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Our Mission

At Naomi Kahn Agency, we aim to build lasting relationships that honor God and uplift our community. We are committed to serving our clients with integrity, compassion, and excellence through the principles of faith. Guided by Proverbs 16:3, “Commit your work to the Lord, and your plans will be established,” we dedicate our business efforts to God, trusting that He will guide and bless our work!

Inspired by Hosea 4:6, “My people are destroyed for lack of knowledge,” our mission in every interaction is to provide the knowledge and tools necessary for our clients to make informed decisions that protect their families.

Empowered by Proverbs 4:7, “Wisdom is the principal thing; therefore, get wisdom. And in all your getting, get understanding,” we strive to educate and empower each client so that they are equipped with the understanding needed to navigate life’s uncertainties.

About the Naomi Kahn Agency

Naomi Kahn brings a unique approach to her business model and team development, a distinction evident in her numerous 5-star reviews and glowing feedback from her clients!

One such testimonial reads: “Naomi was referred to me from a Facebook friend when I needed some quick answers, ideas, and ultimately a solution. I worked with five other providers to do the same before connecting with Naomi; however,



Naomi immediately stood out from the rest! She put me at ease, educated me about my situation and the market, and gave me options. I never felt like she was selling something to me. I felt like I was consulting an expert, and she was giving me her advice—along with the reasoning for her advice. She was patient and thorough, yet quickly remedied my situation. I am very happy with my switch to her agency!”

What sets Naomi Kahn Agency apart from the rest is that it’s not about just one shining star in the group; they cultivate a culture of excellence. Through dedicated training and a strong commitment to team development, they ensure that every member is poised for a successful interaction with a referral sent from Spokane & Coeur d’Alene Real Producers!

The Naomi Kahn Agency procures talent through a rigorous screening process before onboarding new team members. This process involves multiple assessment tools, including the Enneagram Institute, The 6 Types of Working Genius, Ideal Traits, Hogan Personality Inventory, Big Five, and Myers-Briggs Type Indicator. By investing in this comprehensive screening, we ensure that every representative who interacts with your referrals is highly qualified and equipped to deliver exceptional service.

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MEET THE TEAM!

Naomi Kahn - Agency Owner

Fairchild AFB born, Naomi Kahn resides in Athol, Idaho, with her husband, George, and their son, Colton. Naomi also has three grown children, all residing in eastern Washington with their families. Naomi is the proud grandparent to six grandchildren. Outside of running her successful agency, which has ranked in the top ten percent nationally for multiple



years, she was deeply involved in dog sports with her Siberian Huskies. As a preservation breeder, Naomi set her sights on producing and owning the Number One Siberian in the nation and achieved that goal in 2012 with her beloved Siberian female, Kauzmo. Following a car accident in 2013 that limited her ability to compete in dog showing, mushing, weight pulling, and carting, Naomi has embraced new hobbies as her grandchildren have arrived! Naomi enjoys getting them out into nature to explore new areas and experience the joys of a technology-free childhood.



COMMIT YOUR WORK TO THE LORD, AND YOUR PLANS WILL BE ESTABLISHED.

Proverbs 16:3



Tracy Berscheid - Senior Sales Consultant

Born in Coeur d'Alene, Idaho. Tracy Berscheid brings more than ten years of insurance experience to the Naomi Kahn Agency and quickly rose to the position of Senior Sales Consultant within her first four years. Tracy and her husband, Gene, reside in Idaho with their three children. In her free time, Tracy enjoys traveling with her daughter, who competes in competitive cheer, as well as indulging in a good book, riding four-wheelers, and camping.

Kelsey Heintz - Agency Operations Manager

Born in Montana, Kelsey relocated to Idaho in 2015 and now resides in Post Falls with her husband and three children. In her downtime, Kelsey enjoys rock climbing and hiking to high-elevation lakes accessible only by foot. As a parent of a child with Down syndrome, Kelsey brings a unique empathy to the challenges of parenthood and is dedicated to continually expanding her knowledge to better support her family and her journey as a mother to bring all available resources to further develop her son.



Mikayla Kreitz - Customer Service Manager

Born in Spokane, Mikayla now resides in Nine Mile Falls, WA, with her husband and four children. A self-proclaimed product of her mother's strong will, Mikayla is an inspiration to those around her. Her story resonates with parents everywhere. She made the courageous decision to carry her and Adam's daughter to term despite a diagnosis of triploid syndrome, a fatal condition, believing it was God's choice when to call her home. On January 29, 2020, Mikayla gave birth to stillborn Raygen Noel Kreitz, a journey that profoundly changed her life and perspective. The following year, they welcomed their rainbow baby, Rosie Lynn, followed by twins River and Riley Jo. Today, Mikayla finds joy in balancing her career with motherhood, embracing both with grace and strength.



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▶ rising star

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MEET RISING STAR
**ELIZABETH
MACADAM
BEARD**

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Growing up in southern California, I was surrounded by the hustle and bustle of the real estate world. My parents were successful real estate developers, which was definitely a career path that seemed to chart a clear course for me from an early age. Their business thrived, and our family of six lived a life that many would consider the epitome of success. But, as with many high-flying careers, there are always underlying risks. For us, those risks materialized in a way we never expected.

The real estate market crash of 2008 was more than just a downturn in the economy. It was a tidal wave that drastically shifted my family's life. Overnight, the stability and security we had known rapidly took a turn for the worse. It was a period of profound uncertainty, as my father also developed heart failure and kidney failure, resulting in his passing during our early teenage years. As I entered college and the workforce, I found myself at a crossroads. The early tribulations of witnessing my family's struggle left a mark on me. The thought of pursuing a career in real estate, once a dream I eagerly

embraced, seemed daunting with the fear of repeating past events.

As a result, I initially avoided this path, choosing to explore other avenues that seemed safer and more stable. I began working in mortgage lending, where I was able to utilize my knowledge of real estate markets without the direct pressures of development and sales. Following that, I shifted into financial planning with a focus on real estate investments. While these roles allowed me to remain connected to the industry in some capacity, they weren't fulfilling. It was clear that something was missing in my professional life.

The turning point came when I decided to make a significant life change. I had always been drawn to the charm of smaller towns, having grown up on the outskirts of a big city. There was a part of me that longed for simplicity and a close-knit community. That longing became a reality when I moved to Spokane. From the moment I arrived, I knew this city was where I was meant to be. Spokane had a unique blend of urban convenience and small-town warmth that felt like home to me, which I continue to enjoy and appreciate to this day.

A significant factor in taking the leap to move was beginning to pursue a Master's Degree in Organizational

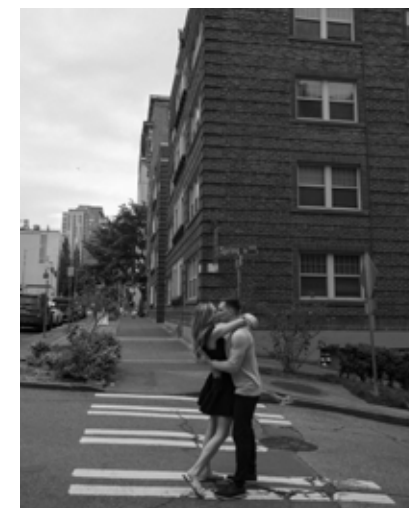


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Photographer (Brianna Messer)

Leadership at Gonzaga University—go Zags! My studies at Gonzaga provided me with invaluable skills in leadership, strategic planning, and organizational behavior. These skills were crucial in shaping how I approached my career and helped me develop a structured business model that is both efficient and client-centered.

While working in fundraising after obtaining my Master's Degree, I honed my ability to build relationships and inspire trust—skills that are directly transferable to real estate. Fundraising required a deep understanding of people's motivations and the ability to communicate effectively and empathetically. These experiences significantly enhanced my ability to connect with clients, understand their needs, and guide them through one of the most important decisions of their lives: buying or selling a home.

One area of real estate that has become particularly meaningful to me is assisting our senior community. This passion stems from my background in fundraising, where I saw firsthand the importance of ensuring our loved ones are well cared for. Many seniors face unique challenges when it comes to real estate, whether it's downsizing from a large family home or finding a safe and comfortable space where they can age in place.

To better serve this important segment of the market, I obtained my Senior Real Estate Specialist (SRES)

certification. This designation, along with my experience helping this particular clientele in real estate as well as other industries, has equipped me with the expertise to address the specific needs of seniors, from helping them find the ideal retirement home in Spokane to assisting with the logistics of downsizing and ensuring their new living arrangements meet their safety and comfort requirements. The experience of guiding families through these crucial transitions has been incredibly rewarding.

Whether it's helping someone move to town to retire in the scenic beauty of Spokane, finding the perfect estate salesperson, or determining the ideal home and plan for aging in place, my goal is to provide tailored solutions that honor each client's unique situation and aspirations. The trust that seniors and



Photo by Oxana Brik Photography

their families place in me to navigate these profound life changes is something I hold in the highest regard.

As I embark on my second year as a REALTOR® in Spokane, I am thrilled to reflect on the progress I've made and the impact I've been able to have. In this relatively short time, I've successfully sold over \$10 million in real estate and had the privilege of helping more than 25 families—including first-time buyers, retirees, downsizers, and investors—buy and sell their homes. Each transaction has been a testament to the trust my clients have placed in me and the dedication I bring to my work.

The combination of my background in real estate, my education in organizational leadership, and experience in relationship management has contributed to the powerful foundation that my career as a REALTOR® in Spokane is built on. I was able to merge my professional skills with my personal passion, embracing the challenges and rewards of the real estate market with a renewed sense of purpose.

Being recognized as a rising star in a local magazine is an honor that reflects not just my personal growth but also the supportive community



Photo by Cascadia Designed

Photo by Oxana Brik Photography

that Spokane has become for me. My journey has come full circle—from the childhood dreams influenced by my parents' success, through the trials of economic downturn and personal hardship, to the fulfillment of helping others find their place in this beautiful city.

Spokane has become home—something I have realized is the most sacred of spaces. It's where I truly emerged into adulthood, learned hard and valuable life lessons, accomplished huge milestones, met my husband, and grown into the person I am today. The values of community, integrity, and perseverance that guided me through my journey are the same values I bring to my real estate clients. I am dedicated to providing

The combination of my background in real estate, my education in organizational leadership, and experience in relationship management has contributed to the powerful foundation that my career as a REALTOR® in Spokane is built on.



them with exceptional service and guidance throughout their journeys.

As I look to the future, I am excited about the opportunities that lie ahead. My goal is to continue growing as a real estate professional, serve my past, current, and future clients well, and contribute to the Spokane community. I am grateful for the support and recognition I have received, and I am committed to making a meaningful impact in the lives of those I serve. My story is one of resilience, transformation, and determination. It's a testament to the power of following one's passion and the importance of finding your home, a place where you truly belong. For me, that's Spokane. I am thrilled to be part of this vibrant community.



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Meet Top Producer

Justin Thoet

FAVORITES

FAVORITE RESTAURANT: Izumi Sushi & Asian Bistro

FAVORITE CANDY: Anything Sour

FAVORITE QUOTE: “Your business grows at the rate you grow as a person.”

FAVORITE CHARITY: Newby-Ginnings

FAVORITE VACATION PLACE: Nebraska

FAVORITE LAKE: Lake Coeur d’Alene

FAVORITE MOVIE: *Talladega Nights*

FAVORITE TV SHOW: *Ozark* or *Yellowstone*

FAVORITE BOOK: *The Servant* by James Hunter

FAVORITE ALCOHOLIC DRINK: Margarita

FAVORITE MOTIVATIONAL SPEAKER: Rick Ruby

FAVORITE MUSIC: Country

FAVORITE CAR: Tesla

HOW MANY YEARS HAVE YOU

BEEN A REALTOR®? 2 years

WHAT IS YOUR CAREER VOLUME

AS A REALTOR®? \$30 million

WHAT WAS YOUR TOTAL VOLUME

LAST YEAR? \$12,558,717

FROM THE OILFIELDS TO REAL ESTATE: MY JOURNEY TO A TOP PRODUCER

Life doesn’t always follow the plan we set out for ourselves. In fact, if you’d told me a few years ago that I’d be a top-producing REALTOR® in Spokane, I would’ve laughed it off. But looking back, every twist and obstacle played a role in shaping my path. And while my journey has been full of unexpected turns, I wouldn’t change a thing.

At 18, I thought I had everything mapped out: serve in the Army National Guard, get my college paid for, and build a solid future. But in 2013, things took a sharp turn when tuition assistance was cut for service members. Just like that, my plan went up in smoke.

I did what anyone would do—I called my dad, hoping to crash at home while I figured out my next steps. His response was simple: “You can stay a couple of weeks, but after that, you’re on your own.” That wasn’t tough love; it was his way of giving me the push I needed. So, I got busy, applying for every job imaginable—cruise ships, fishing boats, you name it.

Then came the unexpected. I received a call from a recruiter offering me an interview with one of the largest oilfield service companies in the world. I knew nothing about oil, but I thought, “Why not?” I packed my bags and headed to Williston, North Dakota.

What I assumed would be a six-month gig turned into almost nine years. Those years weren’t easy. I lived in a man camp, worked 12 to 17-hour shifts, and endured everything from blistering summer heat to freezing winter storms. But those long days taught me grit, resilience, and leadership. I worked my way up from tossing around sacks of cement to managing



millions in inventory and eventually transitioning to hydraulic fracturing and specialty chemical sales.

Then COVID hit, and the oil industry shifted. I transitioned into military recruiting in Jamestown, North Dakota, where I bought my first home—a 140-year-old fixer-upper. It was during this time that I discovered my passion for real estate, hands-on, as I worked to restore that house.

A couple of years later, I had the chance to move back to Spokane, and I didn't hesitate. But life threw another curveball—a major pay failure during my transfer left me without income for eight months. Suddenly, real estate became not just a passion, but a lifeline. I completed my real estate course in two weeks and started closing deals within a month. I was all in, and I knew I was on the right path.

It was around this time that I met Katie Boylan. She saw potential in me before I fully saw it in myself and encouraged me to join Haven Real Estate Group. Her belief in me gave me the confidence to fully commit to real estate, and what started as a professional connection grew into something much deeper. Katie has been my biggest supporter, pushing me further than I ever thought possible. Together, we're not just partners in business, but in life, and her impact on my journey has been profound.

Alongside Katie, I've been fortunate to learn from Robert and Cambria Henry, the co-owners of Haven Real Estate Group. Their mentorship has been instrumental in my growth, not just as an agent, but as a leader. They've created a community where agents thrive, and their belief that real estate is more than just transactions—it's about relationships and giving back—resonated deeply with me.

Katie has been my biggest supporter, pushing me further than I ever thought possible. Together, we're not just partners in business, but in life, and her impact on my journey has been profound.





Real estate isn't just about closing deals—it's about relationships, growth, and making a lasting impact. And I'm here to do just that.

In May 2023, I took the leap to go all-in on real estate, leaving my full-time recruiting job behind. The transition wasn't easy. I found myself working over 90 hours a week and eventually hit burnout. But then, a local lender introduced me to The Core Training, and that changed everything. Their program helped me find the balance and structure I needed to scale my business without sacrificing my well-being.

Today, with two full-time assistants and a growing team, we're on track to help over 120 families in 2025. But for me, real estate is about more than just numbers. It's about making genuine connections, contributing to the community, and helping others succeed. Whether I'm guiding a family toward their dream home or mentoring fellow agents, I find fulfillment in knowing that I'm making a difference.

One of the most unexpected and rewarding parts of my journey has been stepping into the role of a mentor. Early on, Robert and Cambria invited me to mentor newer agents at the firm, and it unlocked a passion for helping others that I didn't realize I had. Whether it's a new agent looking to build their business or a seasoned professional aiming to elevate their performance, I've discovered the joy in contributing to my peers' success. This passion for mentorship is one of the many reasons I'm grateful for Haven Real Estate Group and the collaborative culture we've built.

Looking back on my journey—from working in the oilfields to becoming a top-producing REALTOR® in Spokane—it's been an incredible ride. Every challenge, every detour, has shaped me into the person I am today. And while I may not have set out to become a real estate agent, I know now that this is exactly where I'm supposed to be.



As I look toward the future, I'm excited about continuing to grow, serve, and give back. I'm grateful for the people who believed in me along the way, and I'm eager to pay it forward by helping others achieve their dreams. Whether you're a homebuyer, seller, or an agent looking to take your

career to the next level, my door is always open.

Real estate isn't just about closing deals—it's about relationships, growth, and making a lasting impact. And I'm here to do just that.



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The Real Producers Sunset cruise!

Thank you to all who joined us for our Sunset Cruise on Sept. 12th! We got to spend time with top agents and our industry partners while enjoying some fabulous desserts, live music, and complimentary beers!

This event wouldn't have been possible without our amazing sponsors! THANK YOU!



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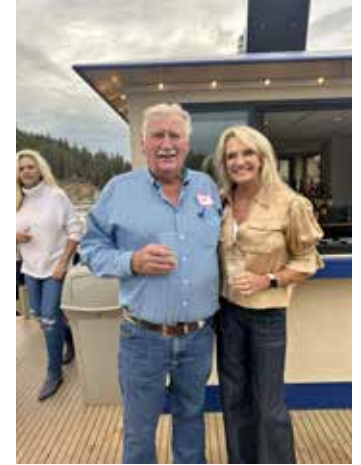
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