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*Cindy
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SEPTEMBER 2024

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

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WHAT IS *Real Producers?*

Welcome to *Northern Arizona Real Producers!*

It's my honor to bring Real Producers to Yavapai and Coconino counties and to celebrate everything that makes you all an outstanding part of the Northern Arizona Real Estate community. I look forward to highlighting your accomplishments, encouraging your dreams and recognizing you for your continued excellence in serving your clients.

Real Producers started as a simple idea in 2015 in Indianapolis and has spread across the nation like wildfire. Real Producers East Valley launched here in Arizona, in 2017 and is now joined by Real Producers West Valley, Scottsdale, and Tucson. There are over 130 locations nationwide, and we are changing the way that the real estate community interacts across America. As we embark on this journey together, I look forward to creating platforms to connect our top performers, and celebrate what makes each of you unique.

Here are some quick facts about Real Producers:

DISTRIBUTION: 500 magazines are distributed each month, and with over 4,000 combined REALTORS® in the greater Prescott area, Sedona, the Verde Valley, Flagstaff, and Williams, this means that only the cream of the crop will receive the magazine each month. For anyone who doesn't receive the magazine, they are welcome to subscribe. Congrats on belonging to this elite group!

CONTENT: This publication is about you, and the Northern Arizona real estate community. We will be writing personal stories about members of this community, and giving you a platform to inspire greatness in others. We have *nothing* to sell to real estate agents as it is absolutely *free* to be featured in this publication. To be featured, the agents must be nominated by a peer, leader, or influencer in the local real estate market.

PREFERRED PARTNERS: Anyone listed as a "Preferred Partner" in the index of this publication will also be a part of this exclusive community. You will see them advertised in every issue and attending our private events. We do not cold call businesses off the street to join us, nor do we allow any business that approaches us to be a part. Our goal is to give you as many resources as possible to add to your arsenal so that you always remain that trusted referral source to your clients.

EVENTS: Along with our monthly publication, we will be hosting various social and educational events throughout the year. Our goal is to bring the best of the best together while supporting our local communities. And we fully intend to have a good time doing it! We will be communicating information on upcoming events throughout our publication, and social media.

CONTRIBUTION: If you are interested in contributing, nominating fellow REALTORS® for certain features, know of additional top-notch affiliate partners who would be a good fit for our community, or would simply like to learn more, please reach out to me.

I appreciate all of you and look forward to seeing you at one of our area launch parties this fall!



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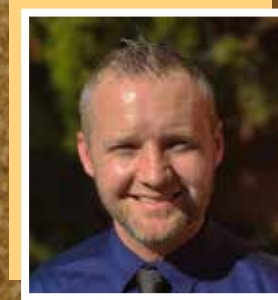


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Golden Nuggets



Cindy Chapman
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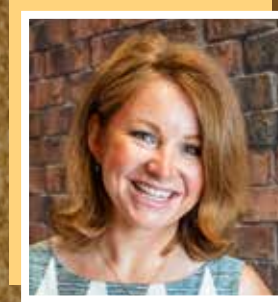


Trent Beaver
Better Homes & Gardens Bloom Tree Realty
"If you want to go fast, go alone. If you want to go far, go together."
— African proverb

I think this quote speaks volumes not only about the real estate business, but also with life and family in general. I feel like this quote can resonate with just about anyone.



Phyllis McDaniel
PrimeLending
"The meaning of life is to find your gift. The purpose of life is to give it away."
— Pablo Picasso



Ksenia Hartle
RE/MAX Fine Properties
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▶▶ partner spotlight

By Brandon Jerrell
Photos by KG Photography

Phyllis McDaniel

BEING THE BEST YOU



PHYLLIS MCDANIEL, SENIOR LOAN ORIGINATOR WITH PRIMELENDING, EMBODIES THE PRINCIPLES OF WHAT IT MEANS TO BE THE BEST YOU THAT YOU CAN BE.

Beyond the “simplified” ideas of buying, refinancing, constructing, and renovating a home, PrimeLending is a correspondent lender for conventional, FHA, VA, USDA, and Down Payment Assistance. Additionally, they also broker Non-QM loans, Asset Qualifier loans, Debt Service Coverage Ratio loans, No Ratio loans, and Second Liens.

PIONEER SPIRIT

Phyllis is from Cornville, Arizona, a small place with a population just barely above three thousand. Here, she grew up on the back of a horse — “Well, started with a pony and then graduated to a horse,” she jokingly adds.

“We grew up with a lot of freedom — we played outside on the creek, built forts, had goofy clubs, belonged to 4-H, and had many animals over the years. There was a time that we had seven dogs running around the place.” She adds that she is not entirely sure how her mom allowed that many dogs, but “it was a dog farm for sure.”

She shares that both sides of her family have pioneer roots in Arizona. “They came to Arizona before it was a state almost 150 years ago.” Both of her grandmas had “the pioneer spirit” as she puts it: “They were strong women role models and we had solid family bonds.”

SUDDEN CHANGES

Before becoming a loan officer, Phyllis was a real estate agent. “During my time as a real estate agent, my husband started his own business. We had moved around a bit and we thought it was a good time to settle in and buy a house. I went to see a loan officer and she looked at my application and said, ‘See you in two years.’”

“This was back in the day in 1999 before alternative documentation came along and we didn’t have two years of tax returns filed yet to prove our income. We couldn’t qualify for a loan. However, she said, ‘Oh, by the way, I need help in the office — would you like a job?’ Since neither my husband nor I had a benefit package because we were self-employed, I took her up on it.” She started in the mortgage business at Source One Mortgage with the responsibilities of answering the phone and taking messages.

Not long after she started her new job, Source One Mortgage was bought by CitiCorp Mortgage. A corporate RIF proceeded to eliminate Phyllis’ job. “The only option to stay on was to become a loan officer, so poof, I was a loan officer.”

While she explains that she had a wonderful mentor, “it was certainly learning by the school of hard knocks.” She shares that the process was

tough, but she stuck with it because it was challenging: “It satisfied the problem-solver in me and the need to be of service.”

FINDING PURPOSE

“Up until then I hadn’t figured out my purpose in life,” shares Phyllis. “I learned with this career that you must be prepared and have a game plan — not only a plan but a Plan A and Plan B if possible.”

“After 9/11/2001, I got shaken up about the situation in the world. I decided to quit my job and circle the wagons around my young children. It lasted about four months. I got depressed and was foolishly languishing around without a purpose.”

“I realized that I needed to be busy — I needed a purpose-driven life. My purpose was to be a loan officer — after all, it had ‘officer’ in it. I came back to it and never looked back.”

GIVING PEACE OF MIND

Phyllis compares being a loan officer’s duties to that of a lawyer — “like putting a file together for the judge, and if it is a challenging file, you really have to make a good case.” Overall, she states that this career is “the

toughest job you’ll ever love” where the job can be very stressful yet it is also gratifying. “Of course, we don’t want our clients to *know* that their file stressed us out,” she jokes.

Without a doubt, she finds the most fulfilling part of her work to be helping people. “Some believe that the stress level of getting a mortgage is right up there with death and divorce,” she adds. “It feels like a full-time job and a lot of our clients already have one of those. If we can ease that feeling by creating a drama-free experience along with giving sound advice and hand-holding support, that is a very good thing. We love it when our clients turn into friends.”

BEING THE BEST YOU

It is clear that Phyllis is very down to earth. She described herself as the “Chief Whip-cracker” with her smile as her best accessory. She takes pride in her ability to talk to all sorts of people in a way that is both professional yet friendly and comforting. “Empathy goes a long way in business but especially this one.”

It is no surprise that she has a big family. “I am either doing something for them or with them,” she starts. “We make up reasons to



“**EMPATHY GOES A LONG WAY IN BUSINESS BUT ESPECIALLY THIS ONE.**”

have gatherings to get together and eat. We all like to cook and experiment with recipes. We camp together and travel together when we can coordinate our schedules.”

With that said, it is also unsurprising that she loves to eat and explore new recipes when she is not currently working. And even less surprising, she loves to travel and explore new places for the art, music, and people. Then, the most unsurprising of all, she likes to lend a helping hand to those in need whenever the opportunity arises.

It is clear that the PrimeLending with Phyllis McDaniel at the forefront is in good hands. Her friendliness, capableness, and genuine care for others are aspects of a pinnacle that many should strive for.

She shares that the best advice she ever received came from her husband: “Just be the best Phyllis McDaniel you can be... You are entirely up to you”, he added.

Website: lo.primelending.com/pmcdaniel

cover story

By Brandon Jerrell
Photos by KG Photography

CINDY CHAPMAN

STRIVE FOR EXCELLENCE

All great REALTORS® are intimately aware of “The Golden Rule” whether they realize it or not. The key to success in the real estate industry comes in many different forms, but at their core, everything follows The Golden Rule: “Always go the extra mile for your client.”

Cindy Chapman of the Cindy Chapman Group with Coldwell Banker Realty understands this principle thoroughly. Although the way she goes the extra mile is unique to her and her business, the goal to always go the extra mile never changes.

Childhood Fascination

Cindy was raised in Atlanta, Georgia, and became interested in real estate from a young age due to her next-door neighbor’s influence. “She was well-liked and always dressed well, so I was curious about her. My mother brought me and asked what she did for a living because we had just moved there, and she said she was a real estate agent.”

Despite her childhood fascination, Cindy did not go into real estate immediately. “I was a corporate person at Xerox for 24 years. I also had a franchise in Naples, Florida. I was known as ‘The Xerox Lady’ and loved that,” she explains. “It was great fun, but I always had real estate in the back of my mind. So, I sold the business and took a year off to contemplate my future.”





“
CONTINUE TO
STRIVE FOR
EXCELLENCE...
ALWAYS GO THE
EXTRA MILE FOR
YOUR CLIENT.
”

on the way to the subdivision of choice.” She ended up selling both penthouses about 90 days later making nearly a \$4 Million sale.

Going The Extra Mile

Cindy moved to Sedona in 2008. Compared to Naples, Florida, she feels “down to earth and at peace with myself everyday... In Naples, I had to get formally dressed to be at the sales center, and it would take me about two hours to get dressed. We had a certain presence and look we were trying to convey.”

Cindy's son Alec Chapman



After two decades as a REALTOR® and more than 16 years serving the Sedona market, Cindy has proven to be an absolute natural. Like all great REALTORS®, her greatest satisfaction comes from being able to help others. As she puts it, her favorite part of the job is “meeting new clients and partnering with them to find their ‘forever’ Sedona home.”



She consistently focuses on “The Golden Rule” of success: “Go the extra mile for your clients.” There are many options for clients when choosing a REALTOR®. As Cindy explains, there are many, so “to be terrific, you must be specific.”

Her greatest focus and challenge is to always stay ahead of the ever-fluctuating market. “I’m always prepared — more so than you would think. I review documents two and three times and try to anticipate scenarios in advance.” She continues her real estate education and is not afraid to ask critical questions of her clients to further the sales process.

Cindy is always looking for ways to improve by comparing how she is doing now versus her past performance on a number of levels. “I also am aware of my daily activities and behavior as we always influence others whether we’re aware of it or not. For example, we are sure to change. Even in a down market, we can be successful by remaining positive by maintaining a high level of client-focused activities on a daily basis. Many people, in a slow market assume they may not do well and buy into a negative mentality.”

Golden Opportunity

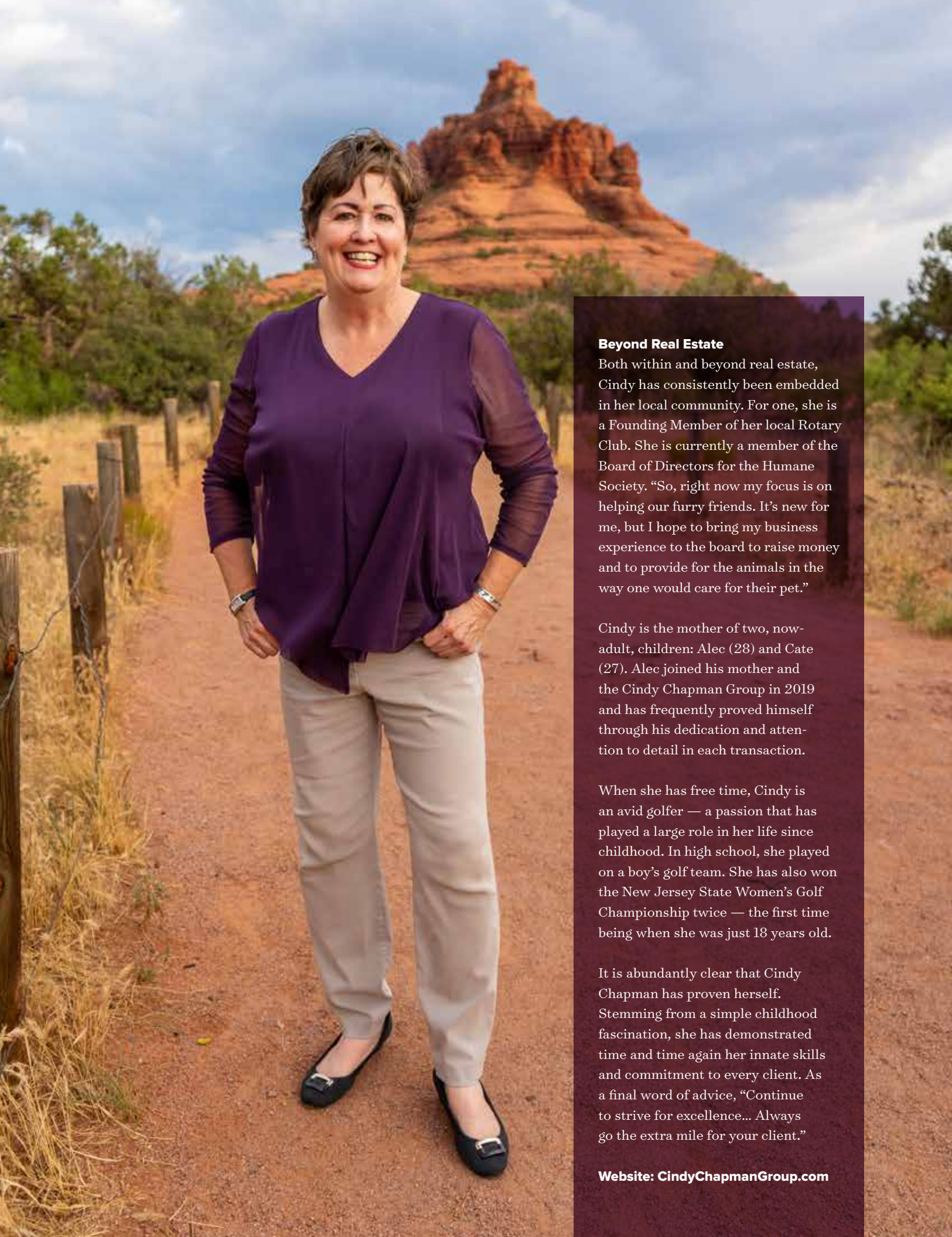
Cindy was invited by a friend who offered her a job as a REALTOR® at a high-end real estate development in 2004. Although she desired to enter real estate previously, this golden

opportunity presented itself suddenly. “I said, ‘Don’t I need experience?’ My friend said, ‘I’ll vouch for you, but we usually require two years.’”

She shares how the job was already offered to someone else. “The way I

got that position was I asked the hiring manager ‘What’s your biggest problem?’ and he told me it was that he wanted to sell two penthouses.” Cindy took that problem as an opportunity to prove herself. Her experience was brief but even that proved irrelevant.

Although she clarified that she could not promise anything, she was confident she could sell those properties. “I was taking two and three clients out at a time in a company van. If you wanted a four-million-dollar property and someone wanted a one-million-dollar property, I would show you each individual property, but would always show you the penthouses



Beyond Real Estate

Both within and beyond real estate, Cindy has consistently been embedded in her local community. For one, she is a Founding Member of her local Rotary Club. She is currently a member of the Board of Directors for the Humane Society. "So, right now my focus is on helping our furry friends. It's new for me, but I hope to bring my business experience to the board to raise money and to provide for the animals in the way one would care for their pet."

Cindy is the mother of two, now-adult, children: Alec (28) and Cate (27). Alec joined his mother and the Cindy Chapman Group in 2019 and has frequently proved himself through his dedication and attention to detail in each transaction.

When she has free time, Cindy is an avid golfer — a passion that has played a large role in her life since childhood. In high school, she played on a boy's golf team. She has also won the New Jersey State Women's Golf Championship twice — the first time being when she was just 18 years old.

It is abundantly clear that Cindy Chapman has proven herself. Stemming from a simple childhood fascination, she has demonstrated time and time again her innate skills and commitment to every client. As a final word of advice, "Continue to strive for excellence... Always go the extra mile for your client."

Website: CindyChapmanGroup.com

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KSENIA HARTL

▶ on the rise

By Brandon Jerrell
Photos by KG Photography

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Dreaming BIG

The American Dream in name has lost its impact over the past few decades, yet it thrives in those who know how to dream big and work to achieve those dreams.

Ksenia Hartl with RE/MAX Fine Properties is a prime example of the American Dream. On the rise over the past several years, Ksenia is a power REALTOR® who utilizes her unique experiences to her advantage and faces every challenge with joy and confidence.

Building Experience

Ksenia was born and raised in Russia. After earning both a Master's Degree in Public Relations and a Bachelor's Degree in English at the age of 20 — two years ahead of schedule — she decided to move to America.

"I first arrived in Connecticut and in two years I married a ski industry wiz from Michigan. We followed his professional ambitions and thought working for a ski resort in Arizona would be one of the most challenging and fun experiences for us as newlyweds. We took a chance on Flagstaff, and have been here for over 17 years ever since!"

For the first ten years in Flagstaff, Ksenia tried several positions at Snowbowl. "I was a customer care attendant, a groups coordinator, and eventually a marketing manager... By the time I was promoted to that last position, the resort was undergoing full rebranding. Social media for businesses was exploding and we were experimenting with many new media channels, getting involved in community events, and developing partnership programs."

Ksenia would eventually join the Greater Flagstaff Chamber of Commerce as a Membership and Events Executive. During the COVID pandemic, she and the chamber were forced to pivot as an organization while still advocating for local businesses and the community.

Taking the Leap

“While being a busy mom and a full-time chamber executive, I also had a side hustle of managing social media for one of the top ten local agents who had always encouraged me to get a license,” shares Ksenia. “This encouragement came right in time. By 2020, my husband and I had already acquired several rental properties... We were so ambitious to get ahead that for that year, our goal was to pay off our mortgage, which we did about 22 years earlier than banks had scheduled.”

“The final pivoting moment was Brian Buffini’s podcast episode called ‘Quantum Leap’ that came out in October 2020. It was encouraging to take the leap of faith and envision yourself in a better place (despite the ongoing pandemic). It was powerful. Then ‘Quantum Leap 2’ came out and I was fully committed to making a move.”

Although her initial desire to get a license was to be a better landlord over her rental properties, the surrounding circumstances encouraged her to take the full leap. “I decided to leave a successful job and become a full-time agent. I had my first contract accepted within the first three weeks on the job and have been hooked ever since.”

Serving the American Dream

Ksenia has always been confident that serving people is her calling. She thrives in highly dynamic environments, and few environments are more dynamic and ever-changing than real estate. “Real estate was something I was personally familiar with but wanted to learn more.”

“No two days are alike when you are a REALTOR® and the opportunity to expand your horizon and polish your craft are endless in this field of work. I never want to stop challenging myself and am thankful for the daily opportunity to do this.”

“I truly believe that my previous work experiences shaped me as who I am today as a REALTOR®. It is a combination of professional skills like customer care, sales, marketing, management, networking, budgeting, and execution. Plus, all the valuable opportunities I got to experience firsthand — whether working with school boards, hotel chains, banks, non-profits, and so many others. I am often amazed when something I was a part of 10-15 years ago plays a role in how I help my clients today.”

Having a perspective of a newcomer is also a valuable experience that Ksenia applies in her professional life. “I know what it’s like coming into a country with neither financial support nor credit history and overcoming those challenges. Now, I can better relate to those looking to buy their first home or grow their portfolio through real estate investment. I know first-hand what it’s like to earn, save, and invest and I am here to help guide my clients through the largest financial decisions of their life.”



From her very first day as a REALTOR®, she knew that she wanted to be involved in something bigger than just being an agent. With that goal as the foundation of everything she does, Ksenia was nominated to serve on the board of the Northern Arizona Association of REALTORS® during the first year of her career. Since then, she has served a two-year term as Director and currently as the Treasurer.

As mentioned, Ksenia has ample experience managing and engaging with social media. “I make it my priority to deliver regular and most importantly authentic content for my followers. Professional posts are very different from personal ones, and I think people who come across my two different accounts get to know me better both as a person and a professional.”

Additionally, and as a reminder of her heritage, she speaks Russian. Although she speaks English most of the time, Ksenia can assist buyers and sellers in both languages. “There is a very small community of Russian REALTORS® across the US. I recently received a referral from Phoenix for a buyer who prefers to speak Russian simply because he saw ‘#russianrealtor’ in one of my recent posts.”

Family Travels

Ksenia and her husband have a vibrant eight-year-old daughter “who is a constant ball of energy.” Their daughter occasionally accompanies Ksenia to her showings. “I think she’d make a great REALTOR® as she certainly has better negotiation skills than her mom.”

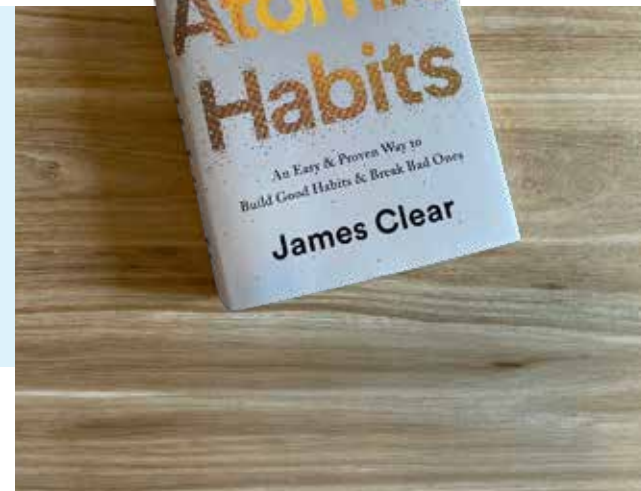
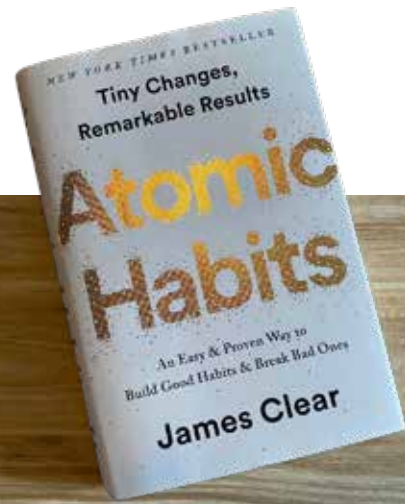
“As a family, we love to travel the world. Raising a child with a point of view that includes other cultures, foods, and locations is important to us. In her eight years, she’s been on over 200 flights and visited 15 countries and territories. We’d love to achieve a goal of visiting 80-100 countries by the time we can no longer travel. We are halfway there so far.”

Ksenia Hartl is living proof that the American Dream continues to thrive and can be achieved by those who dream big.

Website: www.LiveLoveFlagstaff.com

HOW IMPORTANT ARE THE HABITS OF REAL ESTATE?

By Jacki Semerau Tait



Set a time every day, 5 days per week, to make proactive steps to build relationships with the people in your CRM (Sphere of influence, past and present clients, and leads). Determine how many calls you will make each day, how many personalized messages you will send, and how many notecards you'll write.

With every call, text, email, or notecard, be sure to make a note in your CRM. What was discussed? Are any further action items needed? Be sure to set a follow up reminder for the next time you need to reach out to the person. Whether it's in 2 days, 6 months, or next year, if you don't set a reminder it's too easy to lose track and forget to follow up.

GET AN ACCOUNTABILITY PARTNER. In this industry, it's easy to give ourselves permission to let things slide. If you have another person holding you accountable, it becomes much more difficult to ignore the important habits to which you've committed. This is where a good coach, team leader, or another agent you respect can come into play.

What habits are you doing in your business right now that are working? Which habits do you know need improvement?

Jacki Semerau Tait —
RealEstatebyRelationship.com



Jacki is the founding agent for Team Three 23 with Realty ONE Group Mountain Desert, a team who has consistently been in the top 1% of Realty ONE Group agents Nationwide since 2019. She is also a Certified Coach, leading the Agent Success Program for her brokerage and runs coaching accountability programs for agents Nationwide.

You do not rise to the level of your goals. You fall to the level of your systems
- James Clear, Author of Atomic Habits

GET YOUR SYSTEMS IN ORDER. This starts with having a Customer Relationship Management (CRM) system. I know a lot of agents stress over which one is the best, but I would submit that the best system is the one you will actually USE. Sometimes the features are so robust that you can get frozen in a state of overwhelm. Other times the system is too clunky so you just dread logging in.

Find one that is focused on real estate first and foremost. From there, make sure you like the interface. Once you've found one you like, stop researching and start using it! If it offers a lot of features, start by learning the basics. You can get more in depth on what it can do once you're comfortable.

TIME BLOCK YOUR KEY HABITS. In our industry, our daily activities can look very reactionary. And while it's important that we react in a timely manner to all the things that come our way, we have to set aside time to be proactive about keeping our business on track.

The main thing is relationship building. Many people refer to this as "prospecting." But that term gives a connotation of being self-focused. Using the term relationship building helps us keep in mind that we want our efforts to remain others-focused.

Habits are everything, and the book Atomic Habits by James Clear helps the reader see their habits in a new light. Clear brings the reader along with compelling insights and interesting stories. He does a great job of giving the What and Why of habit formation, then giving action steps to help you with the How.

The book isn't specific to real estate. In fact, it's not even specific to business. Clear touches on the importance of habits in our relationships, our health, and many other areas of our lives as well.

If you're looking to take your business to the next level, it all begins with your habits. And while I highly recommend picking up the book and reading it yourself, I did want to share a few tips on how you can use the power of your habits to transform your real estate business.



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► inspirational
REALTOR®

By Brandon Jerrell

TRENT BEAVER

Vision of Success

“Don’t forget where you started. We have all been a new agent or a first-time home buyer. Be insightful and helpful, and offer help to friends, family, and colleagues. There is enough business out there for everyone to see success because everyone’s vision of success is different.”

These are the wise words that Trent Beaver gives to all of his colleagues throughout the industry. Trent is the Team Leader of The Premier Homes Team at Better Homes & Gardens Bloom Tree Realty.

SMALL TOWN INSIGHT

Trent grew up in Parker, a small town along the Colorado River. Growing up in a small-town environment taught him two key traits: honesty and loyalty. He shares how these qualities are a priority for any long-term success.

He moved to Prescott in 2006 to further his education. He soon after graduated from Yavapai College with his Associate of Business then from Old Dominion University with his Bachelor’s Degree in Business Administration.

Trent first became interested in a career in real estate with the purchase of his first personal home. “Throughout the unpleasant experience of home buying and through the trials and tribulations it led me to determine that I wanted to become an agent so that no home buyer would have to go through the experiences my wife and I went through to get a home.”

CLIENT COMMITMENT

Trent officially started his career in real estate in 2012. “The first thing you have to do is ‘Trust the Process.’ There are so many outlying circumstances that can be out of everyone’s control, so you have to trust the process and understand that when it is meant to be, it will happen.”

In his current work, he ensures to provide the same great service across all price points. “No matter the home or price point, every client will be treated the same whether on the buyer side or listing side and every home will receive the same marketing.”

For him, the most fulfilling aspect of his work is “making the dreams a reality for those who don’t think home ownership is feasible, and creating a path for them to become a homeowner and start building wealth through home ownership.”





As an example of his commitment to his clients, he shares how he and his team are an active resource for their clients. “We have built out an entire website dedicated to providing clients contractors, attorneys, insurance professionals, tax accountants, handymen, and so much more of warm relationships of people that we personally use, know, and trust.”

“Prescott is a retirement community, but also a growing community with many people getting here with having little knowledge of where to go and what to do when certain things happen. Our clients can use our website to go to for vetted

warm recommended options. It helps build trust but also shows that we aren’t just here for the sale. We are here for a lifelong relationship with them.”

TRUST THE PROCESS

Although his current success is undoubted, Trent knows well the struggles that every aspiring REALTOR® experience their first year in the business. “The first year in real estate is a struggle for any agent no matter their background, experience, and how they look to run their business. It’s a new world, and as a new agent you are virtually trying to learn the business by drinking water through a fire hose of information.”

“
**YOU HAVE TO TRUST
 THE PROCESS.**
 IF YOU KNOW THE
**WORK YOU ARE DOING
 IS THE WORK TO BE
 SUCCESSFUL, THEN
 SUCCESS WILL COME.**
 YOU JUST HAVE TO SEE
 IT THROUGH.”

“My first year was rocky as with any agent,” he shares. “I had three closings my first six months in the business and then caught my first listing. It was January of 2013 and I was six to seven months into the business and had a listing appointment for an expired \$1,400,000 home. Keep in mind the luxury market in Prescott at that time was about 12 homes per year selling over \$1,000,000. I secured the listing and sold the home and ever since that transaction, I have been off to the races.”

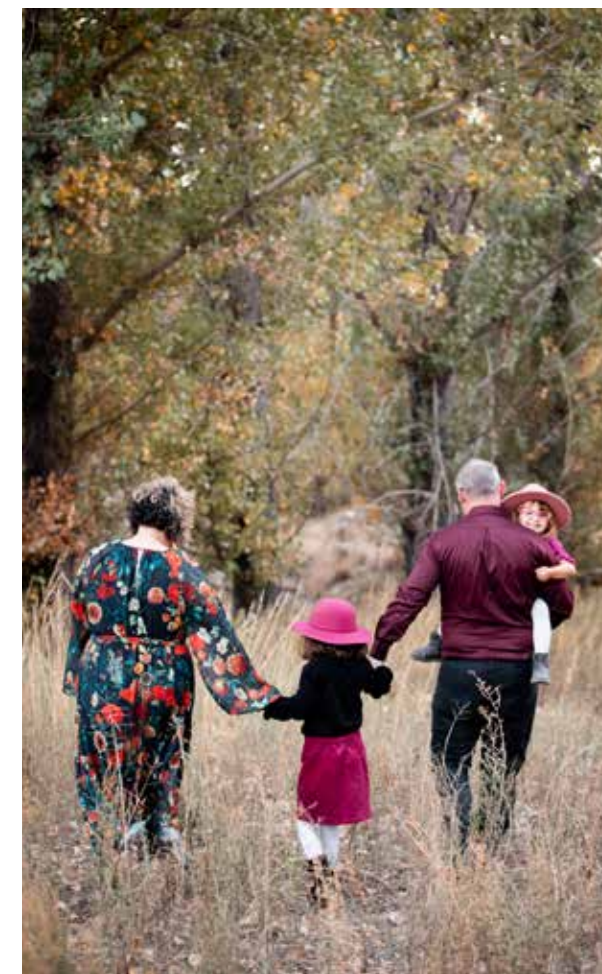
“My broker and I still laugh about it to this day. In 2013 I had roughly 20% market share in the luxury over \$1,000,000 price range in the Prescott area. It amounted to two sales over that price range, but it was still 20% market share. This year, Prescott is on pace to see over 250 home sales over \$1,000,000.”

As Trent has already mentioned, “You have to trust the process.” He shares how, as an agent, you are the only one who knows the work you are putting in to see your success. “If you know the work you are doing is the work to be successful, then success will come. You just have to see it through.”

FAMILY FOCUS

Trent met his wife while he was in college and they have been inseparable ever since. “I was from a super small town and she was from a large city. We have found Prescott to be our home with a perfect dynamic of big-town and small-city offerings. We have created so many memories here and enjoy reminiscing about places we went and seeing the growth and changes in the area. We have two children that we are so happy to be able to raise them in what we think is a perfect area that offers so much for learning.”

“My greatest achievement would be being a husband and a dad. Nothing compares to either of those and no matter what the day looks like, coming home to them at the end of the day seems to make it all worth it.”



Trent Beaver is an inspiration to all REALTORS® as his commitment to the needs of his clients is always unwavering and is never selective. Although the vision of success is unique for everyone, he has undoubtedly found his.

“I would say bigger than success would be happiness. You can work yourself to the bone in this industry. If you can realize that and set boundaries with yourself for your personal happiness, I would say that is the ultimate success story.”



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Welcome to COLT GRILL BBQ & SPIRITS

►► tenacious reviews

By Kimberly "Tenacious T" Tocco

In the heart of Arizona's wine country, Cottonwood has developed quite the sophisticated pallet. Over the last decade, Cottonwood located about 100 miles North of Phoenix, has become the hot spot for wine tasting, food sampling, events, tours and popular town to settle in.

As we drove along Main Street in Old Town Cottonwood, I found myself charmed by the nostalgia the buildings gave off. All unique yet revived, preserving the "old time" feel of this Arizona historic town yet fresh, clean, modernized. As we walked into Colt Grill, the first words that floated through my mind were, "Luxury and tangy at the same time."

There is no question you are in one of the most authentic BBQ and smoked meat grills you have ever visited. I began salivating immediately, and I do not say that lightly, this restaurant has scent, taste and visual delights. The leather covered tables outside, the fountain in the center of the dog friendly patio, the cowhide chairs, meticulously placed "Knick Knacks" on the shelves; it was love, period!

As you come in you can choose your own table and like many of the new bougie, yet casual eateries, you walk up to order from the counter and a

separate drink area to pick up your drinks. I adore this style of restaurant experience because it lends to a casual feel with luxurious tangibles.

So many choices and sauces, all made in-house including the burgers, daily. We decided on the classic hamburger because there is nothing like a fresh hamburger with no frills. It was divine with the brioche bun, crisp lettuce and signature Colt sauce, I needed lots of napkins with this one! Nana's parmesan Texas toast and smoked mac and cheese and family style caesar salad all were fresh, boastful in their classic flavors but the bit of smoke on the mac and cheese really pushed it over the top. We also enjoyed the sample platter of smoked meats — baby back ribs, campfire sauce, pulled pork, Kansas City sauce, brisket, smoked turkey, and turkey brat sausage, served with white bread and garnish.

The atmosphere here is so friendly, very comfortable yet it definitely has an air of refinement so it's a nice place to come

on a weekend date or family event, its very memorable. I love the attention to detail, the big smokers in the outdoor area, the plush seating even outside, it has that Park City or Aspen in a western town feel.

The grill is also known for its cocktails and selection of fine whiskeys and such. We ordered the prickly pear lemon drop and the cranberry orange mule. Both made fresh and muddled right there at the bar. For those that do not know, prickly pear is a cactus fruit and has a sweet almost cantaloupe taste, this was my favorite of the two.

Between the array of meats and the generous pour of the bartender, we were ready for something sweet. Scanning over the vast menu, once again we see that the signature deserts are also made from scratch right here at the restaurant. The Smoked Whiskey Brownie almost reeled us in with its bourbon caramel and buttercream and vanilla ice creams but, we went for the peach cobbler with ice cream. The presentation was sophisticated and purposefully placed dollops of vanilla ice cream

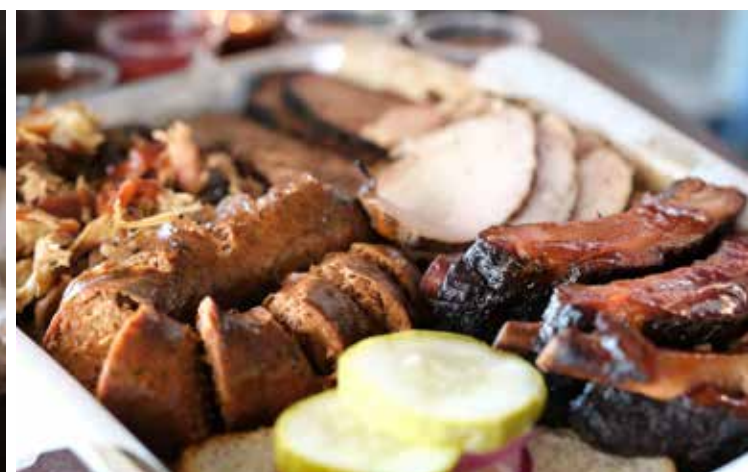
solidified that. Served warm with extra crumble around the two scoops of ice cream, fragrant in peaches and cinnamon, this slice of American culture made this visit a 10 out of 10.

Thank you, Colt Grill, as we close out the summer I was gently reminded of my childhood days at picnics and family gatherings yet also that I am proud to be an American. The freedom to be like the all-female owned small business owners who had a dream and made it real and find themselves quickly growing now with four locations. The passion for this vision can be seen, felt and sampled in all that they produce and that's why they are successful. Don't miss your next opportunity to stop on by and enjoy yourself piece of good ol' American success at Colt Grill BBQ & Spirits.

**OLD TOWN COTTONWOOD
 PRESCOTT VALLEY
 DOWNTOWN PRESCOTT
 VILLAGE OF OAK CREEK**



“The atmosphere here is so friendly, very comfortable yet it definitely has an air of refinement so it's a nice place to come on a weekend date or family event, its very memorable.



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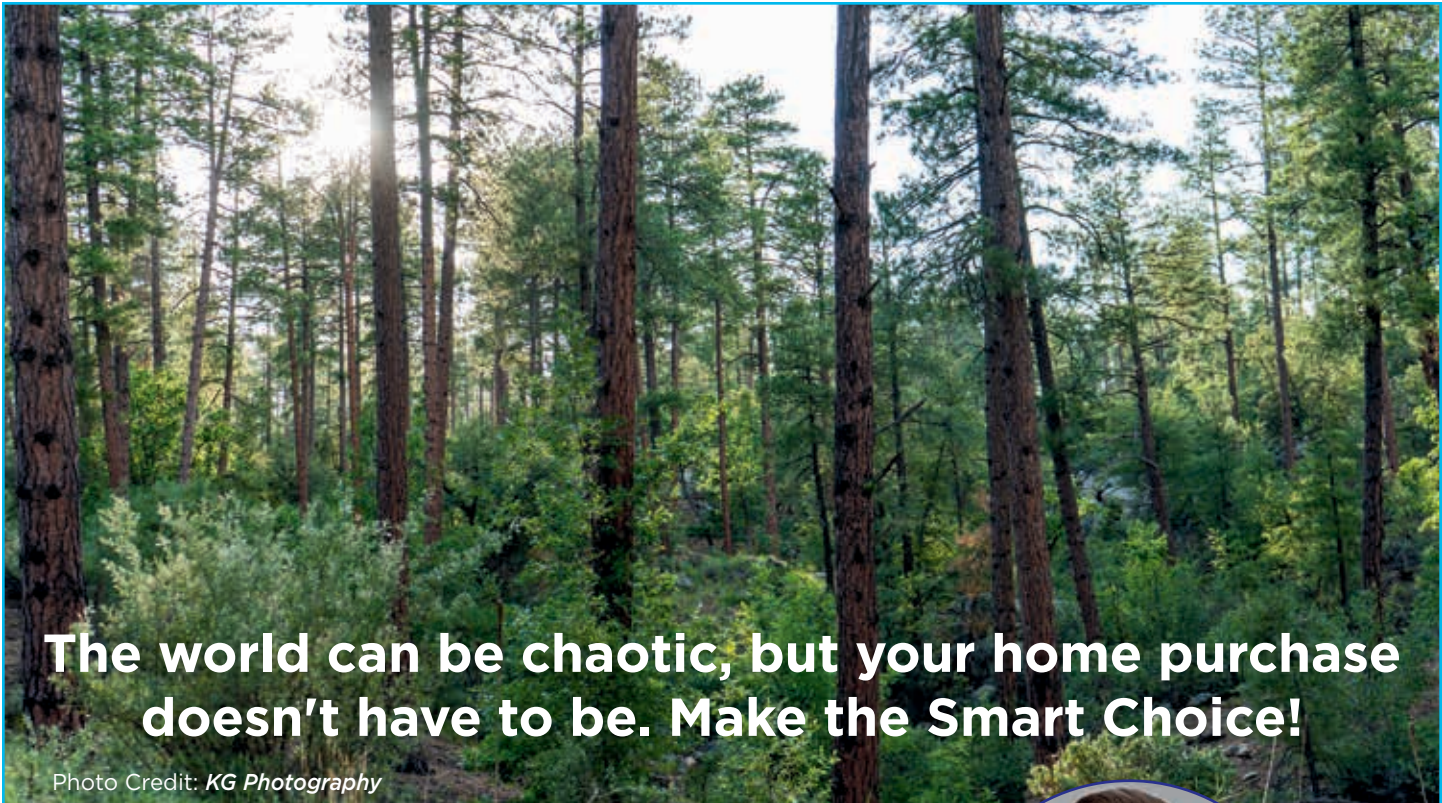
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