.

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By Jess Wellar
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GABE KOPUN, RAD DOMBROSKY, AND AARON ONUFROCK

FLAT BRANCH HOME LOANS

FINDING A WAY TO SAY



REALTORS® know closing dates can make or break dreams, and consistency and reliability are gold standards. So when you have a mortgage lending dream team with 40 years of combined experience that does not miss closing dates, it's time to sit up and take notice.

This is precisely the proven track record Gabe Kopun and his partners at Flat Branch Home Loans (FBHL) bring to the closing table with their newly-launched Omaha office.

"We've built our careers on delivering white-glove service, coupled with cutting-edge technology and finding a way to make a loan happen to win together," Gabe shares with pride. "Real estate is a fast-paced business that not just anybody can do; my partners and I enjoy working with motivated professionals who thrive during change."

The Perfect Partnership

Gabe, Brad Dombrosky, and Aaron Onufrock's partnership was born out of mutual respect and a shared vision. The trio were the top lenders at FNBO (First National

Bank of Omaha) before recently deciding to make the leap together to FBHL. "We all figured if we were going to break off, we wanted to partner with like-minded people," Gabe explains.

So how did each of them get started in the business? For Gabe, the mortgage industry is in his blood. "I'm a second-generation mortgage professional," he notes. "My father has been in the industry for 25 years."

With 14 years in banking and nine years as a mortgage lender, Gabe has firmly established himself as a top producer, earning that distinction for six out of the last nine years.

Brad's mortgage roots were a bit more serendipitous. Originally from South Florida, Brad graduated from the University of Florida with a business degree in 2000. "In 2002, by the recommendation of a friend, I stumbled into the mortgage business," Brad recounts.

Now with over 22 years of experience, Brad prides himself on delivering a world-class experience from start to finish, making the process as stress-free as possible for his clients while calming plenty of nerves along the way.





From left to right: Aaron Onufrock, Brad Dombrosky, Gabe Kopun

Originally from the Twin Cities in Minnesota, Aaron came to Omaha in 2001 to pursue an aviation degree, hoping to work in the mission field overseas. However, God had other plans for his life. “I started working at a bank and found myself in the mortgage field in 2012,” Aaron recounts.

Quickly discovering his passion for helping people through one of the biggest financial decisions of their lives, Aaron has not only enjoyed his work but also found great success over the past dozen years.

A Company with Heart

The power trio’s decision to bring FBHL to Omaha wasn’t made lightly. The choice came down to core values, with FBHL’s commitment to community aligning with their shared ethos. “We actually interviewed with 12 different lenders before ultimately deciding to bring the Flat Branch brand to Omaha,” Gabe points out.

Founded in Columbia, Missouri, FBHL has grown impressively over the years. Today, it’s located in 12 states, licensed in 38, and boasts 85 office locations. FBHL is also the number one purchase lender in Missouri and ranks as the #2 USDA lender in the country — proof of the company’s consistent growth and success.

But it’s not just the numbers that make FBHL stand out; it’s the culture. “Everybody that works at FBHL is trying to do their best for the greater good of the company,” Gabe emphasizes. “It’s an employee-owned company, so you’re surrounded by genuinely good people who care about more than just production.”



“Flat Branch’s commitment to community involvement was a huge factor in our decision to join.” – Gabe Kopun

This supportive, warm environment is one of the reasons Gabe and his partners felt so at home right away at FBHL.

“Buying a home isn’t just a transaction; it’s fulfilling a personal dream or a real milestone in an individual’s life,” Gabe reflects. “That’s why we strive to set proper expectations, ask the right questions, and ensure every approval leads to a successful closing.”

FBHL remains serious about making a difference at the local level as well. The company is deeply involved in giving back through its charity, the Giving Branch, which has donated over \$5 million since its inception in 2018. FBHL also offers a special “Community Champions” discount program, which provides financial benefits to first responders, active-duty military, and K-12 public school employees. “Flat Branch’s commitment to community involvement was a huge factor in our decision to join,” Gabe adds.

Beyond the Business

When they’re not working hard to secure mortgage loans, Gabe, Brad, and Aaron are all focused on family life. Gabe has been married to his wife, Lyndsey, for seven years. Together, they have two energetic children who keep them on their toes. “We love going on electric scooter rides, bike rides, visiting new places, and swimming a lot in the summer,” Gabe shares.

Brad, too, treasures family time. He’s been married to his wife, also named Lyndsey, for 18 years. The couple has four children, and they enjoy traveling to places where life can slow down just a bit. Whether it’s coaching kids’ sports, swimming at the pool, or catching a football game, Brad makes the most of his time with his brood during his off hours.

Aaron’s life revolves around his family and faith. Married to Kaela for 17 years, they have four children and stay as active as possible, no matter the season — though they especially love visiting different national parks to check off their list. The Onufrock family is also deeply involved in their local church community, which remains a top priority for them.

With a strong team, exceptional track record, and a company like FBHL behind them, Gabe and his partners are ready to face whatever future challenges come their way.

“We do not miss closing dates,” Gabe concludes. “We’ve seen regulations change, technology impact the personal experience, and inventory problems create affordability issues, but I believe and expect that consumers will always value a personal touch and the desire to be led throughout a stressful process.”

For those looking to secure their dream home with a team they can trust, contact Gabe, Brad, or Aaron at Flat Branch Home Loans at 402-581-9283, or visit www.flatbranchhomeloans.com to learn more.





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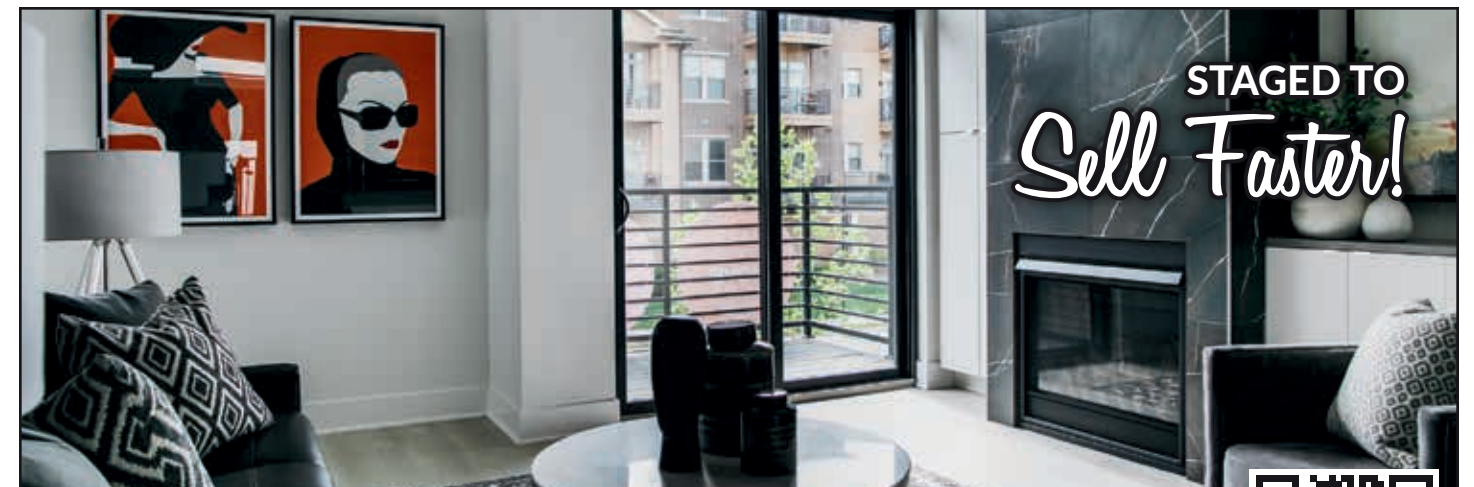
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BROOKE SILVER



Photo by Natalie Jensen

POWERED BY GRATITUDE

Formerly a personal trainer, Brooke Bies' transition into real estate several years ago was more than just a career shift; it aligned with her deep appreciation for every opportunity that comes her way.

"There's a lot of great agents in this industry, so I feel very grateful when clients choose to work with me," Brooke says with sincerity. That sense of gratitude is what fuels her success and keeps her grounded as she continues to build momentum on the exceptional Metro Pros team at Berkshire Hathaway in West Omaha.

Rooted in Faith and Determination

Born and raised in Fremont, Nebraska, Brooke pursued a degree in exercise science at the University of Nebraska at Omaha (UNO) after graduating from high school. Initially, she embarked on a career as a personal trainer, a role that matched her passion for fitness but conflicted with

her desire for a more adaptive lifestyle as she eyed her future.

"The early mornings and late evenings were not sustainable because I knew I wanted to have children and wanted more flexibility in my schedule," Brooke explains.

Brooke's career pivot happened when she joined Berkshire Hathaway's admin department, processing real estate paperwork and communicating with agents. It wasn't long before the real estate bug bit her. But making the leap to a full-time real estate career wasn't an easy decision.

"Working in Berkshire's admin just grew my love for the business, and I decided to pursue getting my real estate license," Brooke recalls. "But I really prayed on this for a long time, and God opened doors for me."

A timely email from her future team leader, Mike Pettid, served as the sign from above that she needed to take the plunge into real estate full-time with Metro Pros after a meeting with Mike.

"I knew in my heart at that moment it was going to be the right fit for me," Brooke affirms.



Photo by Natalie Jensen

GOD
CONTINUES
TO
PROVIDE.



Photo by Natalie Jensen

TEAM EFFORT

When Brooke took the plunge in 2021, she joined one of the top-ranked teams in the country, Metro Pros. With mentors like Mike and Jill Lewis-Harris, Brooke quickly found her footing in the industry.

“Our team is great, and I’ve had so much mentorship come from it,” she acknowledges. “The team has definitely helped me; the fact that I have 20 other agents to reach out to and get advice from has been invaluable. Moreover, we’ve been ranked nationally as one of the top 20 teams in the country, based on sales volume, for over the past 10 years.”

Brooke has already more than doubled her sales from last year and she’s projected to surpass her sales volume goal for 2024. Brooke attributes this leap in production to being able to dedicate more time to her business now that her son is a bit older, coupled with the blessings of unexpected client referrals and the seeds planted from previous years paying off.

“God continues to provide,” she reflects with a smile.

For Brooke, the fulfillment comes not just from closing deals but from building lasting relationships with her clients. “If we’re not friends in the beginning, we often become friends in the end, and that relationship continues on,” she emphasizes.

What sets Brooke apart in a sea of real estate agents is her joyful spirit, integrity, and relentless advocacy for her clients. But she’s not just about having a good time — Brooke is a staunch advocate for her clients, ensuring that their needs are always front and center. Every transaction, whether for a friend, family member, or a new client, is close to her heart. She treats all her clients with care, listening to their concerns and guiding them through every step of the process.



Photos by Natalie Jensen



DON'T LET
ANYBODY
TELL YOU
YOU CAN'T
DO IT.

“Don’t let anybody tell you you can’t do it,” Brooke advises new agents. “This industry is hard and can be discouraging at times, especially starting out. It’s important to remain confident in your ability, stay true to who you are, and keep pushing towards your goals.”

LIFE BEYOND THE OFFICE

In her off hours, Brooke’s world revolves around her son, Barrett. At just 2-1/2 years old, Barrett is her “little best friend” and the driving force behind her ambition. Balancing her demanding career with family life is a priority for Brooke, and real estate allows her the flexibility to be present in her son’s life. “He is what pushes me to continue to excel in my career to provide the best I can for him,” Brooke shares.

The mother-son duo loves spending time outdoors, whether it’s going on runs together, visiting different parks around town, or even attending showings — where Barrett doubles as a “pretty great showing assistant.”

Looking ahead, Brooke is excited about the endless opportunities that await in her fledgling career while one thing remains constant: her gratitude for the journey. Her goals include purchasing her first investment property to renovate in the next several years and traveling with her son, with Europe high on her personal bucket list.

Brooke Bies' young son, Barrett, is the center of her world and often accompanies her to showings.



Photo by Natalie Jensen

"My career wouldn't be where it is today without God's guidance and the support and trust from my family, friends and clients; and I can't wait to see what the next few years look like for the growth of my business," Brooke concludes.

"I want to compound my business year after year to help as many people as possible while continuing to balance work and my family."

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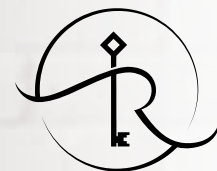
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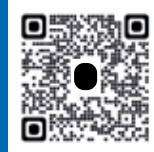


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As you step through the grand entryway, you are greeted by soaring ceilings adorned with rustic wood beams, creating an immediate sense of warmth and grandeur. The open-concept design flows seamlessly throughout the home, allowing for effortless entertaining and everyday living. The expansive great room, flooded with natural light from oversized windows, provides a breathtaking view of the lush, wooded surroundings, making it an inviting space to relax with family and friends.

The heart of this home is the gourmet kitchen, a chef's dream that combines both beauty and functionality. Outfitted with top-of-the-line Wolf appliances, this kitchen is perfect for preparing both casual family meals and elaborate feasts for guests. Quartz countertops provide ample workspace, while the custom

cabinetry offers an abundance of storage. The kitchen also features a walk-in butler's pantry that ensures you're always well-stocked and organized, enhancing both convenience and efficiency.

The main floor also boasts a spacious primary suite that serves as a true sanctuary for relaxation. The primary bathroom is a spa-like oasis, featuring an oversized shower that invites you to unwind and rejuvenate after a long day. The generous walk-in closet provides plenty of storage space for your wardrobe, ensuring your belongings are elegantly displayed and easily accessible.

For those with creative inclinations, the home includes a dedicated craft room — a perfect space for artistic endeavors, hobbies, or even a private home office. This unique feature allows residents to explore their passions in a space tailored to their needs.

Entertainment options abound in this luxurious property. The lower level is an entertainer's paradise, complete with a full wet bar, a full-sized beverage fridge,





and a stylish brick backsplash and floor that add character and charm to the space. Whether you're hosting a gathering of friends or enjoying a quiet evening, this lower level provides the perfect backdrop for relaxation and fun.

Car enthusiasts will find the six-car heated garage to be an extraordinary feature. This expansive garage provides ample room for vehicles, storage, and even a workshop area, catering to those who appreciate both practicality and luxury.



Located in the prestigious Legend Trails community, this home offers the perfect blend of seclusion and convenience. Residents enjoy easy access to the vibrant offerings of Elkhorn and nearby Omaha, from shopping and dining to parks and top-rated schools.

This exceptional property in Elkhorn truly embodies luxury living. With its thoughtful design, high-end finishes, and expansive spaces for both relaxation and entertainment, this farmhouse-inspired estate is more than just a home — it's a lifestyle. If you're seeking a residence that offers privacy, elegance, and unparalleled comfort, look no further than this masterpiece by Nathan

Homes. Don't miss the opportunity to make this extraordinary property your own and experience the very best of Nebraska living.

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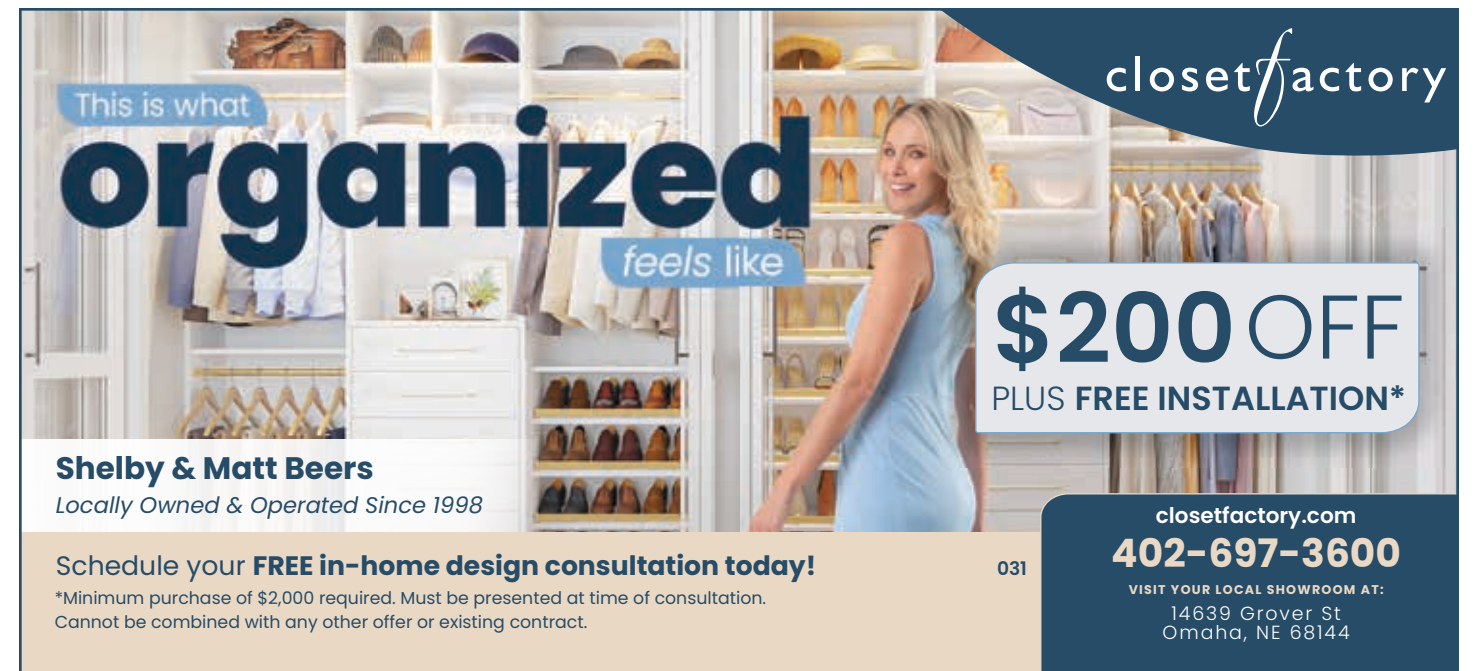
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Please enjoy our party pictures from our Selling Sunset III event held Thursday, September 19th, at a fabulous \$2.75 million dollar listing at 20220 Sheffield Circle in Bennington. Thank you to everyone who braved the heat to join us in networking with the best, but more importantly, just taking a moment to celebrate and see friends we often don't get to see.

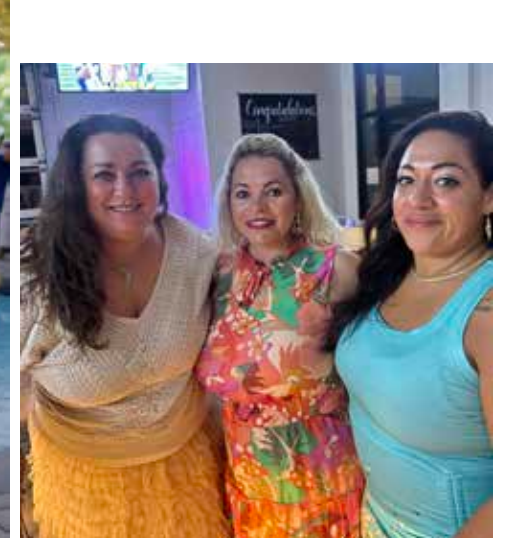
We are especially grateful to our sponsors of this event who made it possible! Premier Sponsor **Flat Branch Home Loans**; Spirits Sponsor **Jaffery Insurance**; Gold Sponsors **10 Men Movers**, **Level Countertops**, **Cabinets & Flooring**, and **Ideal Construction**; our Silver Sponsors **Streamline Services**, **Results Mortgage**, and **My Insurance**; Bronze Sponsors **Brand Brewers** and **Digital Express**. Additional thanks and gratitude to the homeowners of this amazing listing, **Kim Hoffart**, the listing REALTOR®, our caterer, **Dan Benigno** with **Chef Around the Block**, **DJ Devon Dupree**, **Margaret Wolf Photography**, and **Zeal Helps**.

Lastly, but never least, many of you have gotten to know members of my team by now. Immense gratitude and appreciation for **Austin Hall** and **Darren Claussen**, owners of **Glory Visuals**, who create our awesome videos and create an environment of lightheartedness and joy, and my dear friend and photographer, **Natalie Jensen**, who always makes our photo sessions a special experience. We also extend a warm welcome to **Kaleb Duncan** of **Kaleb Duncan Photography**, who many of you already knew or met at our event and will be joining our team! Welcome, Kaleb!

Our team at *Real Producers* loves creating an environment of inspiration, celebration, and connection for you. We hope you enjoy our monthly publication, as well as the events to bring us all together. Thank you for your ongoing support, and cheers to all of you who are in a community of the "best of the best"!







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