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TYLER BOWMAN

BUILDING BRIDGES
TO THE FUTURE

BY DAVE
DANIELSON
PHOTOS BY
WASIO FACES

As a Global Real Estate Advisor with Engel & Völkers, Bowman has built a thriving career on the principles of hard work, passion, and an unwavering commitment to his clients. But for Tyler, real estate isn't just about buying and selling homes—it's about carrying on a family legacy and redefining the industry's perception.



Tyler Bowman's wife, Alise, runs their marketing company.



The Bowman family (Alise with Banks, Brixton, and Tyler).



A Career Born from Family and Purpose

Tyler's path to real estate was anything but conventional. At 35, he was leading a successful marketing company, a career that had placed him behind the scenes of many successful ventures. His father,

Greg, was a REALTOR®, a career Tyler had never seriously considered—until life threw him an unexpected curveball.

On the same day his first child was born, his father was diagnosed with cancer. The need to manage a property his parents were building in Colorado prompted Tyler to obtain his real estate license. What started as a necessity quickly became a passion. Through the process, he formed an even closer connection with his father, and when Greg passed, Tyler felt compelled to honor his legacy by following in his footsteps.

"I wish I would have done this earlier so that my dad could have seen that I was able to fill his shoes," Tyler reflects. In just a few short years, he has closed over \$65 million in sales—an achievement he knows would have made his father proud. To this day, he carries his father's 1978 briefcase to every deal, a tangible reminder of the lessons and values passed down to him. And every time he

closes a deal, his family celebrates with ice cream in Greg's honor.

Changing the Perception of Real Estate Agents

Tyler is on a mission to reshape how people perceive real estate professionals. "There's a perception that agents don't do that much," he explains. "I try my best to change that perception. I want to earn everything I get."

Unlike the traditional transactional approach, Tyler sees himself as a bridge builder, forging lasting relationships with clients. In his previous marketing role, he never got to see the direct impact of his work. Real estate changed that—now, he gets to hand over keys and witness the joy of new beginnings. "Guiding people through this very emotional process means a lot to me," he says.

While Tyler focuses his energy on real estate endeavors, his wife, Alise, runs their entire marketing company.

Life Beyond the Sale

While Bowman's career is built on dedication, his heart belongs to his family. He and Alise, together for 15 years, prioritize their relationship, preserving weekly date nights as sacred time. Their children, Brixton (5) and Banks (2), keep them busy, and they cherish every moment of their active family life. Even their 9-year-old dog, Marley, is part of their tight-knit unit.

Travel and fitness are integral to their lifestyle, with daily workouts keeping them energized. But perhaps the most meaningful moments are the simplest—celebrating small wins, spending quality time with loved ones, and honoring the legacy that got him here.

Advice for Aspiring Agents

Success in real estate doesn't come easy, and Tyler knows that firsthand. His advice to those looking to break into the industry? "Do the things that other people don't want to do. Go out and door

knock, connect with people, invest time in the community. Dig in deep before you start working with people."

This philosophy has served him well, setting him apart as an agent who genuinely cares about his clients and his community. It's not just about hitting sales targets—it's about making a meaningful impact.

A Bright Future with Engel & Völkers

Although Tyler was happy at his previous brokerage, joining Engel & Völkers has been a game changer. "The amount of support and the culture we have is very unique," he says. "I couldn't be happier here."

With a firm belief in hard work, honesty, and passion, Tyler continues to make waves in the real estate industry. More than just an agent, he is a dedicated family man, a bridge builder, and a professional who puts his heart into everything he does.

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THE Junkluggers OF ORANGE COUNTY

New Life in Old Things

BY DAVE DANIELSON
PHOTOS BY JENNY MCMASTERS

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For Sophia Hannibal, business development manager at The Junkluggers of Orange County, clearing out clutter is more than just hauling away unwanted items — it's about helping people through life's transitions, one truckload at a time.

"There's something incredibly rewarding about what we do," says Sophia. "Often, our clients are in very stressful situations — maybe they're downsizing, dealing with a loss, or managing a property cleanout. We're not just there to remove items; we're there to bring relief and ease into that process."

Founded in 2004 by two friends with a single truck and a vision for sustainability, The Junkluggers has grown into a nationally recognized franchise with over 120 locations across the country. But despite its growth, the company remains rooted in its original mission: to keep as much waste out of landfills as possible by donating, repurposing, and recycling everything they can.

And the numbers speak for themselves. "Company-wide, we save hundreds of thousands of items each year from ending up in landfills," Sophia says proudly. "It's incredible to see how much can be saved. What one person might consider junk can truly be another person's treasure."

A Stress-Free Process
Unlike traditional junk removal services, The Junkluggers offers a customer-first approach that includes everything from transparent pricing

to donation receipts and even coordination with other vendors. "We're the white glove junk removal experience, not in the business of offering the cheapest solution — we're here to offer the most thoughtful one with the best customer service," Sophia explains. "We make the process easy and seamless for our clients. That's where we really shine."

Every job starts with a no-obligation price estimate, and the company uses scaled pricing based on how much space a client's items take up in one of their signature lime-green box trucks. Whether it's a full truck, an eighth or a sixteenth of the truck, clients know exactly what they'll pay upfront prior to any work starting — and that price includes labor, disposal, and time. "We guarantee the price we quote during our estimate," says Sophia. "There are no surprises."

Clients also receive donation receipts for any items that can be given a second life, and for those that can't be donated, the team explores recycling and responsible disposal. Some items even find their way into the company's "remix store," where they're resold and a portion of those proceeds are given back to charity, adding another layer of sustainability to the process.

Behind the Trucks
With a 12-truck fleet and over 24 employees that grows to 40 during peak seasons, The Junkluggers of Orange County has the horsepower to handle jobs of all sizes. But it's not just about the trucks — it's about

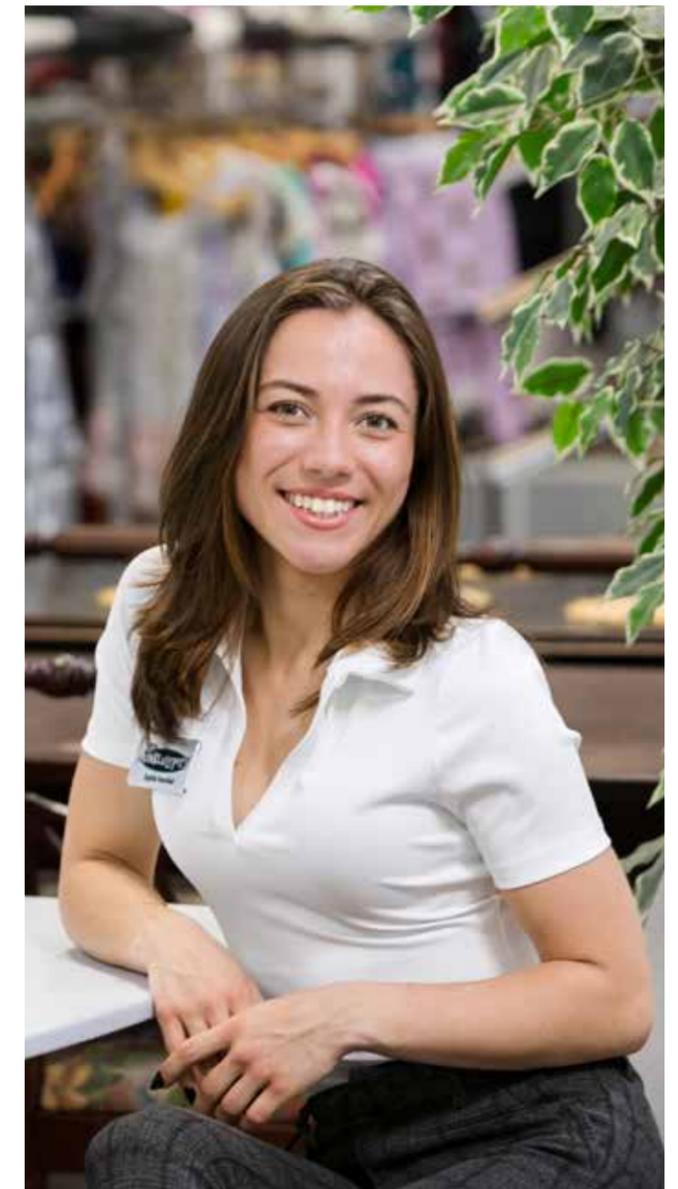
the people. "We're problem solvers," Sophia says. "Whether it's electronics, cars, motorcycles — you name it — we'll remove it and figure out what to do with it in an eco-friendly manner!"

And if a job requires more than just junk removal, Sophia and her team are ready to step in. "I'm also a project manager," she says. "We'll help coordinate any additional services that are needed. Our goal is to make sure the entire

“

WE MAKE THE PROCESS EASY
AND SEAMLESS FOR OUR CLIENTS.

That's where we really shine.”





Sophia Hannibal is the business development manager at The Junkluggers of Orange County.

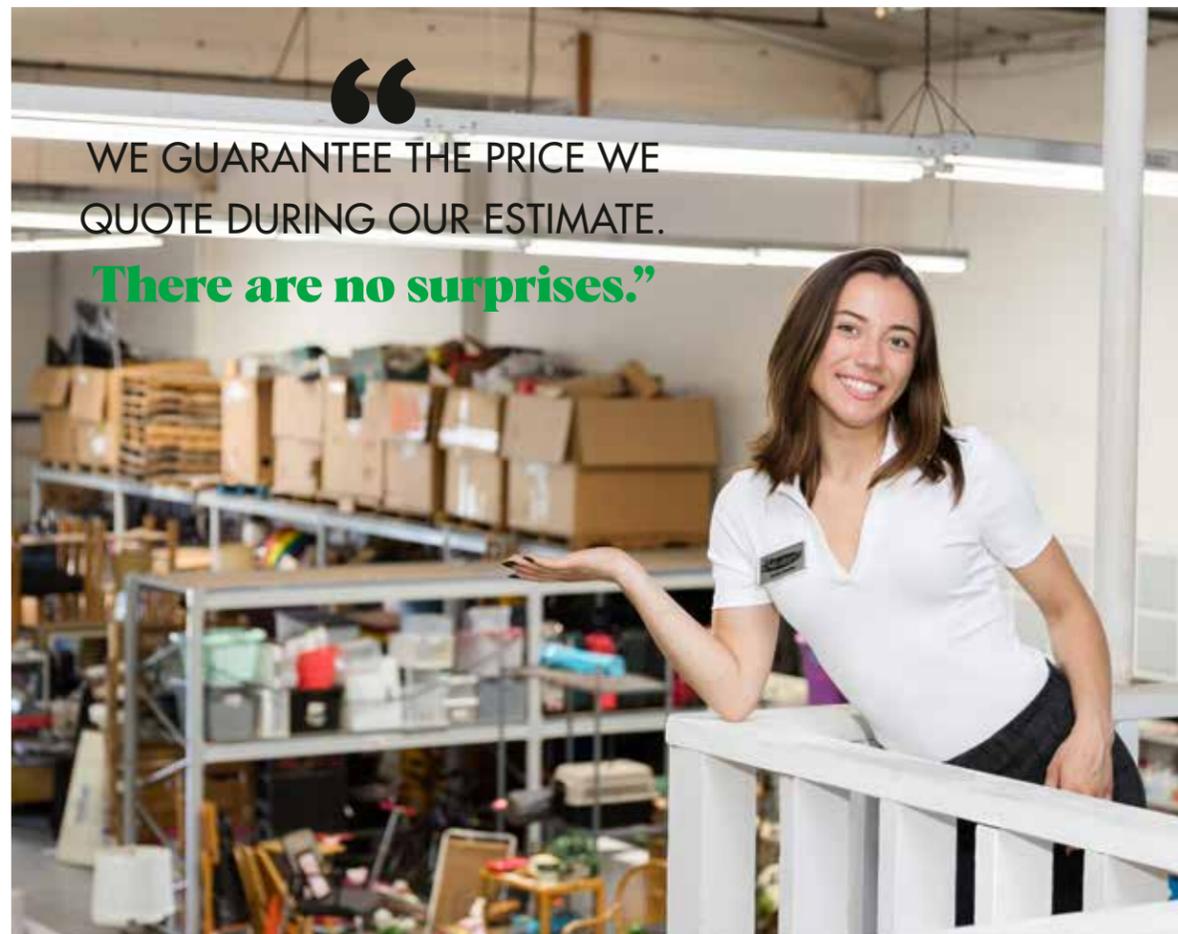


new or old electronics, or even a full house clear-out, we're here to help you find a solution."

And while the trucks may be hauling away old furniture or outdated appliances, what clients are left with is something far more valuable: peace of mind.

"We take pride in offering an experience that's simple, respectful, and environmentally responsible," Sophia says. "We're not just cleaning out spaces — we're clearing the way for what comes next and helping create a cleaner planet one item at a time!"

For more information, call Sophia Hannibal at 714-343-9559, email Sophia.Hannibal@junkluggers.com, or visit www.junkluggers.com.



“
WE GUARANTEE THE PRICE WE
QUOTE DURING OUR ESTIMATE.
There are no surprises.”

process is taken care of, from start to finish.”

The company culture reflects that same sense of care and warmth. “We’re a dog-friendly office,” Sophia says with a laugh. “We’ve got four puppies here that help keep the team smiling.”

More Than a Service

At its core, The Junkluggers is about more than just getting rid of stuff. It's about helping people move forward, reclaim space, and feel good about what happens to their items.

“It’s easy to feel overwhelmed when you don’t know what to do with something,” Sophia says. “That’s where we come in. Whether it’s a couch, a box of



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A PASSION FOR WHAT'S POSSIBLE

BY DAVE DANIELSON
PHOTOS BY WASIO FACES



The Fred Sed Group at Keller Williams Realty

As the team leader of The Fred Sed Group at Keller Williams Realty, Fred Sed has built a powerhouse business, leading five teams across Southern California while maintaining a strong commitment to service, leadership, and family.

With roots that trace back three generations to his grandfather in the Middle East, real estate runs deep in Fred's veins—and it shows.

A Legacy Built on Passion

Fred passed his real estate exam at just 20 years old, proudly continuing a family tradition. Today, he works alongside his mother, honoring the

family legacy while putting his own stamp on the industry.

"I love the deal and the art of it—the listings, the negotiations, the problem-solving, and most of all, giving people a great experience," Fred shares. His passion isn't just talk; he personally sells between 30 and 36 homes annually (in addition to his team's sales) while also coaching, training, and inspiring his team.

In 2024 alone, Fred's team closed an impressive \$167 million in sales volume. "Helping my team succeed is as rewarding as helping my clients," Fred says. "I love seeing people break through

their limiting beliefs and achieve more than they thought possible."

Building a Winning Team

Fred Sed doesn't just run a single team; he leads five across Orange County, Los Angeles County, and San Diego. Together with three administrative staff, three virtual assistants, and 26 agents, they form a well-oiled machine dedicated to excellence.

What sets his team apart? "Consistency and service," Fred explains. "We have solid systems and practices that allow us to serve a large number of clients each month, even as the market shifts."

Fred Sed leads five teams across Orange County, Los Angeles County, and San Diego.



“I LOVE THE DEAL AND THE ART OF IT—THE LISTINGS, THE NEGOTIATIONS, THE PROBLEM SOLVING, AND MOST OF ALL, GIVING PEOPLE A GREAT EXPERIENCE.”

Family time often takes them to Big Bear for relaxing getaways, and Fred cherishes fishing trips with his son. With his daughters, he participates in a YMCA Adventure Guide program, strengthening their father-daughter bond.

“Those experiences are priceless,” Fred says.

Faith plays a central role in Fred’s life as well. Growing in his Christian faith and being active in his church community are priorities that ground him and influence how he leads and serves others.

A Culture of Service

At the core of Fred’s philosophy is a servant’s heart. Whether

working with clients, coaching agents, or leading his teams, he operates from a genuine place of service.

“The success of the Fred Sed Group is because of the partners on the team and each person’s dedication to the business and serving their clients at the highest level. I couldn’t have done this alone. I want to be remembered for my transparency, my commitment to helping others, and my heart for service,” Fred says. “Real estate isn’t just about transactions—it’s about transforming lives.”

Fred Sed’s journey is a testament to what can happen when passion, perseverance, and purpose come together. His story inspires not just future agents, but anyone striving to lead with integrity and heart.

His leadership style emphasizes transparency and hands-on mentorship. “I will never ask someone to do something I haven’t done myself or am not currently doing,” he says. “A leader must be ready to be the janitor or the CEO.”

A Drive Fueled by Service and Family

At the heart of Fred’s success is his passion for helping others succeed. His mission is clear: “To lead others to break through their limiting beliefs so they can succeed in every area of their lives and so that my family can enjoy their lives for generations to come.”

The Fred Sed Group is a partner with Place, which has been recognized by *Real Trends* as the number one team in the United States by total sales units and volume. Fred’s consistency and commitment have made him a respected trainer and mentor within Keller Williams, Place, and beyond.

Over the past 11 years, he’s trained more than 20,000 agents through Keller Williams and his own company, Place. Under his guidance, The Fred Sed Group has been recognized by *Real Trends* as the number one team.

His advice for those entering real estate is simple but powerful: “Know what to say, have enough people to say it to, and say it enough times. Success is simple—but it’s not easy. It requires time on task, perseverance, and a commitment to follow a plan.”

Faith, Family, and Fishing

Despite his busy professional life, Fred never loses sight of what matters most: faith and family.

He and his wife, Jahana—his biggest supporter for 19 years—are proud parents to three children: Jordan (15), Jackson (13), and Jenna (11).





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