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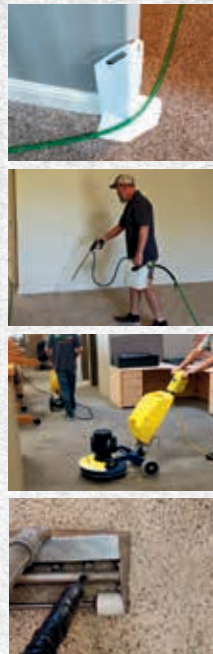


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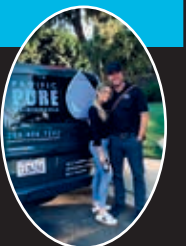


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Happy New Year, friends!

As we ring in 2025, I'm thrilled to share our fourth issue of 209 Real Producers with you! This milestone wouldn't be possible without the incredible support of our partners, sponsors, and readers—you mean the world to us. This year is all about creating opportunities, building meaningful connections, and having a little fun along the way—and we can't wait to share it with you.

Speaking of fun, mark your calendars for February 7th because we're planning an exclusive private event you won't want to miss. It will be an evening to celebrate, connect, and set the tone for a fantastic year ahead. Keep an eye on your inbox for your exclusive invite with all the details—it's going to be amazing!

In this issue, we're shining the spotlight on a top real estate agent who's balancing a successful career with the joys of being a new mom. It's an inspiring story of juggling it all, and we know you'll love reading about Clarissa's journey.

Here's to a prosperous and exciting year ahead. We can't wait to continue growing with you all, building strong connections, and making 2025 unforgettable!

Cheers!

Isabel Sweet
Publisher

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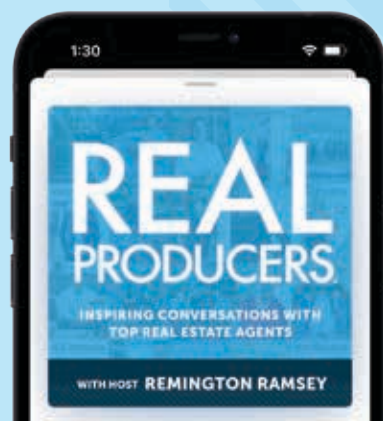


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Beth Christensen

Turning Houses Into Homes With Creativity and Heart

When Beth Christensen walks into a home, she doesn't just see what's there—she envisions what could be. With a background in dance, theater, and a creative partnership with her set-designer husband, Beth has a knack for transforming spaces. A rising star with RE/MAX Executive, Beth celebrated her three-year anniversary as a real estate agent this past October. Her journey from the vibrant streets of New York to California's Central Valley has shaped her into a driven professional with a passion for helping families find their perfect home.

Originally from Atwater, California, Beth spent 13 years in New York City thriving in the arts. During her theater career, she met her husband in Canada while working on a production. A set designer, her husband has been a creative inspiration and true partner in life and work. After their time in New York, the couple moved to California to raise their son, Wilder, near family.

Beth's career began in dance and theater education, where she developed leadership, organizational, and problem-solving skills. As an Education Director, she designed curricula and trained instructors across six states, even managing a prestigious summer program at Bryn Mawr College. These experiences taught her to think on her feet and approach challenges with creativity—skills she now applies to real estate.

Inspired by her love of helping people and transforming spaces, Beth pursued real estate with the goal of guiding families through one of life's biggest decisions. "I love helping people envision what a home could be," she shares. Her passion for home improvement and staging—whether rearranging furniture, working on

home improvement projects with her family, or highlighting a property's best features—sets her apart. With her husband's design expertise, she helps buyers see possibilities in every home.

Beth's parents, a math teacher and an elementary school principal, modeled generosity, kindness, and hard work—values she incorporates into her life and career. "My mom is the most amazing person you'll ever meet," Beth says. "She'd give the shirt off her back, and I try to live my life like that." These values guide her as she and her husband teach Wilder the importance of perseverance and community.

A pivotal moment in Beth's real estate career came while selling a challenging property in Merced. The experience tested her confidence and resourcefulness. "That was my lightbulb moment," she recalls. "I learned to trust what I know, face obstacles head-on, and focus on what I can control."

For Beth, success is more than closing deals—it's about building relationships and making an impact. "If you can look back and be proud of what you've built and how you've treated people, that's success," she says. Her dedication to clients and ability to see potential in every property have quickly earned her recognition as one of RE/MAX Executive's rising stars.

Despite her busy schedule, Beth prioritizes family and balance. Mornings begin at 5 a.m. with journaling and exercise, while evenings are spent building Legos or playing board games with Wilder. "It's all about finding a schedule that works for you," she says, crediting her husband's support for helping her maintain balance.

Looking ahead, Beth envisions flipping properties with her husband, combining their creative talents and love for design.



"Whether it's a rental or a project we sell, I want to create something meaningful together," she says.

Beth Christensen brings creativity, passion, and heart to her work, redefining what it means to be a real estate agent. Her journey proves that hard work and vision can turn possibilities into reality—one home at a time.

"I LOVE HELPING PEOPLE ENVISION WHAT A HOME COULD BE."

Jose Bernardo

JOSBER LEGACY CLEANING:

BUILDING A LEGACY ONE HOME AT A TIME



Jose's entrepreneurial journey began at a young age, shaped by a strong sense of determination and a desire to build his own legacy. Growing up in the Azores, Portugal, Jose was no stranger to hard work. In 2014, at just 10 years old, he and his family immigrated to the Central Valley, settling in Hilmar. His parents instilled in him a strong sense of community and resilience, and watching them navigate challenges inspired Jose to pursue a path of self-employment and take control of his future. His father, a dedicated dairy farmer, and his mother, who owns a cleaning business, were pivotal role models in teaching him the value of hard work and perseverance.

Jose's first step into the business world was working for his mother's cleaning business during his teenage years. At just 16, he took a bold leap and started his own company, Josber Legacy Cleaning. Now, at 20 years old, he continues to work tirelessly to grow his business, driven by his dream of becoming his own boss and creating a lasting legacy. His dedication and work ethic have earned him a reputation as a workaholic, hustler, and generous individual—qualities that have been instrumental in his success.



“I WANT PEOPLE TO REMEMBER ME FOR MY WORK ETHIC, MY WILLINGNESS TO HELP OTHERS, AND MY CONTRIBUTIONS TO THE COMMUNITY.”

Jose’s strong connections to the Central Valley community have been key to his growth. As a member of groups like the Turlock Young Professionals, Turlock Chamber of Commerce, Stanislaus Latino Chamber of Commerce, and CVAR, he’s built a network of valuable relationships. “I love meeting new people and helping the community, especially veterans,” he shares. His passion for giving back is evident in his efforts to help others through donations and contributions to community causes.

Anyone who follows Jose on social media knows how effectively he uses it to connect with his audience. His frequent stories and posts highlight his work ethic and showcase his personality, making him relatable and authentic. “Sharing my journey online lets people see the real me, and it’s been an incredible way to build trust and relationships,” he says.

One of Jose’s most impressive accomplishments at his age is his success in the short-term rental industry. Inspired by a mentor, he has expanded into managing and subleasing over 20 Airbnb properties across California, Florida, and Jalisco, Mexico. Balancing this with his cleaning business reflects his adaptability and forward-thinking approach, proving his ability to juggle multiple ventures.

For Jose, success isn’t about shortcuts. “It’s about striving every day, working hard, and making no excuses,” he says. Despite his packed schedule, he makes time for family, friends, and discovering great local spots to eat—Dutch Bros being a favorite.

Jose attributes much of his success to those who have shaped him along the way, including an agent who helped his family buy a home in 2018. He also credits his parents and two younger brothers, who continue to inspire and motivate him.

Looking ahead, Jose hopes to leave a legacy of generosity and excellence in the Central Valley business community. “I want people to remember me for my work ethic, my willingness to help others, and my contributions to the community.” His favorite quote, “Self-belief and hard work will always earn you success,” embodies the mindset that has driven him to accomplish so much at such a young age.

At 20, Jose is proving that ambition and determination can pave the way for extraordinary achievements. His story is a powerful example of what’s possible when hard work meets a passion for community.



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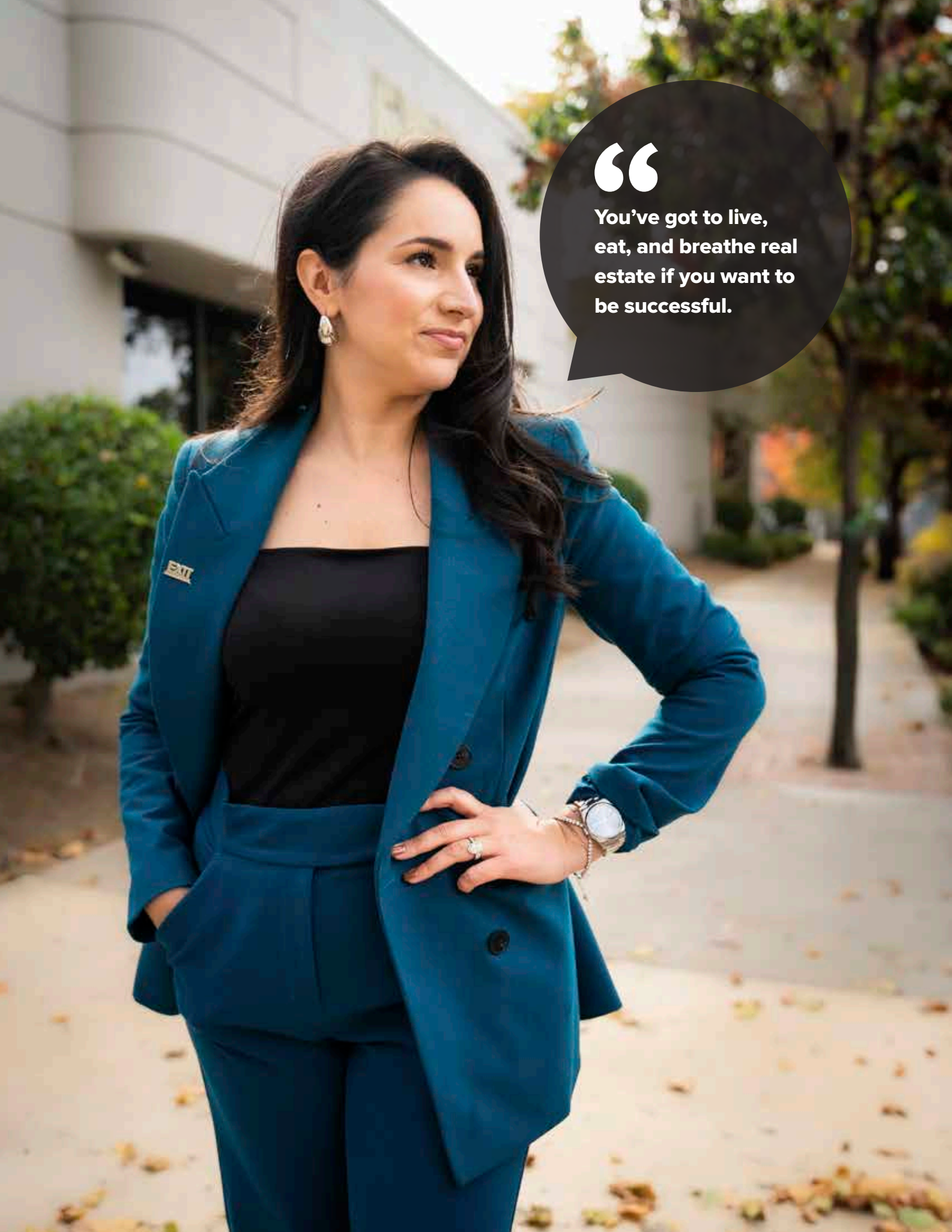
CLARISSA AZEVEDO

For Clarissa Azevedo, the start of 2025 brings both new challenges and meaningful milestones. With her youngest daughter, Sianna, now 10 months old, Clarissa is navigating the joys of motherhood while continuing to grow her career in real estate. From her roots in the Azores to her leadership role at EXIT Realty Consultants, Clarissa's story reflects hard work, family values, and a commitment to excellence.

Clarissa's story begins with her parents, who emigrated from the Azores to California with little more than determination and hope. Despite not knowing the language, they worked tirelessly to build a successful dairy farm, instilling in Clarissa the value of grit and hard work. "My work ethic comes from them," she shares. "They showed me what it means to persevere and build something meaningful."

At just 19, Clarissa entered real estate as a Broker's assistant, quickly moving into roles as a property manager and transaction coordinator. What began as a college job soon became her





“
 You’ve got to live,
 eat, and breathe real
 estate if you want to
 be successful.”



passion. “I fell in love with the industry and changed my entire career path,” she explains. Leaving behind plans to become a Marriage and Family Therapist, Clarissa dove headfirst into real estate, carving out a path that has led to 16 years of success.

Her career took a new turn when she joined EXIT Realty Consultants, where she now serves as Operations Director. In this role, she balances her work as an agent with mentoring others, focusing on recruitment, retention, and training. In 2023 alone, Clarissa closed 43 transactions, totaling over \$20 million in sales volume—an impressive feat during what she jokingly refers to as one of her “slower” years, all while she was super pregnant. Known as the “follow-up queen,” her attention to detail and dedication to her clients set her apart.

But while her professional accolades are impressive, Clarissa’s heart lies with her family. Married to her husband and Broker, Kris Klair, who is also her greatest supporter, Clarissa is the proud mom of three: Serene (16), Jaan (9), and her youngest, Sianna, who has brought a fresh perspective to her already busy life. “Having Serene and Jaan and now Sianna has been such a joy,” she says. “they remind me to cherish the small moments and inspires me to keep building a legacy that my children can be proud of.”

Balancing work and motherhood has been both challenging and rewarding. “There’s no balance—I’m in the grind phase,” Clarissa admits with a laugh. But she finds joy in the little moments, whether it’s taking a call while holding Sianna or packing up the family for a weekend at their lake house



to reconnect. “It’s chaotic, but I wouldn’t have it any other way.”

As she looks ahead to 2025, Clarissa remains focused on leaving a lasting legacy. Whether it’s mentoring agents, giving back through the Portuguese Education Foundation, where she serves as the Board’s President, or helping clients achieve their dreams, she is committed to making a meaningful impact. “I want the industry to remember me as someone who cared about the details, worked hard, and left the industry a better place than I found it.”

For aspiring agents, her advice is simple: “You’ve got to live, eat, and breathe real estate if you want to be successful. There are no shortcuts if you’re in it for the long game.”

As Clarissa steps into 2025, embracing the joys of motherhood and the challenges of leadership, she embodies what it means to start fresh. For her, the new year isn’t just about resolutions—it’s about building a future full of promise, both for her loved ones and the industry she’s so passionate about.

Jake & Melanie Fisher of Pacific Pure Maintenance



Setting New Standards in Mold Remediation and Healthy Living

Met Jake and Melanie Fisher, the team behind Pacific Pure Maintenance, a mold remediation company revolutionizing home care. With cutting-edge technology and a passion for creating healthier living spaces, they're redefining standards in their industry while staying rooted in family values and community care.

A Love Story Intertwined

Jake and Melanie's story began in a way that feels straight out of a movie. The two first met in elementary school during a camp trip and reconnected decades later at a Fresno Christian School fundraiser. Rediscovering their shared history through playful yearbook memories, their connection quickly grew into a lifelong partnership. Rooted in faith and family, their bond shines through in the care they bring to their work and their clients.

A Business with a Heart

Pacific Pure Maintenance is more than a business for Jake and Melanie—it's their way of creating healthier homes and improving lives. Since joining the franchise in 2020, they've been committed to providing clean, safe living environments for families. Jake's background in teaching and agriculture equips him for the physical treatments, while Melanie's expertise in journalism and communications keeps operations running smoothly. Together, they bring



a unique blend of hands-on skill and organizational precision to every project.

What sets them apart is their patented fogging technology, which fills the entire home with a specialized, all-natural solution that sanitizes the air, surfaces, and ductwork. Unlike traditional methods that isolate and remove only the affected areas, their approach ensures a complete reset of the entire home. “We lean heavily on the health side of things,” Jake explains. “People don’t realize how mold spores can affect their health until it’s too late. Our technology offers a full reset.”

Each treatment is paired with before-and-after testing, providing clients with measurable results and peace of mind. This comprehensive method has made them a trusted resource for realtors aiming to deliver safe, move-in-ready homes for their clients or families seeking healthier living spaces.

Family First, Always

Running their own business gives Jake and Melanie the flexibility to prioritize their family. Whether it’s celebrating Morgan’s college journey at Cal Baptist, supporting Nick as he navigates life with special needs, or cheering on Stella’s accomplishments, family is always at the heart of everything they do.

The recent adoption of baby Frankie has brought even more joy and purpose to their lives. After a two-and-a-half-year journey of paperwork and waiting, Frankie was born in Las Vegas. Jake and Melanie stayed close to him during those early days, forming bonds with the hospital staff who made room for them to remain nearby. Despite the challenges, Melanie reflects on the experience with gratitude. “It was crazy, but it was peaceful,” she shares. “We were able to soak it all in and just enjoy the moment.”

A Passion for People and Health

Jake and Melanie’s approach to business is refreshingly personal. When they step into a home, they take the time to

connect with clients, often addressing concerns about how mold might be affecting their health or well-being. “We genuinely want to help people,” Jake says, “whether they’re seeking a fresh start or dealing with health challenges linked to their environment.” Their sincerity and ability to relate to clients have earned them a loyal following, particularly among real estate agents who recognize the value of a healthy, mold-free home.

Life Beyond the Business

When not working, Jake and Melanie enjoy trips to Napa, Del Rio Country Club outings, and playing pickleball. They credit much of their inspiration to the franchise owners, Mike and Tony, and their faith, which guides them in both life and business.

With their innovative approach and heartfelt dedication, Jake and Melanie Fisher continue to make a lasting difference in every home they touch—proving that Pacific Pure Maintenance is not just a service, but a solution for healthier, happier living spaces.

“

People don’t realize how mold spores can affect their health until it’s too late.

Our technology offers a full reset.





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