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Partner Spotlight:

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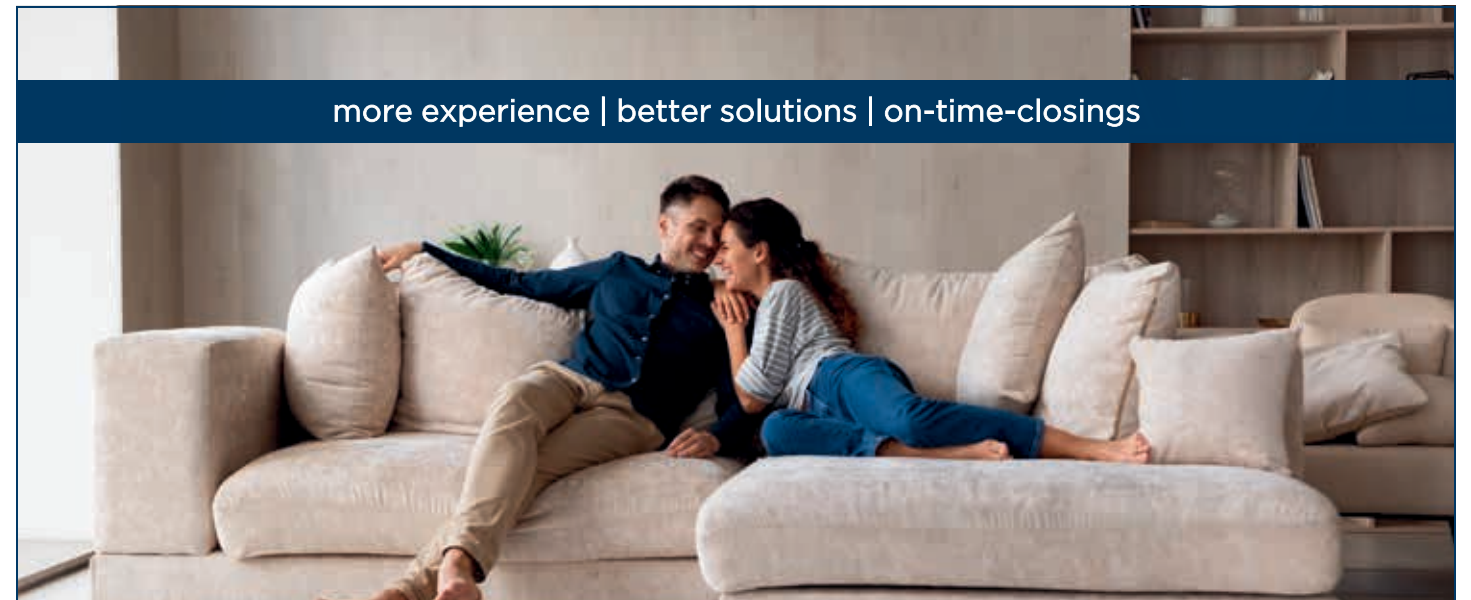
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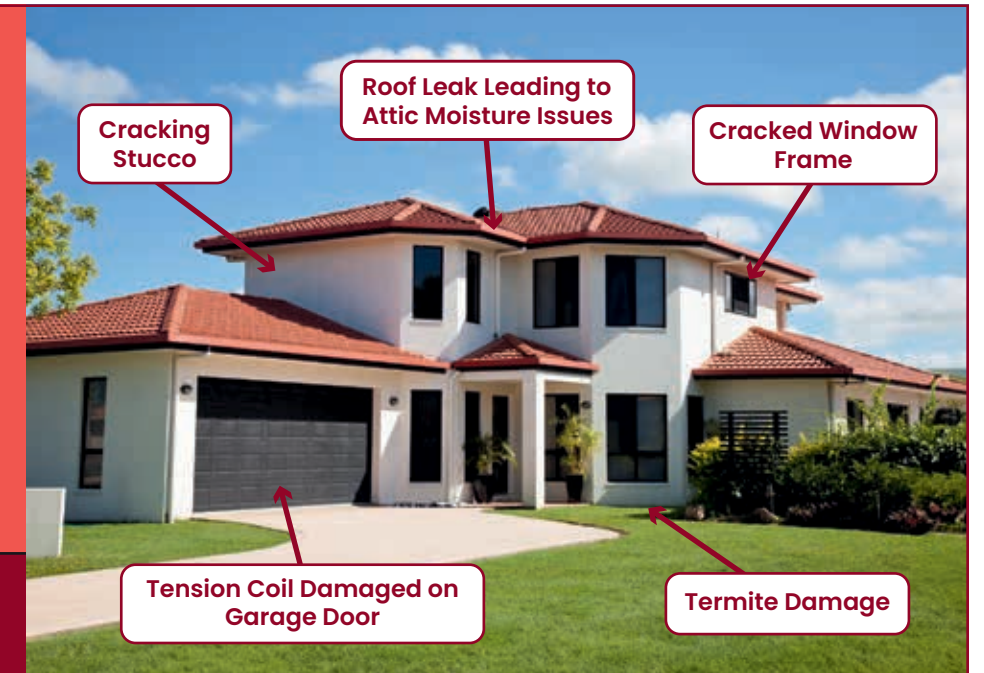
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DANIEL'S

DUMPING & HAULING LLC

JUNK & TRASH

GONE IN A FLASH

BY BETH
MCCABE
PHOTOS
BY PONIC
PHOTOGRAPHY

When you're working with clients who need to clear out clutter or get rid of junk before a move, don't get overwhelmed. Junk and trash can be gone in a flash, thanks to Daniel's Dumping & Hauling LLC, owned by Adriana Gutierrez and Daniel Vega. This dynamic duo specializes in dumpster rentals, junk removal, and hauling services, making the process smooth and stress-free.

Adriana and Daniel have been together for fourteen years. Six years ago, they made the decision to start a business.

From Dream to Reality

Daniel and Adriana, who are both from Mexico, moved to the United States in the early 2000s. What did they plan on doing for their careers? Adriana had the opportunity to go to college and got a Business Administration degree. "I never thought I was going to own a business and applied what I learned at school," says Adriana. Daniel got his CDL and GB-2 licenses but never expected that this would help him with the business that he owns today.

What started as a side hustle grew into a thriving business. This husband-and-wife couple used their savings to buy a dump trailer. Initially, they rented the trailer to roofers, but their client base quickly grew, and so did their ambitions.

"We started small, but as more customers came to us, the business expanded," Adriana shares. Daniel, who worked as a supervisor and CDL driver for a roofing company at the time, leveraged his connections in new construction to take the business to the next level. Today, Daniel's Dumping & Hauling LLC is a trusted

name for everything from removing construction debris to helping REALTORS® and homeowners clear out unwanted items before a move.

Downsize + Declutter

Daniel and Adriana cater to Albuquerque Real Producers, who often have clients downsizing or decluttering during a move. That's where Daniel's Dumping & Hauling comes in.

Adriana explains, "We remove everything for them or provide a dumpster if they prefer to do it themselves. "The team prides itself on being punctual, reliable, and efficient, making it an ideal partner for time-sensitive projects.

In addition to junk removal, they offer dumpster rentals and hauling services for heavy equipment and materials. Whether clearing out a hoarder's house or removing debris from a construction site, every day presents a unique challenge.

"That's what I love about this business," Adriana says. "No two days are the same. It's rewarding to tackle different tasks and to meet new people."

Daniel also finds joy in the hands-on aspects of the job. "I enjoy driving and delivering dumpsters. It's a great feeling to provide a service that helps people while doing something I love," he says.

Running a business hasn't come without challenges, however. As Spanish speakers, Adriana and Daniel had to overcome language barriers to build relationships with clients and navigate the industry. "It's not easy, but it's worth it," Adriana reflects.



“

No two days are the same. It's rewarding to tackle different tasks and to meet new people.”



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Family + Fun

The couple also juggles running the business while raising their 8-year-old daughter, who inspires them to keep striving for success.

“We like to go camping,” says Adriana. “We also like to travel a lot,” adds Daniel. Time together as a family is always well spent. Whether spending time in nature or traveling to places they have never been, it's all about making memories for this close-knit family.

Going the Extra Mile

Daniel's Dumping & Hauling LLC stands out for its commitment to timeliness and quality service. Adriana and Daniel ensure that projects are completed ahead of schedule whenever possible. Their attention to detail and customer-first approach have earned them a loyal clientele.

From routine junk removal to tackling odd items—like a hoarder house filled with unexpected surprises—Daniel's Dumping & Hauling LLC handles it all. If you're a REALTOR® needing a dependable partner to simplify the moving process for your clients, look no further.

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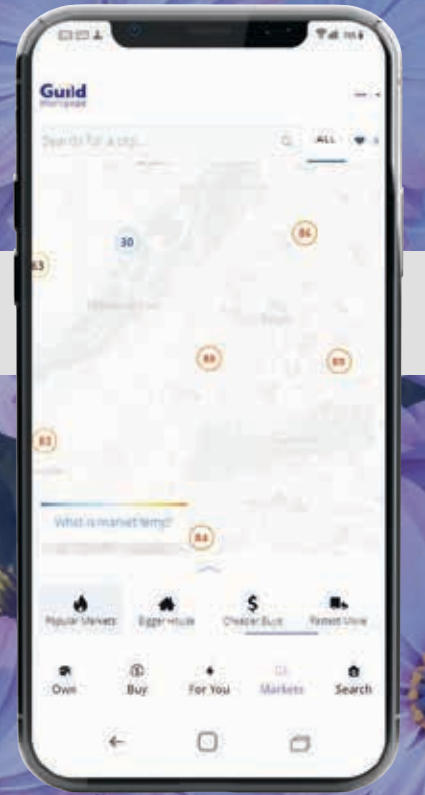
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Erika Keller Williams Barela

BY BETH MCCABE
PHOTOS BY
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“I can do all things through Christ who strengthens me.” – Philippians 4:13

A woman of faith, Erika Barela with Keller Williams Realty relies on Philippians 4:13 to anchor her through the challenges of life and real estate. “My faith has helped me to remain positive in stressful situations,” she comments. “I can get through anything with Christ who gives me strength.”

Erika got her real estate license seven years ago, but her passion for real estate goes back decades. “Ever since I can remember, I’ve had a passion for real

estate,” she smiles. “When I was a child, I would have my mother take me to open houses and to see new construction. I loved it! I always envisioned who would live in that house and what it would be like when it was completed.”

Erika first attended real estate school in the early 2000s. The timing wasn’t right, however.

“With a baby and a toddler at home, I decided to postpone my real estate career until they were in school,” she comments. “With two active kids, I found myself consumed by their sports

and activities, and I finally ended up back in real estate school when my kids were in high school.”

Once she got her license, Erika hit the ground running. “It’s only gotten busier every year,” she says.

In 2019, Erika and her husband, Johnny, found themselves empty nesters. “Both of our children were attending the University of New Mexico, renting separate apartments,” recalls Erika. Instead of wasting money on rent, they started searching for a house for them.

“We were scrolling the MLS (one of my favorite pastimes).” They stumbled upon a house that looked absolutely amazing. “We told our kids to meet us at the house the next morning, and we all fell in love with it,” smiles Erika. They had no plans to move to Albuquerque, but the home was perfect for all of them, and they moved from Santa Fe to Albuquerque at the end of 2019. The family settled into their new home just before the



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“

I TRULY BELIEVE REAL ESTATE IS ONE OF THE GREATEST CAREERS, AND I ABSOLUTELY LOVE WHAT I DO.”

COVID-19 pandemic, cherishing the extra time together, hiking, biking, camping, and just relaxing by the pool.

While Erika grew up in and loved the charm of Santa Fe, the move to Albuquerque offered more opportunities and a livelier pace of life. “We’ve enjoyed the concerts, sporting events, shopping, and everything a bigger city has to offer,” she notes.

Faith + Family

Faith and family remain at the core of Erika’s life. “Spending time with my immediate and extended family is what I love most,” she says. Erika’s husband also works in sales in the automotive industry. Their son Dominik, 25, is living in Austin, TX, while pursuing a master’s degree in business with a focus on digital marketing and plans to move back to New Mexico after graduation. Their daughter Mariah, 24, works for

APS and assists Erika as her unlicensed real estate assistant. “I hope she joins me full-time in real estate one day,” Erika says with pride.

When she’s not working, Erika enjoys traveling with her family, attending events, and hosting a monthly book club at her home. “It’s a fun girls’ night with food and drinks, and sometimes our families join in,” she says.

A proud dog mom to Duke, her beloved Doberman, Erika affectionately describes him as “the baby of the family.” Duke often turns heads around Albuquerque, earning plenty of attention for his handsome looks.

Making A Difference

Despite the demands of her career, Erika prioritizes giving back to her community. She has volunteered with several organizations, including Big Brothers Big

Sisters, since moving to Albuquerque. “I strongly believe in giving back to your community,” she shares.

For Erika, real estate isn’t just a career—it’s a lifestyle. “I’m not a salesperson; I’m a people person,” she says. “I love getting to know people and helping them with one of the biggest, most important decisions of their lives. Most of my clients become like family. I truly believe real estate is one of the greatest careers, and I absolutely love what I do.”

She encourages other agents, “Stick with it. Real estate is like a roller coaster—there are high highs and low lows. But with good communication, perseverance, and teamwork, you can overcome any challenge.” With her faith, family and her focus on her clients, Erika has a bright future ahead of her in Albuquerque real estate.



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GINNI DIRADDO



You have to try everything at least once—just don't make a habit of it."

Keller
Williams

BY BETH MCCABE
PHOTOS BY PONIC PHOTOGRAPHY

You only live once. Ginni DiRaddo is determined to make the most of her life, embracing adventure, even if that means swimming with the sharks!

Scuba diving on the Great Barrier Reef and swimming with the sharks have been the most adventurous things she has done to date. "That taught me to take calculated risks," she comments. "I knew I was probably not going to be eaten by a shark, but there was no guarantee." She was on a dive boat with her two friends for two weeks, eager to embrace the moment. Best of all, she has the video of swimming with the sharks to prove it.

A Military Upbringing

Ginni's life has been one of adventure, starting from her earliest years. She explains, "My dad was in the military and so we moved every couple of years." Born in Savannah, Georgia, she moved every two years until she was 10. She has lived in Nebraska twice, Arizona, and ended up in El Paso, Texas, after her father retired after 27 years in the Air Force.

With her father in the military, Ginni was always enamored with the military and in particular, flying. "My dad would come home in his flight suit from flying," she smiles. Originally she planned on flying for her career, which evolved into joining the military.

While her plans to join the military didn't materialize, she found her calling in speech-language pathology, earning bachelor's and master's degrees in Communication Disorders from Texas State University. For 33 years, she worked in hospitals, schools, and clinics, making a difference in countless lives.

Ginni attributes much of her success to advice from her parents. Her father, who lived to 97, often said, "You have to try everything at least once—just don't make a habit of it." Her mother's message, "If you want something, take it; it may not be there tomorrow," taught

her to seize life's opportunities. One such opportunity was real estate.

Seizing Life's Opportunities

After decades in speech therapy, Ginni was ready for a change. Her transition began with a real estate investor course taken with her younger sister. But what truly inspired her was watching her dear friend, Frances Boggess, excel in real estate. "Sadly, we lost her about four years ago, but she continues to inspire," says Ginni.

Ginni earned her real estate license in late 2017 and officially started her new career in 2018.

Today, Ginni is a solo broker who values steady growth and lifelong learning. "I'm passionate about the opportunities for growth in this industry," she says. "This career keeps me on my toes."

One of Ginni's proudest moments was helping her 24-year-old daughter buy her first home, setting her on the path to financial independence. Another standout memory was saving a family from foreclosure on a high-end property. "I've never received so many hugs at a closing," she says.

Pastimes + Purpose

Outside of work, Ginni's family is a source of great pride and joy. She shares, "I have a happy family—two grown kids who are very content." Her son, Geer, recently earned his Master of Arts in Counseling, and her daughter, Nicandra, is in graduate school studying to become an occupational therapist, a field closely connected to speech therapy. Both names, Geer and Nicandra, are cherished family names. Ginni is excited about their futures and the impact they will have in their respective fields. Her husband, Joe, is a mental health counselor, creating a family dynamic rooted in care and compassion for others.

To relax, Ginni enjoys traveling, reading fiction, and creating welcoming spaces



in her home. She also supports charities like the New Mexico Dream Center, Joy Junction, and Steelbridge Ministries, organizations dedicated to combating homelessness and human trafficking. Ginni dreams of one day launching “Dining with Dignity,” a nonprofit that would provide meals in a dignified setting. “I want to leave a legacy,” she says, not just for her children and grandchildren, but for the community she loves.

Looking Ahead

Now in her 60s, Ginni envisions another decade in real estate before gradually easing into retirement. “I could do real estate forever, but I don’t want to have to do it forever,” she laughs. For now, she’s focused on creating meaningful connections and making the most of every opportunity—both in business and life.

Ginni is an inspiration. Whether swimming with the sharks or being savvy in negotiations, this go-getter is living proof that it’s never too late to embrace life and everything it offers.



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ANNE

BY BETH MCCABE
PHOTOS BY LIZ LOPEZ

VALLEJOS

COFFEE, CONNECTIONS, CHRIST, & COMMUNITY

“Coffee shops build connection and community—that’s important to me,” Anne Vallejos shares with a warm smile. This belief is woven into every aspect of her life and work, guiding her real estate business, family life, and faith.

Anne, a powerhouse REALTOR® and team leader at Vallejos Realty with Keller Williams, is no stranger to success. Ranked among the top twenty-five brokers in her area, she has built an impressive career spanning nineteen years as a licensed REALTOR® and twenty-three years in the real estate industry. She has a team that includes brokers Jillian Sabatini and Andreas Sanchez, as well as her daughter Niquela Vallejos, who does all the social media marketing.

Anne has cultivated a culture of collaboration, excellence, and growth. Together, they’ve created a thriving business that redefines what’s possible in the real estate market for a small

team. “I made a lot of mistakes in the beginning, but I am so proud of our team’s success which is a direct result of the hard work Jillian and Andreas put in every day.”

Behind the accolades, there’s more to Anne’s story. Her road to real estate began in Santa Fe, New Mexico, where she was born and raised. The daughter of a custom home builder, Anne’s early exposure to the industry sparked her passion for design and planning. She earned a degree in interior design and space planning, which led to a role as a senior drafter at Centex Homes. Yet in 2005, a leap of faith into home sales would change her life forever.

VALLEJOS REALTY
WITH KELLER WILLIAMS



Thank you to ABQ Coffee, owned by REALTOR® Katia Nunez, and ABQ Collective for providing the perfect space for our photoshoot.



“IT’S IMPORTANT TO GROW THE BUSINESS YOU WANT TO GROW. THERE ARE MANY WAYS TO BE SUCCESSFUL IN REAL ESTATE, BUT FINDING THE PATH THAT ALIGNS WITH YOUR VALUES & GOALS IS KEY.”

“I was making \$24,000 a year as a senior drafter,” Anne recalls. “New home sales reps earned, let’s just say, a lot more than that! Two great sales managers took a chance on me, and I’ve never looked back.”

After working in new home sales and transitioning to residential real estate, she started her own team in 2018. Her initial goal was modest: a small-scale operation. However, referrals and opportunities poured in, and Anne quickly expanded. Today, her team operates like a well-oiled machine, excelling in both residential and now commercial real estate.

Building a Community, One Cup at a Time

Anne’s newest venture is as bold and exciting as her real estate career: opening a coffee shop franchise with her husband, Randy, who is a pastor. The couple’s vision goes beyond serving great coffee. “We wanted a space where people can meet, gather, do homework, or hold Bible studies,” Anne explains. Their first Beans & Brews Coffeehouse location is set to open in 2025, with plans for two additional locations in New Mexico.

“We love coffee. It’s a big part of our life,” Anne says. “Coffee shops are where my team connects with clients and where Randy meets with members of the church. It’s a place that fosters relationships, and that’s what we’re passionate about.”

Family, Football, Fun, and Faith

Anne and Randy have been married for 21 years and share three children: Niquela, a 19-year-old competitive powerlifter and college student; Quentin, 12, who recently started middle school; and Samuel, 7, who loves playing football and basketball. “Anytime I can watch my kids play sports, it brings

me joy,” Anne beams. The Vallejos family shares a love for professional football, even if their team loyalties differ—Anne cheers for the Tampa Bay Buccaneers, while Randy and their kids root for the Denver Broncos.

Her love for football doesn’t end there; she is also a fantasy football enthusiast. “I love football,” she laughs. “I listen to football talk radio all day and follow the sport avidly. We have a Fantasy Football League at our Keller Williams office, and I am proud to say I was the 2024 Champion!” Faith plays a central role in Anne’s life. She often draws strength from her favorite Scripture, John 16:33: “I have told you these things, so that in me you may have peace. In this world, you will have trouble. But take heart! I have overcome the world.” This verse serves as a reminder that challenges can be overcome through faith and perseverance.

As someone who has navigated the highs and lows of the industry, Anne’s advice to aspiring REALTORS® is invaluable. “Set boundaries early,” she says. “It’s important to grow the business you want to grow. There are many ways to be successful in real estate, but finding the path that aligns with your values and goals is key.”

A Community Builder

Anne is more than a top REALTOR®; she’s a community builder, a devoted wife and mother, and an entrepreneur with a heart for connection. With her hard work, coupled with her faith, anything is possible for this coffee lover. She brewed a successful career, invigorated by helping others and living with purpose and passion. It doesn’t get any more rewarding for a profession than that.



“COFFEE SHOPS BUILD CONNECTION & COMMUNITY— THAT’S IMPORTANT TO ME.”

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