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# TABLE OF CONTENTS

 <b>06</b> Preferred Partners	 <b>08</b> Meet the Team	 <b>10</b> Common Questions
 <b>12</b> Profile: Jide Ogunbiyi	 <b>18</b> Profile: Morgan McGuire	 <b>24</b> Cover Story: Alan Wang

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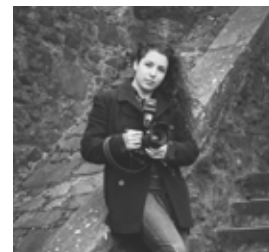
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# Common Questions About Silicon Valley Real Producers

*Real Producers* is a national concept currently open in 125 markets across the country. While *Silicon Valley Real Producers* has been around for years now, we wanted to take the time to answer some pretty common questions.

### What is the purpose of Real Producers magazine?

The mission of *Silicon Valley Real Producers* is simple. We strive to inform and inspire the top-producing real estate agents in the Sacramento market and connect them socially. We do this by telling their personal stories. How they have succeeded and failed. What drives them to achieve year in and year out. Where do they spend their time when they are not working and what are they passionate about other than real estate. We give local top-producing REALTORS® a platform to tell their story in a way they have not been able to do so before.

The secondary focus is to provide an avenue for our affiliate partners to create and continue relationships with these top performers on a level that they might not be able to achieve on their own.

### Who receives this magazine?

This magazine is mailed to the top 500 producing agents in the San Mateo and Santa Clara Counties according to personal closed volume each year. This is based on the 2023 MLS; the ranking is annual and resets every year to include the top 1-2% of performing agents in the region. Just to be included in this group is an accomplishment that testifies to your hard work, dedication and proficiency.

### What is the process for being featured in the magazine?

It's really simple — you can nominate other REALTORS® (or yourselves!). We will consider anyone brought to our attention; we don't know everyone's story, so we need your help to learn about them! A nomination currently looks like this: You email us at [svrealproducers@n2co.com](mailto:svrealproducers@n2co.com) with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told; perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview and write an article and for our photographers to schedule a photo shoot.

### What does it cost to be featured?

Zero, zilch, zip, nada, nil. It costs absolutely nothing! We are not a pay-to-play model whatsoever. We write real stories about Real Producers, so nominate away, friends!

### Who are the preferred partners?

Anyone listed as a "preferred partner" in the front of the magazine is a part of this community and a top professional in their industry. They will have an ad in every issue of the magazine, attend our events and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval." Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

### How can I refer a preferred partner?

If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at [katie.macdiarmid@n2co.com](mailto:katie.macdiarmid@n2co.com).

Still have questions? Don't hesitate to reach out!



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# JIDE OOGUNBIYI

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## WINNING GOALS

Whether as an accomplished athlete or an inspiring real estate professional, Jide Ogunbiyi has long been accustomed to helping those around him reach their dreams.

As a REALTOR® with Coldwell Banker, and Team Leader of the Jide Group, Jide knows what it takes to realize winning goals.





#### **BUILDING SUCCESS THROUGH TIME**

As he was coming of age in California, Jide set himself apart on the soccer field in high school. He was accomplished at the sport. In fact, he went on to continue his education and play soccer at Santa Clara University.

While there, he started his connection with real estate.

“When I was in my senior year there, I talked with my uncle, who had been selling real estate for a long time, and he agreed to let me intern with him,” Jide remembers. “I really enjoyed that chance to learn and be exposed to the business at that point.”

#### **PROFESSIONAL TALENT**

After graduation, Jide discovered that his playing days were not over. In fact, he went on to play professional soccer in Europe — for Viborgff in Denmark — as a Central Defender on the team. He ended up playing professionally and living in Denmark for about a decade.





When his playing days were over, he moved back to the Bay area.

“At that point, I talked with my uncle again and made the decision to earn my license and pursue a career in the business in 2018,” Jide says.

As he returned, he faced the challenges of a new career in a place that had changed quite a bit in his 10 years away.

“Everything was new for me at the time, including where I was living and learning about the business itself. There was a lot that I needed to figure out,” Jide says. “Once I started to figure it out, it was about growing a business.”

**PASSION FOR THE PROFESSION**  
The passion he feels for his work is easy to spot.

“I really enjoy having the chance to interact with so many types of people. I like meeting new people and hearing their stories. That’s the most exciting part,” Jide says. “And I appreciate the fact that every day is different. You always have to deal with new situations and challenges, and I enjoy that. I am never bored.”

Through time, Jide continued to build business. In time, he created his own team that, today, has four other agents. For a lifelong team player, it’s a dynamic that Jide has immense pride in.

“This business requires so much and if you have a good group of people around you, it really helps. When you start in the business, the toughest thing can be getting help and support,” Jide says. “One of my favorite parts of what I do is helping others get going in the business.”

“

You always have to deal with new situations and challenges, and I enjoy that.

**I AM NEVER BORED.**

**WONDERFUL LIFE**

Away from work, Jide stays very active. He treasures time with his wife. In his free time, he also likes to take walks with their dog. He also enjoys traveling, reading, working out and watching sports.

When it comes to giving back, he has long volunteered with the men’s soccer team at Santa Clara University.

As Jide looks to the future, he feels a deep sense of responsibility for his role in the real estate process and for extending that same spirit of care and support to those he serves.

“I truly enjoy this business. I want those that I work with to know that I’m someone who wants to help them. That’s the most important thing — helping people and making sure they are well taken care of,” he says with a smile. “I hope they see me as someone who is there for them through time. I want to help them achieve their goals well into the future.”

Congratulations to Jide for making a tangible contribution in a number of ways with his clients, his team members and his community. In the process he demonstrates the power of commitment ... with his energy focused on winning goals.

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## ► profile

By Brandon Jerrell  
Photos by Ashley Maxwell Photography

### CARE AND EXPERIENCE

**Success is often defined by reaching grand achievements. However, those grand milestones are rarely reached in a single step. Those who understand success understand that success is forged one step at a time. Furthermore, they know that achieving your goals means it is time to go again.**

Morgan McGuire, Lead of McGuire Real Estate, knows this process well. To him, success is achieving one's goal and setting a new one.

#### FOUNDATIONS OF SUCCESS

Morgan grew up in the small town of Orland in northern California. His family is from the Bay Area but moved to Orland around the time that Morgan was born. "I grew up loving the country, nature, friends, and sports," he shares. "You could say it was similar to a huckleberry fin childhood of adventure and freedom."

He explains how growing up in a small town instilled a sense of respect and accountability. This experience was further enhanced with consistent trips visiting his family in the Bay Area as he explains that this experience "kept my eyes open to the diverse and limitless possibilities the Bay Area has to offer."

Throughout his childhood, he was involved in a plethora of sports and activities: "I've always been competitive playing basketball, football, baseball, riding motorcycles as well as track and field." After high school, he played basketball at Cabrillo College in Santa Cruz. It was during his time here that he discovered his love for mountain biking.

# MORGAN McGUIRE





"I eventually moved to San Jose where I attended the business school at San José State University. I started racing downhill mountain bikes as well as some off-road motorcycle racing which led to a job in the motorcycle industry at Lindemann Engineering Race Suspension."

**WITH CARE**

As a second-generation REALTOR®, Morgan decided to start his real estate career while studying business at San José State University. "I really enjoyed studying business and felt that real estate was a path where I could develop my personal and professional skill set," he explains. "I liked the fact the real estate was very challenging and each person had to find their own path to developing their business."



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HAPPILY  
RETURN THE  
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Morgan started his real estate career in 2001. With the care he puts towards every interaction, his success since then is greatly unsurprising. “Looking back, I can honestly say helping people and surpassing their expectations has been amazing. I have had the privilege to create life-changing wealth through the cornerstone of investing in real estate for many families through the Bay Area.”

“I combine experience with care. I am personally invested in my clients’ best possible outcome for their goals.”

**WITH EXPERIENCE**

In every interaction, Morgan takes pride in the fact that he is able to apply both experience and care for every individual. While his care for every person is undeniable, his experience is also unquestionable. As an example of his extensive experience, he creates options for each client that others cannot offer. He does this through his connections, his understanding of the process, and his uncompromising competitive nature.

“My problem-solving and strategy is next level,” he claims, “and that creates opportunities for my clients to succeed.” He explains that he has clients who come to him every year after working with other agents and are blown away at the level of service and results he is able to achieve for them.

Morgan summarizes the core of his business strategy perfectly: “Take care of your clients like they are family, and they will happily return the gesture.”

**FAMILY MAN**

Morgan shares that the most pivotal moment in his life was when his daughter was born. “When my daughter was born, it brought out the family man in me. I now take that family approach to my business and take great care of my clients as if they are family.” Through this, Morgan shares how he is much more caring, understanding, and patient in both



his professional life as well as his personal life.

With his love of biking and the general outdoors never fading, he has brought that love into his family life. As such, he and his family enjoy riding dirt bikes, traveling, golfing, and many other outdoor activities.

With that said, it is also no surprise that it is these kinds of activities that Morgan can be found doing when he is not working. “Through the years I have continued my love of cycling and

motorsports extending to track days driving my Porsche.”

As the great family man he has become, Morgan shares that his greatest achievement is being a great husband and a great father.

It is no surprise that Morgan McGuire has found immense success in his business. Through his immense care and extensive experience, he is sure to provide only the best.

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▶▶ cover story

By Chris Menezes

Photos and Cover Photo by Olha Melokhina Photography

# ALAN WANG

EQUAL PARTS HEART AND EXPERTISE

From Silicon Valley tech expert to the top ranks of real estate, Alan Wang is defined by his relentless drive, his can-do mindset, and his profound belief in living life on his own terms. Growing up in a hardworking, immigrant family in the Bay Area, Alan learned the value of perseverance and hard work early on.

“My parents did all that they could to put my sister and I through school and have a fighting chance to pursue the American dream,” Alan notes. “I’ve been working since I was 15 and a half years old, and I have never stopped.”

Fluent in Mandarin and Cantonese, Alan earned an undergraduate degree in Business Operations & Management Information Systems from Santa Clara University and a Master of Business Administration from UC Berkeley. It was during his college years that he learned one of the most valuable lessons in his life. While he struggled academically in high school, he learned to take ownership of his achievements in college.

“I was living for other people and not myself and too prideful to ask for help when I needed it. When I got to college, I came to the realization that my education and achievements were for me and no one else. Once I shifted to that mindset, I started to see more success in my life,” reflects Alan.

After graduation, Alan went on to work for prestigious companies such as Sun Microsystems, Cisco Systems, Google, and LinkedIn, in roles such as Software Engineering, Project/Program Management, and Business Development Manager.

Despite his success, Alan’s 14-year career in the tech industry was overshadowed by instability, prompting him to always have a backup plan. “I was laid off from my first job and within a month of joining Cisco Systems, which was considered a safe company at the time, they had their first layoff in history,” Alan recalls.





“

## I KNEW I COULD OFFER A HIGHER LEVEL OF SERVICE. ”

In addition to the instability, Alan often felt limited by scant growth opportunities. “There was always a ceiling for growth, and you were always at the whim of your most recent manager to get the next progression in your career,” he explains. “I didn’t like having someone else dictate whether I was worthy of a certain role or position.”

The turning point came when Alan bought his first home and noticed gaps in the real estate industry. While he notes that his REALTOR® was nice, the process lacked the speed, communication, tenacity, and consultative approach that was expected of him as a tech professional. “I knew I could offer a higher level of service,” Alan says.

Obtaining his real estate license in 2003, Alan made it his mission to raise the bar of service in the industry. Today, as the Founder of Keller Williams Santa Clara Valley and the Alan Wang Realty Group, a Top Ranked Team in the Nation by Real Trends, Alan’s team prioritizes communication, consultation, strategy, and attention to detail with the goal of protecting both buyers and sellers.

“We take everything we have seen go wrong over 21 years and apply our microscope on every home to make sure our clients aren’t walking into red flags. It’s our job to protect them. For me, every update we give to the client is important and every detail matters, whether in a disclosure or listing.”

While Alan has achieved much success in real estate, he notes that failure, and learning to embrace his failure, was essential. “I failed a lot when everyone around me was succeeding. But I’ve learned more from my failures than my successes,” he says.





For Alan, success is about balancing professional achievements with personal commitments. He subscribes to the Japanese philosophy of Ikigai, finding fulfillment at the intersection of passion, skill, and contributing to the greater good. "Success to me is being present for my family and making a positive impact on my clients' lives," he explains. Alan's greatest achievements include never missing his children's games and maintaining the tradition of family dinners with his wife, Katie, and children, Ava, Emalyn, and Reed.

Outside all their kids' activities, Alan and his family love traveling to different countries and sampling some of the world's best cuisines. Alan is also an avid cyclist, cycling 40-60 miles a week with his friends in the neighborhood. He also loves watching movies and sports, especially the 49ers, Warriors, Giants, and Sharks and he could sit in a movie theatre for hours; his record is 4 movies in one day.

As Alan reflects on his professional career, it's clear that his values and dedication extend deeply to his clients. "I care from the bottom of my heart about each and every one of our clients," Alan emphasizes. "Our customers have been built over 21 years one family at a time, one referral at a time, and one dream achieved at a time. Our customers become part of our real estate family for life, and we have a deep care and respect for each and every one of them."

This heartfelt approach to his profession ensures that Alan will continue to make a lasting difference in the lives of his clients and community, building a legacy of trust, expertise, and genuine care.



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