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**DYNAMIC DUO:**

Zak & Donna Ortiz

**RISING STAR:**

Jalen James

**EVENT  
RECAP  
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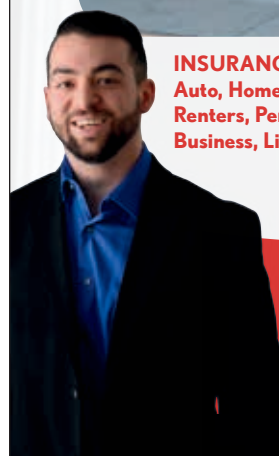


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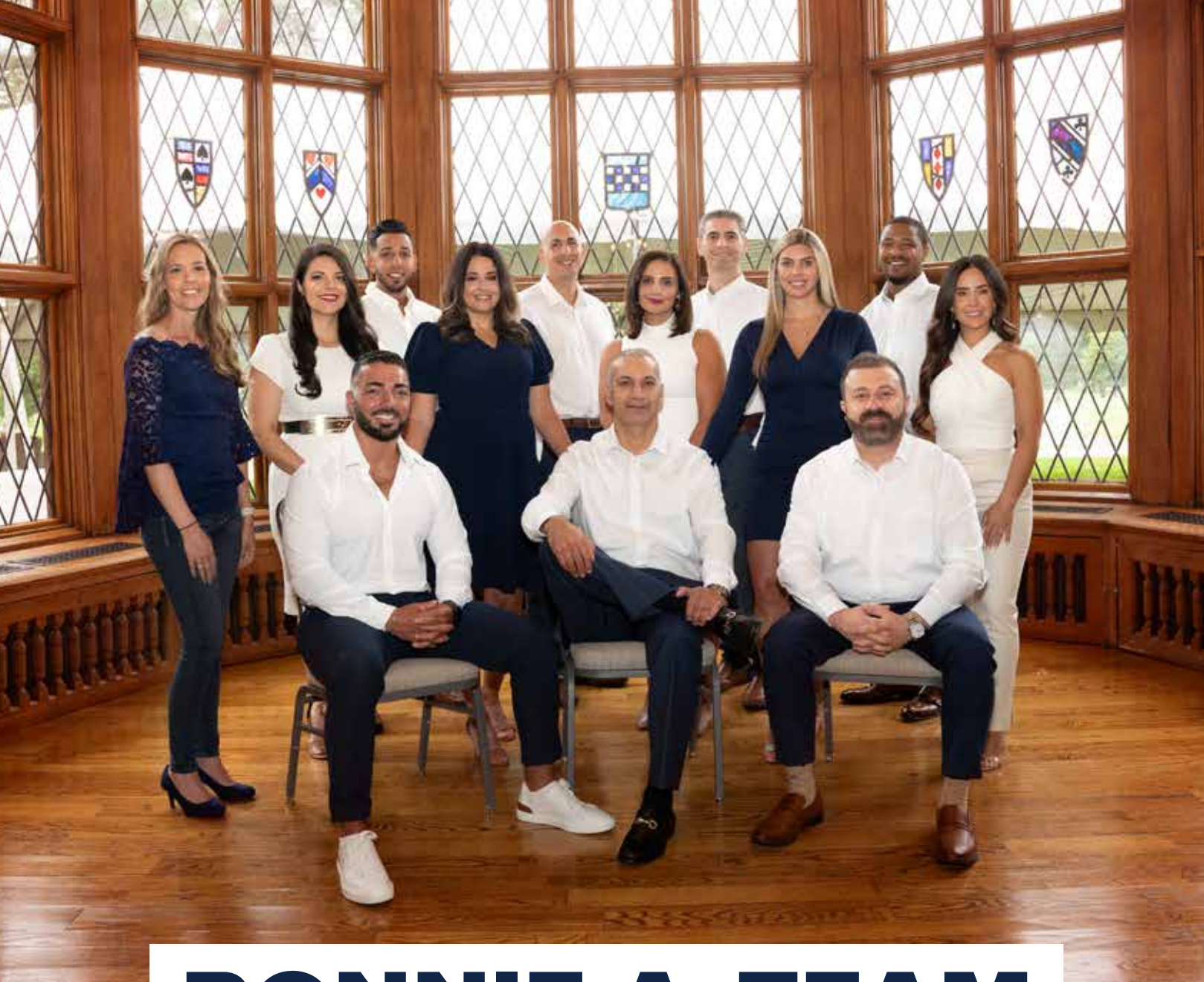
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# RONNIE A. TEAM

## ►► top-producing team

Photos by Tracie Seeley with Metro Shores Media

## BUILDING SUCCESS THROUGH **UNITY** & DETERMINATION

**Ronnie Ahmad, associate broker and team leader at Keller Williams Legacy, has carved out an impressive niche in the real estate world. With 19 years in the business and a career volume surpassing \$501 million, he has built an empire worth celebrating.**

“I started my career in real estate as a part-timer,” Ronnie explained. “I was working at Ford Motor Co., and my brother and I were buying investment properties. We didn’t like paying the agent commission,

so I decided to get my license. Plus, with the announcement of job cuts at Ford, I wanted a fallback plan.” It was a prudent move that would set the stage for a dynamic career.

Before diving into real estate, Ronnie worked for Nextel. “I’m sure a lot of people don’t remember what that is,” he joked. It was Ronnie’s time at Ford, however, that profoundly shaped his work ethic and business approach. “My dad was at Ford for 35 years, working long hours to support us. I

wanted to provide for my family without working to his extreme,” Ronnie shared. “Starting from the assembly line and working my way up taught me the value of hard work and perseverance.”

Ronnie’s drive to succeed was fueled by his desire to take charge of his future and create opportunities for others. “My passion stems from coming from nothing to being given the opportunity to control my destiny — for myself and my team,” he said. His team, known as the Ronnie A. Team, consists of 12 agents and three support staff members who share a close bond and a commitment to excellence. “We motivate each other, and we support and coach each other seven days a week,” Ronnie explained. “We don’t let anyone fall down. When someone goes on vacation, we all cover for each other.”

For Ronnie, one of the most rewarding aspects of his career is watching his team grow and succeed. “Honestly, being able to grow a team that I

handpicked and coached to be successful really makes me happy. Watching them grow together is something I take a lot of pride in,” he shared.

Ronnie and his team are committed to giving back to the community. They support various charities, including the Amity Foundation, coat drives, and canned food drives. “Here at KW, we also have Red Day once a year where our Market Center works together to volunteer and help the city where needed,” Ronnie added.

Despite his success, Ronnie acknowledges the challenges of balancing two full-time jobs. “Continuing to grow and hold down two full-time jobs has been my biggest challenge,” he admitted. His disciplined approach and the structured environment he has fostered within his team, however, have helped him overcome these obstacles. “We take pride in staying organized. We are a disciplined team with standards and procedures that we all must meet,”



“  
**WE MOTIVATE  
EACH OTHER,  
AND WE SUPPORT  
AND COACH EACH  
OTHER SEVEN  
DAYS A WEEK.**  
”



Ronnie said. He finally made the decision to leave Ford Motor Co. after 29 years of service in July of 2023. This move has given him an opportunity to be with his kids for their high school life.

Ronnie and his wife, Belle, have three children — Adam, Ava, and Zac — as well as a beloved dog named Shaggy. “All three kids are very active with sports — basketball, football, soccer, and dance,” Ronnie shared. “I have the most supportive wife a man can ask for. She really is my everything.”

When he’s not working, Ronnie enjoys running and exercising — hobbies that help him maintain focus and energy. “I love running. It has become my number-one hobby,” he said. “Outside of that, I exercise five days a week. It improves my mood, concentration, and alertness.”

Ronnie aims to continue diversifying his business to create residual income, ensuring a comfortable

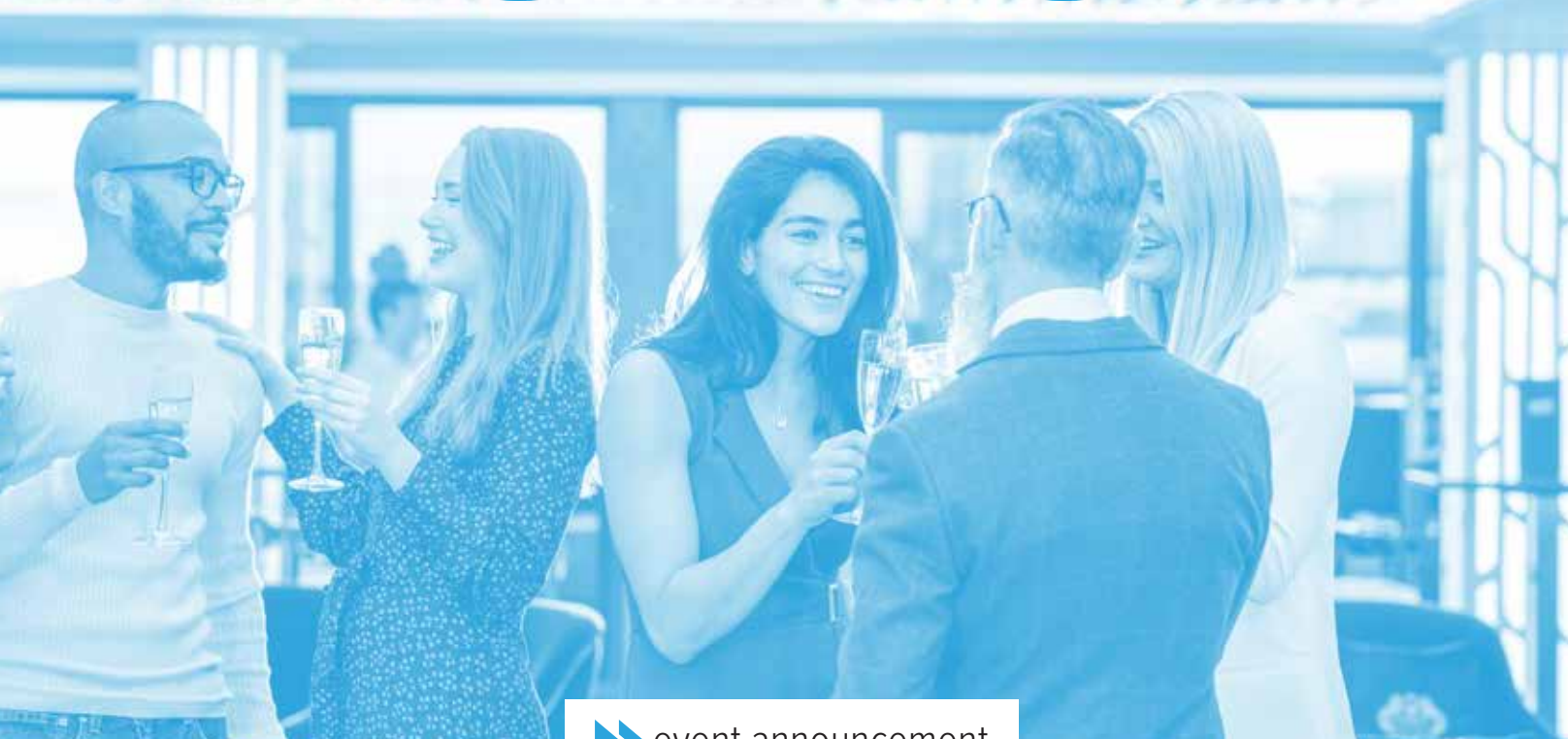
retirement. “Working at KW really puts an emphasis on that,” he said. His legacy is one of hard work and dedication, and the belief that routines and structure lead to success. “You have to practice what you preach,” he added.

Ronnie’s path from the assembly line at Ford to leading a top real estate team is a testament to his resilience and determination. For up-and-coming agents, he advises that they get an education and use real estate as a fallback plan. “When you decide to jump into it, sign up with someone whom you trust and who has your best interests at heart. It really does matter,” he said.

Ronnie’s story showcases his transformation, growth, and dedication to his team and community. As he continues to lead the Ronnie A. Team to new heights, his journey serves as an inspiration to all who aspire to turn their dreams into reality.



Join us!



▶▶ event announcement

# FALL MINGLE

## AT THE MODEL

**WHEN?** October 16, 2024

**WHAT TIME?** 1:00 - 3:00 p.m.

**WHERE?** The Kinsley - Lombardo Homes' NEW Model at 6632 Plymouth Rd., Ann Arbor, MI 48105

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# Zak & Donna ORTIZ

## GUIDED IN PRAYER AND PROFESSION

Zak and Donna Ortiz share a remarkable professional journey that is characterized by mutual passion and teamwork. Their collaborative ventures span from sales to a mobile closing/notary and courier service that they manage for mortgage firms. The couple's dedication also extends to their religious faith and their church ministry. Faced with the end of employment, Zak and Donna chose to bring their joint expertise to the realm of real estate. Their story narrates a tale of resilience, adaptability and the pursuit of a balanced lifestyle.

Before the housing crash of 2008, Zak and Donna worked in the mortgage industry. Donna was a mortgage originator and notary closer whereas Zak was a mortgage originator and co-owner of a mortgage lending company. As a result of the failing market, both were led to reevaluate and dramatically shift their career paths. "I decided to become a nurse," Donna recalled. "I was studying full time, working night shifts as a nursing assistant and managing pregnancy all at once — it became too much." Eventually, she sought a balanced lifestyle, so Donna made the decision to become a real estate agent to gain more control over her time. Concurrently, Zak shifted to working as a lab technician, quickly rising from sample collections to managing a laboratory and earning a certification in mass spectrometry. When the lab unexpectedly shut down, Zak faced another career change.

In this moment of upheaval, the couple chose to combine their forces. In 2019, Zak joined Donna in her already successful real estate career to form Team Ortiz at Real Estate One, and they've been managing their real estate business together full time ever since. "We attribute our resilience during life's highs and lows to our steadfast faith in God," the couple shared. "Our relationship was built on



mutual love for God and family, and it has not only weathered the test of time but also contributed to our success in business and life."

The Ortizs hold a unique position in the industry, largely due to Zak's exemplary bilingual abilities in Spanish. "His fluency in reading, writing, and speaking the language significantly improves our communication with the Hispanic members of our community," Donna said proudly of her husband. "Additionally, our unwavering dedication to our clients is underscored in our availability at any hour — morning, noon or night. As full-time agents, we are wholly committed to this profession, relying on it as our sole source of income."

By Robbyn Moore | Photos by Tracie Seeley with Metro Shores Media  
Photos taken at Lombardo Homes Model at Concord Park in Canton

▶▶ dynamic duo





together, adding a personal and rewarding dimension to our professional life,” he said.

Zak and Donna form a dynamic business partnership, leveraging their complementary skills to deliver exceptional real estate services. Donna’s prowess in communication and meticulous file processing creates a strong backbone to the business, while Zak, a natural people person, excels in problem-solving and in building trust with potential clients. His optimism and in-depth industry knowledge, coupled with Donna’s knack for follow-ups, ensure that clients are well-guided and informed throughout their real estate transactions. Zak and Donna thrive in this environment, spending their days working, laughing, and loving each other as partners and co-workers.

Zak and Donna have been married for 24 years and have been blessed with six children — ranging from 30 to 10 years old — and three grandchildren — ranging from 4 to 1 years old. Their family enjoys church events, camping trips, and board and video games. Donna has a passion for coffee and loves to spend time with their German shepherd, Buddy, who was spontaneously adopted and is affectionately known as their real estate “dawg.” Zak is musically inclined and can play almost any instrument. He actively participates in church activities and is an ardent football fan.

Together, Zak and Donna take joy in leading worship at church. “We’re so fortunate to serve in ministry with our children as well,” Donna said. “It’s truly a blessing and an answer to prayer to see this come to fruition at this time in our life. Additionally, having my youngest daughter work alongside me infuses our professional endeavors with joy, strengthens our bond, and nurtures our relationship.”

Zak and Donna stated that their journey together has established a robust foundation for their relationship, promoting balanced living and effective communication. “These principles assisted in overcoming life’s obstacles and challenges that extend into our professional lives as well,” Donna added.

“We view our careers as more than just work — it’s a ministry to us,” Zak said. “We strive to be there for our clients, and we cherish the possibility of building lasting relationships that transcend business ties. With both of us available at all times, we are committed to attending to all of our clients’ needs. After all, our slogan is “Team Ortiz Will Get The Keys.”

Zak and Donna share a passion for growing their successful real estate business and in bringing in goal-oriented individuals for expansion as well as for making genuine connections with clients. “We view our work as a ministry and a chance to positively influence others,” Zak said. “We are committed to aiding and guiding clients with their real estate needs and offering encouragement wherever it’s needed. It’s not uncommon, after meaningful conversations and meetings, for us to transcend into deep, prayerful encouragement.” This approach has turned Zak and Donna’s business interactions into more than just transactions — it makes them personal, which is exactly the kind of impact they aim to make.

Working together on a daily basis, the couple finds ways to add elements of fun to their routine, making client relocations and witnessing the joy of homeowners on signing day particularly gratifying. Donna loves developing creative marketing strategies that authentically represent the couple, and finds joy in making whimsical and engaging content created for social media platforms. “I also cherish the flexibility I have with my work schedule so I can share precious moments with our youngest child,” she added. Zak values the enduring connections he establishes with clients beyond transactions. “The relationships we develop often blossom into friendships, where we share and celebrate life milestones

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# JALEN

Photos by Stylish Detroit | Photos taken at Lombardo Homes Model at Windridge Estates in Northville

►► rising star

# JAMES

## CHANGING LIVES & TRANSFORMING TRANSACTIONS

Jalen James, a 25-year-old dynamo, is making an impact in the real estate industry as the team owner of The James Realty - Front Page Properties. His journey from a full-time entrepreneur to a successful agent and investor is an inspiring tale of determination and hard work, and showcases his passion for helping others achieve their dreams.

Jalen's foray into real estate began in 2019 when he took the plunge as a full-time agent at the young age of 21. Before starting real estate, Jalen was already a seasoned entrepreneur, running a clothing company and flipping automobiles. The transition seemed like a natural progression for him, driven by the desire to educate the public and help fellow agents and clients achieve remarkable results.

For Jalen, the road to becoming a licensed agent was not without obstacles. He took the state exam 10 times before passing, but his persistence demonstrated his devotion to his newfound career. His relentless pursuit of success extended to Florida, where he took the exam multiple times so he could become licensed in Miami as well.

Jalen is originally from the west side of Detroit, and his life has been shaped by influential figures such as Verzell Page and Kim Page, who are his current brokers. Their success and transparency inspired Jalen to reach for greater heights. To Jalen, great Michigan investors such as John Graham — as well as Austin Rutherford, who invests in Columbus, Ohio — show what investing the right way looks like.

With a high school diploma and two years of college education in business, Jalen emphasized the impact of life path choices. "Seeing different life paths made me understand that making your own luck



with a little faith will really take you to a height that only you can measure!" he said.

Jalen currently lives in two different cities — Michigan and South Florida — and actively manages full renovation projects, listings, agents, and clients. His impressive track record includes flipping over 10 properties by the age of 25 and achieving a career volume of \$40 million in on- and off-market transactions.

Jalen's success is underscored by his numerous awards, which include the Most Sold Homes in



schedules, tasks are seamlessly executed, showcasing the team's ability to excel even in the absence of Jalen.

Jalen's passion for customer service, transparency, and speed in real estate transactions sets him apart. His commitment to closing deals effectively has earned him local and international recognition, making him a prominent figure in the industry.

Jalen recognizes the importance of patience in a field where transactions may take time to materialize. He advises up-and-coming agents to "shoot your shot at any and everything until you find your niche."

Jalen envisions real estate as his primary income for life, with plans to own a brokerage, invest in development projects, and continue closing transactions while collecting passive income. "The lifestyle feels like I am a superhero," he said. "Life is good, because I love what I do. It honestly feels like I have chosen a career that I will do for the next 20 to 30 years."

Jalen's definition of success is deeply personal, rooted in positively impacting the lives of those around him. "I want to be remembered as a good ball of energy that touched this world and changed things for generations after me!" he shared.

For aspiring agents, Jalen leaves them with a powerful message: "No matter where you are currently in life, with the right education and action, you are one day away from the life of your dreams."

Jalen's story is a reminder that, with hard work and focus, success not only is achievable but also can come faster than one might expect. As he boards a flight to his second home in Miami for a listing appointment worth \$10.8 million, he encourages everyone reading his feature: "If you read my article, you can do it!"

his brokerage in 2020-2022, Most Volume in Sales in 2022, and Investor of the Year Award. His commitment to excellence also earned him the title of Most Improved Agent in 2020 and recognition from Regions Title Agency for Most Transactions in 2021.

Jalen stands out not just for his professional accomplishments but also for his dedication to community engagement. His philanthropic efforts extend to his own nonprofit organization, the "More Life Foundation," which focuses on exposing Metro Detroit students to diverse career avenues and entrepreneurial journeys.

Jalen leads a team of 10 agents, and his unique management style thrives on efficiency and productivity. Despite the team's hectic

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