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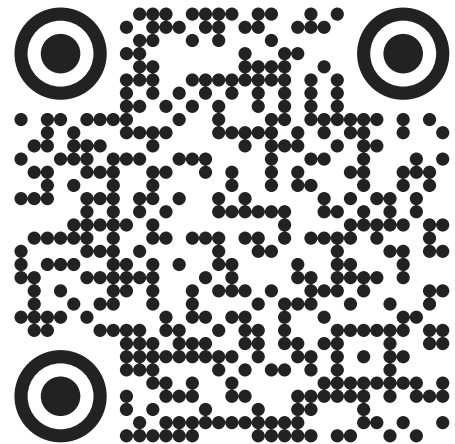


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RP REAL PRODUCERS

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Mastermind Panels — We have an educational series of events that will feature some of the real estate experts in our market. The panels will be your way to access not just *who* is doing it but *what they are doing*.

Team Building Tours — We assemble a group of 30 to 50 agents and preferred partners, and we go out for a night on the town — holiday tours, brewery tours, winery tours, nonprofit impact tours and more. *Scottsdale RP* picks up the tab on the bus, but we do ask that you contribute toward gratuity for the driver. If you are interested in learning more or joining us on one of these tours, please contact us at scottsdale@realproducersmag.com.

REALTOR® Socials — Quarterly we host what we call a REALTOR® social. These events typically include 150-plus people at a location that is fun, interactive and has upbeat energy. The purpose of the socials is to give everyone an opportunity to meet, get to know each other and stay connected. Stay tuned for specific details about REALTOR® socials; they are always a blast!

SOCIAL MEDIA

In addition to having a print presence, we are active on Facebook and Instagram! Don't forget to like us and follow us at [@ScottsdaleRealProducers](https://www.instagram.com/ScottsdaleRealProducers)! We post snippets of some of our articles there, promote upcoming events in and for the real estate community and showcase our preferred partners— all who have been vetted, do great work, bring you solutions to help you sell homes faster and at a better price, and they have all been referred to us by real estate agents in the top 500!

Remember, all of our stories are procured through YOUR nominations, and there is **NO COST** to participate! We publish these stories for your benefit and enjoyment. To nominate an agent or vendor to be featured in our platform in the next year, go to our nomination link: <https://form.jotform.com/232113855416149> (the link is also listed on our Instagram bio).

EVENTS

We have a series of events planned for you in 2024. We won't reveal ALL of them, as sometimes plans change; however, we have quite a bit in store!

Are you planning an event or know of a local event you would like to invite other top-producing real estate agents to? Email a brief description to scottsdale@realproducersmag.com, and we'll help you promote the fun!

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ROBERT EP

▶ featured realtor

Written by Elizabeth McCabe
Photos by Molly McKinney



NATHAN

A MAN OF CHARACTER AND INTEGRITY HAS STOOD THE TEST OF TIME IN REAL ESTATE

“I have been licensed in Arizona since 1979,” says Robert “Bob” Nathan. He has stood the test of time in real estate, commenting that choosing real estate was an “organic evolution.” Bob explains, “I transitioned into it when my brother opened up his commercial firm, Nathan and Associates, in 1980.”

From there, Bob found his true calling in the luxury property market, particularly in the prestigious communities of North Scottsdale, including DC Ranch, Silverleaf, and other renowned golf communities. He loves what he does and it shows with his enthusiasm and passion.

LEADING THE WAY

The Bob Nathan Team, consisting of seven dedicated real estate professionals, has become synonymous with exceptional service in the Scottsdale area. An award-winning REALTOR®, Bob’s leadership and expertise have earned him numerous accolades, including the prestigious Who’s Who in Real Estate recognition, multiple Trends awards, and the title of #1 Producer for Engel & Völkers Scottsdale in 2023.

However, it’s not about awards for Bob. Real estate is about people. For Bob, the most rewarding part of his job remains the simple yet profound act of “handing the keys over to a client no matter what the price point.” He also enjoys calling a seller to let them know that their funds have been wired.

ACTIVE INTERESTS

Beyond the office, Bob enjoys spending time with his beautiful wife of eight years. Together, they like



playing golf, tennis, and pickleball. One fun fact about Bob is that he was a highly-ranked junior tennis player in Chicago. He went on to play four years of soccer at Arizona State University from 1974-1978. His competitive drive is still with him today. Instead of scoring goals, he’s moving deals to the closing table. Instead of being on a soccer team, he leads his own real estate team.

He and his wife also like hiking, cooking, and laughing, living their days with passion and purpose. “I also have two grown children, both living in the



“
**BE PATIENT, BE CONSISTENT,
AND ALWAYS OPERATE WITH INTEGRITY.
THE REST WILL FOLLOW.**
”

Denver area,” adds Bob, who enjoys catching up with them. He and his wife like their “handsome chocolate lab” named Bodey, who brings happiness to their home as well.

Bob is also committed to his community. He actively supports charities like Special Olympics, St. Mary’s Food Bank, and the Lymphoma Society.

WORDS OF WISDOM

For up-and-coming REALTORS®, Bob offers simple yet profound advice: “Be patient, be consistent, and always operate with integrity. The rest will follow.” These words, much like the man himself, are a reminder that success in real estate is not just about knowing the market— it’s about being true to yourself and your clients.

For those who know him, Bob Nathan is more than a top producer— he’s a mentor, a leader, and a pillar of integrity in the industry.

NO END IN SIGHT

As he looks to the future, Bob remains as passionate about real estate as he was when he started. He feels fortunate to find a job that fuels his passion. He plans on helping clients for many more years to come. There’s no slowing down for Bob and his team, who have a bright future ahead of them here in Scottsdale.



As a REALTOR®, do you rank in the top 500? Have you been successfully working in the real estate industry for many years and would like to share your story? Email us at scottsdale@realproducersmag.com or reach out via social media to learn how.

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▶▶ partner spotlight

MEET DIANNA JACKMAN OF NORTHSTAR TITLE AGENCY

DiAnna Jackman, Shannon Johnson, & Kristin Guadagno

REPUTABLE. RESPECTED. EXPERIENCED.

Dream it. Do it. In August 2024, DiAnna Jackman made her dream a reality by opening NorthStar Title Agency with two other remarkable women, Kristin Guadagno and Shannon Johnson.

“We are a tripod of strength and integrity,” says DiAnna, the Chief Executive Officer. “Our mission is to customize the real estate experience.”

A CAREER SHAPED BY EXPERIENCE
DiAnna has decades of experience in the title industry. “I started as a messenger in Chicago at a small family-owned title company called Greater Illinois Title,” she explains. DiAnna quickly progressed to pulling property profiles, and after graduating from high school, she took on a full-time receptionist role. When the refinance boom of 1991 hit, DiAnna was thrust into closing deals—a pivotal moment that transformed her job into a fulfilling career, thanks to one of her greatest mentors, Darlene Kosin.

“I love working with people,” DiAnna smiles. Now, she wants to return the favor to others. “Someone once saw something in me that I didn’t even see in myself and helped lift me into a career that quite literally changed my life. I’ve made it my mission to do the same thing for the people around me,” she shares.

CUSTOMER EXPERIENCE EXPERTISE
DiAnna’s area of expertise has always been centered around the customer experience. “With the great volume of business over the years, I always take time to ensure the client feels confident that my attention is on their transaction and making sure they have a full understanding of each phase of the process,” DiAnna explains. This same dedication extends to her employees, with a primary focus on education and communication, ensuring that both internal and external clients feel heard and supported.

A LESSON IN VIGILANCE
With her years of experience, DiAnna has seen it all. She will never forget her first purchase closing. She was still being shadowed by her boss while collecting all the title clearance at the closing table in Chicago, Illinois. The moments that followed took her by surprise.

“I was handed a death certificate for the husband of the seller. It read that the cause of death was murder. I took the document to my boss, who informed me we needed to call the authorities to be sure the case was closed. We were informed that not only was the case pending, but they were actively pursuing the man’s son for his father’s murder. The son was sitting at my closing table, clutching the arm of his mother, who was softly weeping through this whole process. The authorities asked me to remain calm and continue business as usual as they rushed to apprehend their suspect.”



WHAT STARTED AS A
BEGRUDGED FAVOR
QUICKLY EVOLVED INTO
A FASCINATING CAREER.



Although the closing didn't go through, this experience left an impression upon DiAnna, especially about the importance of vigilance and integrity.

LIFE LESSONS

When asked how being in this profession has changed her life, DiAnna reflects, "It is a running joke in our industry that this profession most times chooses you. Either you grew up under your mom's desk or a family member forced you in. In my case, it was my sister who demanded I get out of bed and go help deliver closing packages for her friend and sales rep Penny Jenka. What started as a begrudged favor quickly evolved into a fascinating career."

Growing up, DiAnna was inspired by her mother, who raised three children on her own. "She cleaned apartment complex model apartments and in exchange received a discount on rent as well as a small salary. Eventually, she was part owner in the management company that ran the apartment complex and several properties they managed. She was my biggest inspiration and my biggest fan. We lost her to ALS in 2008. I continue to fight for her to this day to help find a cure."

On the personal side, DiAnna was diagnosed with Lipo Lipedema a year ago and has made it her personal mission to spread awareness about this debilitating condition. "This condition affects only 11 percent of the world population and almost all are women. Although there currently is no cure, I will be fighting every day to find hope and relief for those who suffer."



DiAnna Jackman



COMMUNITY INVOLVEMENT

DiAnna is enthusiastically involved in her community. She has been an active member of the Arizona State Escrow Association, the American Escrow Association, and the Land Title Association of Arizona. NorthStar is also an American Land Title Association member. "Our focus is on education and community within our industry to ensure we provide the very best service to our clients and consumers."

For more information or to contact DiAnna Jackman and NorthStar Title Agency, visit www.NorthStarTitleAgency.com or call 480-454-6704. You can also reach DiAnna directly at dianna@aznorthstar.com or 480-748-6448.

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Northstar Title Agency
Exciting Announcement!

We are thrilled to announce that Kristin Guadagno has proudly joined NorthStar Title Agency as one of its Founders and Chief Operating Officer. After years of dedicated service in the title and escrow industry, Kristin is elevating her expertise to new heights.

With her passion for commercial escrow and commitment to exceptional client service, Kristin is excited to offer even more personalized attention and innovative solutions at NorthStar.

Kristin looks forward to continuing her partnership with you and providing the highest level of service.

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