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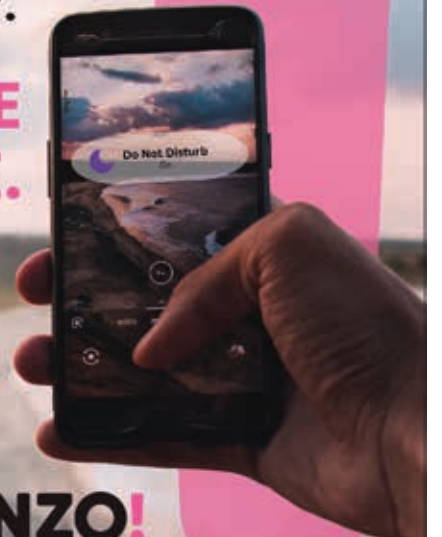


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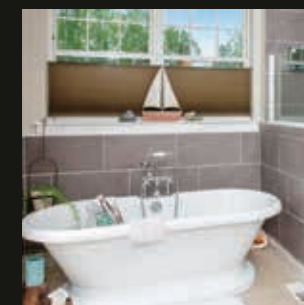
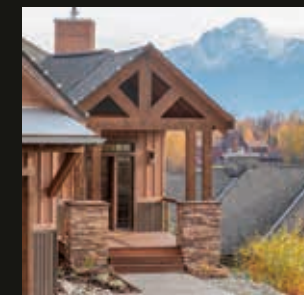
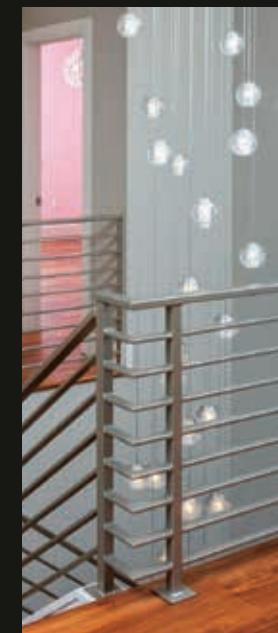


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# Angie TALLANT

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Angie Tallant's journey from sleeping in her car with her daughter to owning her own brokerage and office building is a testament to resilience and determination. After starting as an office manager at Somers & Associates REALTORS® in 2000, Angie earned her real estate license and worked under the mentorship of the company's original owners, Dave and Judy Somers. Over two decades, she grew into a trailblazing leader, becoming the proud owner of Somers Sotheby's and a highly respected name in real estate. A mother of three, Angie balances family, community involvement, and an impressive career, closing 72 transactions with \$21 million in volume last year.

**A Legacy of Giving Back and Mentorship**  
Angie is deeply committed to giving back, both to her community and the real estate industry. She has been inducted twice into the NAR Hall of Fame and actively supports Fairbanks nonprofits and local initiatives. Angie is passionate about empowering new agents, fostering collaboration over competition, and ensuring Alaska REALTORS® are recognized on the national stage. Known for her generosity, humor, and kindness, Angie continues to inspire others while paving the way for the next generation of REALTORS® to thrive.



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# Ariel BOEHRINGER

## KELLER WILLIAMS REALTY ALASKA GROUP BREAKING BARRIERS

STORY WRITTEN BY ZACHARY COHEN • PHOTOGRAPHY BY RACHEL STRUVE PHOTOGRAPHY

**F**or Ariel Boehringer, real estate isn't just a profession—it's a calling that began long before she ever held a license.

"Growing up, my mom and I would visit open houses on weekends," Ariel recalls. "That was my idea of fun as a kid. Each home told a different story and held many memories."

Those childhood weekends planted the seed, but Ariel's path to becoming a real estate professional took time to come to fruition. Married at 18 to her high school sweetheart, who joined the Army, Ariel found herself stationed thousands of miles from her hometown of Fresno, California, in Alaska.

"At 20, we decided to build our first home," she says. "That process lit a spark in me. I knew I was meant to be a REALTOR®."

The timing wasn't immediate. Ariel spent a year and a half working as a receptionist for an insurance company, a job that quickly clarified what she didn't want. "I realized a 9-to-5 desk job wasn't for me. I'd always worked in sales. I missed the connection that came with it."

In 2022, Ariel earned her real estate license, and her career took off almost instantly.

### A Career Built on Relationships and Social Media

Ariel hit the ground running in real estate, going under contract on her first home within a week of being licensed. By the end of 2022, she had joined Keller Williams Realty Alaska Group, continuing to operate as a solo agent.

"From the beginning, I focused on relationships," Ariel explains. "Not just with clients but also with peers in the industry. Those connections are key."

One of Ariel's standout strategies is her innovative use of social media. "I'm known as the 'Instagram girl' in real estate," she says with a laugh. "Social media has always been my main source of leads. I've never paid for lead generation."

For Ariel, social media is more than just a marketing tool—it's a first impression and a digital resume. "Clients get a peek into who I am, both as a professional and as a person," she says.



Ariel sees social media as free marketing. While many of her peers overlook it, it's been a game changer for her business. Her approach is paying off. In 2024, while navigating the challenges of being a new mom, Ariel had her most successful year yet.

### Balancing Motherhood and Business

Ariel's journey took a deeply personal turn in March 2024 when she became a mother to her son, Wolfgang. The road to his birth was anything but ordinary.

“

A LOT OF PEOPLE DOUBTED I COULD MANAGE

BOTH, BUT I HAD MY BEST YEAR EVER IN 2024

WHILE JUGGLING MOTHERHOOD AND MY CAREER.



“At 20 weeks pregnant, Wolfgang was diagnosed with transposition of the greater arteries, a rare congenital heart defect,” Ariel shares. “We had to relocate to California for his birth so he could receive life-saving open-heart surgery that wasn’t available in Alaska.”

That experience ignited a passion in Ariel to bring awareness to congenital heart defects and advocate for better resources for Alaskan families facing similar challenges.

Balancing the demands of being a new mom with running a thriving real estate business hasn’t been easy, but Ariel has embraced the challenge with determination. “A lot of people doubted I could manage both, but I had my best year ever in 2024 while juggling motherhood and my career,” she says proudly.

Her husband, Wolfgang, has been a constant source of support. “He’s my biggest cheerleader,” Ariel says. Outside of work, Ariel and her family fully embrace the rugged beauty of Alaska. “Underneath the glitz and glam, I’m not afraid to get my hands dirty,” she says. “I love to hunt and fish.”

Ariel’s two dogs, Sapper, a German Shepherd, and Bobo, a Karelian Bear Dog, often join in on the outdoor adventures.

#### **Inspiring Others and Building a Legacy**

Ariel’s impact extends beyond her clients. Through her groundbreaking use of social media and her ability to balance work and family, she has inspired other agents in Alaska and beyond.

“When I started using social media the way I do now, it hadn’t really been done before in Alaska,” she explains. “Since then, I’ve had agents reach out to ask for advice. I love sharing what I’ve learned and helping others grow.”

Her goal is to continue inspiring others, particularly women who feel torn between their professional ambitions and personal lives. “You can be a full-time mom and a full-time REALTOR®,” Ariel says. “You don’t have to choose one over the other.”

Looking to the future, Ariel is focused on growing both her business and her family. She loves working as a solo agent and has no immediate plans to expand her team. “For now, I’m happy with where I am,” she says. “I want to keep providing the best possible service to my clients and creating a life I’m proud of.”



#### **Words of Wisdom**

Reflecting on her journey, Ariel offers advice to those just starting out in real estate—or any industry.

“Don’t be afraid of what other people might think,” she says. “And don’t compare your journey to someone else’s. Everyone’s path is different, and that’s okay.”

Her own path, marked by resilience, creativity, and an unwavering commitment to her clients and family, serves as a powerful example of what’s possible. In just a few short years, Ariel Boehringer has made a name for herself in Alaska’s real estate market. Her innovative approach, passion for people, and ability to overcome challenges have set her apart as a rising star in the industry.

“Real estate isn’t just a job for me—it’s a way to make a difference in people’s lives,” she says. For Ariel, the journey is just beginning. Whether she’s closing deals, raising awareness for congenital heart defects, or exploring Alaska’s wilderness with her family, she’s breaking barriers and inspiring others every step of the way.



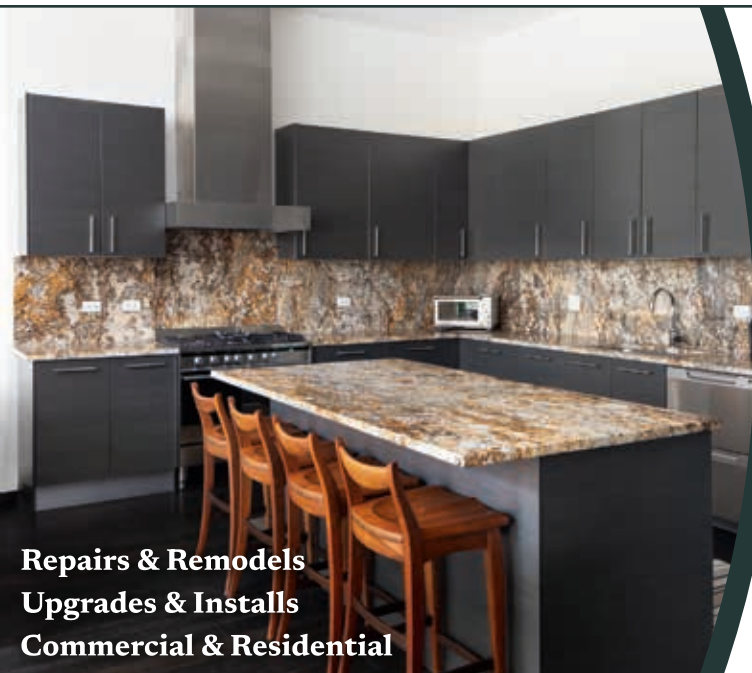
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# CLEANING'S A Breeze

## COMMUNITY-DRIVEN CLEANING

STORY BY  
ZACHARY  
COHEN  
PHOTOGRAPHY  
BY ARIEL NILES  
PHOTOGRAPHY

In the heart of Alaska's Mat-Su Valley, Bre Tschilar has built more than just a cleaning company—she's created a supportive, compassionate business that places community at its core. As the founder of Cleaning's A Breeze, Bre's journey has taken her from being a single mom to leading one of Alaska's most respected cleaning services.

Founded in 2015, Cleaning's A Breeze has quickly become the Valley's go-to cleaning resource. With 15 employees, Cleaning's A Breeze handles a wide range of cleaning services: residential, move-in and move-out, recurring weekly, biweekly, or monthly, one-off deep cleans, short-term rentals, and even daytime commercial.

Yet, what truly separates Cleaning's A Breeze from its competitors is its commitment to service.

"Cleaning's A Breeze is led by our core values: work hard, show compassion, help others, and spread joy," Bre shares.

### Finding Home in Alaska

In 2011, Bre made a life-changing decision to move from Arizona to Alaska.

"I was a single mom. My daughter was a year-and-a-half old when I sold everything we owned other than our clothes and moved to Anchorage," Bre recalls.

"It was on a whim. I came to visit a friend, and we went everywhere from north to south, and it was phenomenal. I knew this was where I meant to be. I fell in love and knew I was meant to raise my kid here."

Bre fell in love with the state's breathtaking landscapes, rugged beauty, and welcoming community. The move was also challenging—Bre knew only one person in Anchorage and was stepping into a completely new environment with her young daughter.

"Alaska's people and lifestyle just fit me," she continues. "It's been amazing—the best thing I've ever done. The people here are night and day from Arizona. They fit my vibe more. I've been able to learn to hunt and can be more self-sufficient, and I can teach that to my two children."

### Building Cleaning's A Breeze

Upon settling in Alaska, Bre continued working as a paraprofessional. However, she struggled to make ends meet, and as a single mother, the need for a more robust income became clear. So, she began cleaning houses on the side after her work at the school.

What started as a small side hustle quickly grew into something much bigger. Within a year, Cleaning's A Breeze was established, and Bre was hiring employees to meet the demand.

"I never imagined it would grow so fast," Bre reflects. "I just wanted to keep a roof over my daughter's head, but it became so much more."

Before launching Cleaning's A Breeze, Bre worked with special needs children, a role that instilled in her a sense of compassion and problem-solving skills that she now brings to her business.



“We’ve worked hard to stay ahead, not only to offer top-quality services but also to support the professional growth of our team and industry,” Bre shares.

**Community-Driven**

Service and community involvement propel Cleaning’s A Breeze forward.

As a child, Bre watched her grandfather and grandmother die from cancer. She has turned those tragedies into a cause for good. Cleaning’s A Breeze offers two free cleans for cancer patients nominated through the nonprofit Cleaning for a Reason. Bre also started her own initiative, Cleaning From The Heart, a program that provides 16 hours a month to those in need in the Mat-Su Valley.

“I wanted to help more than just cancer patients,” Bre explains. “So Cleaning From The Heart allows us to donate 16 hours of cleaning a month to those in need. We do so much differently... Being a leader in the industry is huge. It’s not just about paying bills anymore.”

**Family and Beyond**

Outside of work, Bre finds joy in the Alaskan wilderness with her partner Tom—whom she affectionately refers to as her “human”—and her two



“When working with a bunch of special needs children, you have to think on your feet and solve problems quickly, and you have to understand their capabilities,” Bre explains. “With cleaning, a lot of clients can’t do their cleaning—from depression to physical ailments. We come in and give them a clean space.”

**Service at the Forefront**

Bre is no longer cleaning homes daily. Instead, she meets customers for quotes and manages a team of 15.

“Our technicians are the heart and soul of the business,” Bre says. “If they are going through something, they come to me, we listen, and adjust to what we need. My staff comes first, period.”

Short-term rentals have recently become a bigger part of Cleaning’s A Breeze’s offering. They have specially trained technicians for those jobs, led by a specialist who oversees the job from walk-through to completion.

Cleaning’s A Breeze stands out as an innovator in the Alaska cleaning industry. It was the first company in the state to earn COVID-19 certification from the American House Cleaners Association. Cleaning’s A Breeze is also Alaska’s first certified Speed Cleaning company, which focuses on a highly efficient, top-to-bottom cleaning method. Additionally, Bre serves as the state representative for the International Sanitary Supply Association (ISSA), a global organization that connects and elevates cleaning professionals.

**“I WOULD HOPE THAT WHEN PEOPLE THINK OF CLEANING’S A BREEZE, THEY THINK OF**

*compassion.”*

children, Cindy (15) and Noah (5). Bre embraces the adventurous lifestyle Alaska offers.

“Get me in the woods, and I’m in my element,” she says.

From riding quads to foraging for plants and making herbal tinctures, Bre revels in Alaska’s natural beauty. She also maintains close ties with her extended family in Arizona, including her three adult stepchildren and three grandchildren.

Looking ahead, Bre imagines ever greater success for Cleaning’s A Breeze. For Bre, success is not defined by numbers alone but by the impact Cleaning’s A Breeze has on the lives of her employees and clients.

“I would hope that when people think of Cleaning’s A Breeze, they think of compassion,” Bre closes.



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# Master the Art of Negotiations

## 6 Timeless Principles to Get What You Want BY CHRIS STORY



“Negotiate this...” — Herb Cohen

Negotiation isn't just for high-stakes hostage situations or boardroom deals—it's a skill that permeates every corner of our lives. Whether you're haggling over a contract, persuading your toddler to eat vegetables, or wrestling with your own inner dialogue, negotiation is the thread that connects us to achieving what we truly want.

Legendary author Chester Karrass once said, “You don't get what you deserve in life; you get what you negotiate for.” This statement encapsulates the essence of success: knowing what you want and having the tools to claim it.

But how do you become a master negotiator? It begins by recognizing that negotiation is an art, one you can refine and practice daily. Here are six timeless principles to help you master the art of negotiations:

### 1. Prepare to Win

Every successful negotiation starts with preparation. Do you know what you want? Define your goals clearly and identify your non-negotiables. Preparation isn't just about rehearsing arguments—it's about understanding the landscape. Research the other party's needs, motivations, and potential leverage points. The better prepared you are, the more confident and flexible you'll feel when the unexpected arises.

### 2. Understand Human Motivation

At its core, negotiation is about people. To succeed, you must step into the other person's shoes and understand what drives them. Are they motivated by money, time, security,

or something deeper? By identifying these motivators, you can craft solutions that speak directly to their needs while advancing your own.

In high-stakes situations, the stakes are obvious—saving a life, for example. In everyday scenarios, motivations may be less apparent. Ask questions, listen intently, and use empathy as a powerful negotiation tool.

### 3. Flexibility is Strength

Negotiation isn't about rigid demands; it's about adaptability. Imagine you're negotiating for a raise, but your boss offers additional vacation days instead. Can you pivot to see the value in their counteroffer? Flexibility allows you to turn perceived obstacles into opportunities.

Remember, negotiation is rarely a zero-sum game. The more options you can generate, the better your chances of reaching a mutually satisfying outcome.

### 4. Patience Pays Dividends

One of the most underrated skills in negotiation is patience. In our fast-paced world, there's a tendency to rush decisions, but haste often leads to poor outcomes. Give the process time to unfold. Sometimes, the best moves are made in the quiet moments between offers. As the old adage goes, “Patience is not the ability to wait, but the ability to keep a good attitude while waiting.”

### 5. Win-Win is the Goal

The best negotiations leave all parties feeling like they've gained something valuable. This isn't just about being altruistic—it's smart strategy. When the other party feels satisfied, they're more likely to uphold their end of the deal and work with you

again in the future. Cultivate a mindset that seeks solutions where everyone benefits. A win-win outcome strengthens relationships and opens doors for future opportunities.

### 6. Always Have an Alternative

Never walk into a negotiation without a backup plan. Known as your BATNA (Best Alternative to a Negotiated Agreement), this fallback option provides you with leverage and peace of mind.

If you're negotiating a business deal and have another client waiting in the wings, you're less likely to settle for less than you're worth. A strong alternative gives you the confidence to walk away from bad deals—and sometimes, walking away is the best move you can make.

### Always Be Negotiating

In David Mamet's *Glengarry Glen Ross*, the mantra is clear: Always Be Closing. Let's take that one step further: Always Be Negotiating. Whether you're in a boardroom, a classroom, or your own kitchen, negotiation is a skill you use daily. The question isn't whether you're negotiating—it's how well you're doing it.

Jordan Peterson once noted that less agreeable individuals often negotiate harder for what they want. While you don't need to adopt an aggressive stance, you should approach negotiations with precision, purpose, and persistence. Life doesn't hand out rewards for compliance; it rewards those who are willing to ask, adapt, and persevere.

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# Fred & D'Ette Owen

REALTY ONE AURORA

STORY BY ZACHARY COHEN • PHOTOGRAPHY BY HEATHER DUNN, AMBIENCE PHOTOGRAPHY

## Real Estate & All That Jazz

From growing up on a tour bus to establishing herself as one of Alaska's most respected REALTORS®, D'Ette Owen's life is a remarkable blend of rhythm, resilience, and service. With a career spanning over two decades in real estate, D'Ette's journey is anything but ordinary.

### A Jazz-Filled Beginning

D'Ette's story began engrossed in the world of music. Her father, a jazz musician, spent much of his life on the road, and D'Ette grew up alongside him, living in hotels, casinos, and short-term housing.

"I didn't live in a house until I was seven," D'Ette recalls. "But I loved it—it was all I knew."

From ages 7 to 12, D'Ette's family settled in Denver, though summers were still spent touring. By age 14, her travels brought her to Alaska, where she attended high school. Music remained a central part of her life, and after graduating, she embarked on her own singing career, touring extensively.

When D'Ette had children, she briefly took them on the road but soon decided to prioritize stability over the itinerant lifestyle she'd always known. This decision led her back to Alaska, though her path took a few detours, including stints in Texas and Indiana, before she returned for good in 1999.

### A Career Born from Curiosity

D'Ette's initial foray into real estate was as a property manager—a role she took on because she wanted what she called a "real job." By the time she moved back to Alaska, she had worked her way up to managing 1,200 units and had earned every certification available in her field. Yet, something was missing.

"I was bored," D'Ette admits. "I had my real estate license because it was required for property management in Alaska, and I thought, 'Why not try selling real estate? It might keep me entertained for a while.'"

That decision in 2000 turned out to be transformative. "I had no idea that real estate would change monthly

and that I'd never be bored again," she says with a laugh.

Over the next 25 years, D'Ette built a career defined by a deep commitment to her clients and the community. Her leadership style—grounded in service—has set her apart. "I think I came out of the womb with leadership tendencies," she jokes. "Back then, they just called it bossy."

### Leading Through Service

For D'Ette, success as a leader isn't measured by titles or accolades but by the impact on others.

"Success is when you serve others so well that you're surprised to turn around and see a crowd behind you wanting to follow," she explains.



“  
This  
business  
isn’t owed  
to you.”

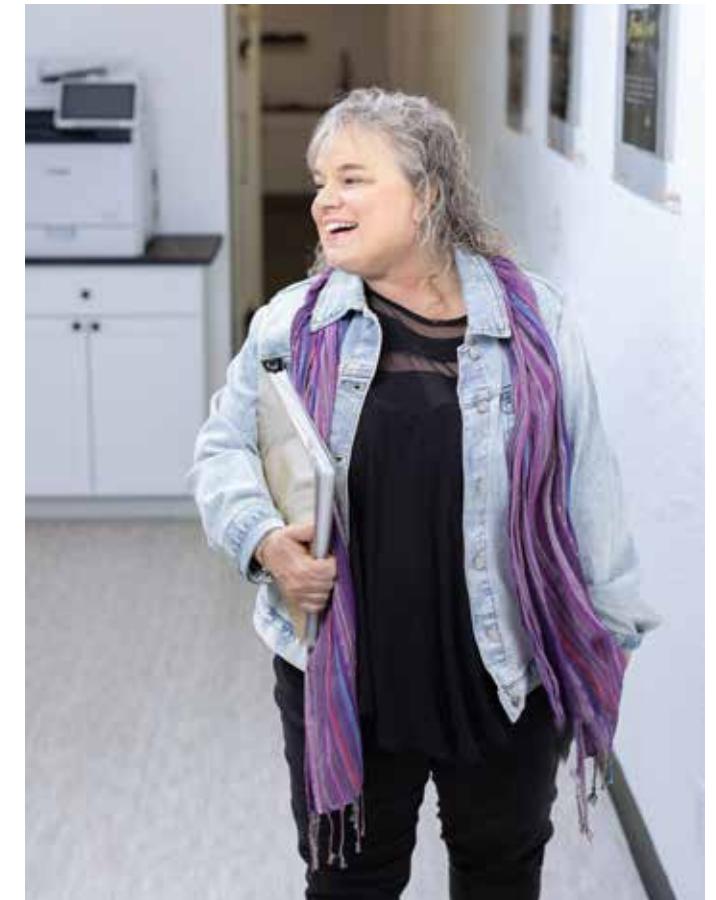


Her people-first philosophy extends to every aspect of her work. “I’m all about the people,” D’Ette says. “Money is good for the good it can do, but relationships are what matter—whether it’s with clients, co-brokers, contractors, or vendors. I thrive when I can serve.”

As the founder of The Rise Realty Group at Realty One Group, D’Ette is passionate about empowering clients

to achieve their dreams of homeownership. “Helping people build generational wealth and guiding first-time buyers to close on their first or even fifth property—that’s what drives me,” she says.

Her dedication has not gone unnoticed. Among her many accolades, two stand out: the Anchorage Board REALTOR® of the Year award and the Keller Williams Cultural Icon award. “These mean the most



to me because they’re about good business, good behavior, and giving back,” D’Ette says. “Those are the things that matter.”

#### A Family of the Heart

While D’Ette has achieved remarkable success professionally, her greatest pride lies in her family. She and her husband, who is also a REALTOR®, have three biological sons and a deeply unique legacy: they have taken guardianship of 18 teenagers over the years.

“There was a time I wanted 12 kids,” D’Ette says. “But after having three, I was diagnosed with cancer and couldn’t have more children. I think that was God’s way of making room for the kids who really needed a home.”

Most of the teens they welcomed into their family were friends

of her children, kids in trouble or facing difficult circumstances. “I could feel their need,” D’Ette says. “I knew that if I could pour some love into them, I could make a difference.”

D’Ette ensured these teens had a safe place to stay, support to finish school, and, most importantly, time to heal. “Sometimes they stayed for six months, sometimes for years,” she explains. “We worked to help repair their relationships with their parents through counseling and support.”

D’Ette even chronicled her experiences in a book titled *The Making of Momma Dee*. “I wanted these kids to know the story,” she says.

Today, D’Ette has 15 grandchildren—her “littles,” as she lovingly calls them—who fill her heart with joy. Tragically, in 2024, she lost her middle son, Luke, in a motorcycle accident. The loss was devastating, but D’Ette’s faith and family have been her anchors.

#### A Life of Passion and Purpose

Despite her busy career, D’Ette finds time for the things she loves: playing with her grandchildren, traveling, going on mission trips, and throwing unforgettable parties. She still performs occasionally, keeping her musical roots alive.

Her commitment to giving back extends to her industry. “I believe you have an obligation to pour back into the industry that feeds

you,” D’Ette says. “Having a voice in what impacts you requires leadership.”

She encourages new REALTORS® to embrace the challenges of the profession with grit, heart, and a willingness to learn. “This business isn’t owed to you,” she says. “It’s earned through hard work and tenacity.”

As she reflects on her journey, D’Ette hopes her legacy will be one of service and love. Through music, motherhood, and real estate, she has touched countless lives, leaving an indelible mark on her community and beyond.

“I love that my team, my kids, and my grandkids are already carrying this legacy farther than my husband and I ever could alone,” she closes.



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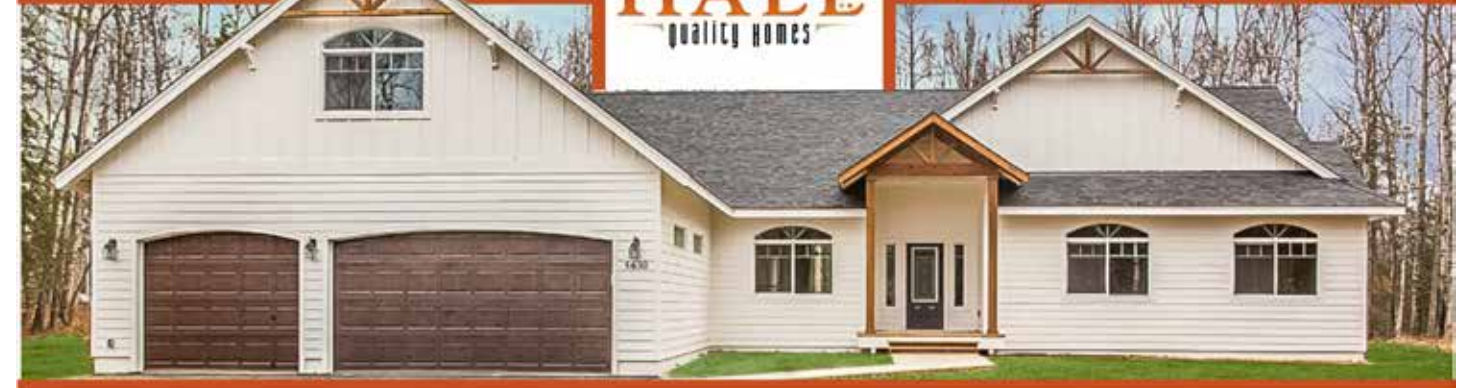
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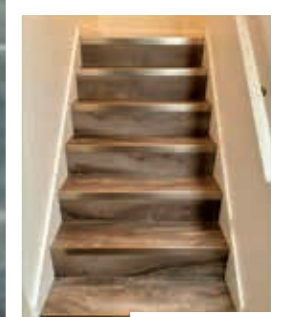
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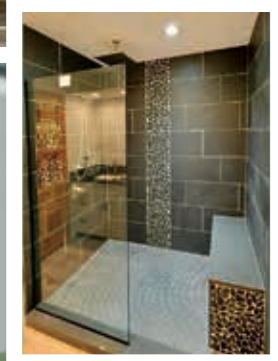
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# Heather FERGUSON

STORY BY MADDIE FULLER  
PHOTOS BY MEGAN LEE PHOTOGRAPHY

Century 21 Gold Rush

## Happy, Thankful, and A Little Bit Snarky

In the whirlwind world of real estate, few stand out like this traditional influencer from Century 21 Gold Rush. With 27 years of experience, an average of 36 transactions a year, and \$8 million in total volume annually, she's built not just a career, but a life. A born leader, she's as passionate about her community and her people as she is about her clients. And her story? It's filled with humor, hiccups, and a whole lot of heart.

### The Spark That Started It All

It all began with a chance encounter. She was working the dressing room at a clothing store when Mary Mayberry, with her sweet southern drawl, asked, "Do you want to work for me this summer?" Little did she know, that simple question would change everything. "I now know," she laughs, "if you ever meet someone wonderful in retail or food service, steal them right away!" That summer turned into a lifelong passion for real estate. Looking back, she credits Mary's faith in her as the catalyst that opened doors she never imagined possible. It taught her the importance of taking chances and believing in the potential of others—a lesson she carries with her to this day.

### Finding Her Footing in Leadership

Leadership wasn't something she planned—it was something she was drawn to. Inspired by the influential leaders who came before her, she saw how they made an impact and felt compelled to embody that persona. Over the years, she's done just that, mentoring newer licensees, advocating for real estate professionals, and pouring her energy into her community. She believes leadership is about lifting others up and opening doors, ensuring the next generation has the tools, the understanding and the opportunities to thrive.

Her passion for supporting others is evident in the untold hours she's spent volunteering, serving on boards, and sharing her knowledge with the next generation. She firmly believes that great leadership isn't about personal accolades but about the ripple effect of empowering others to succeed.

Her accolades include being one of the founding board members of the Fairbanks Children's Museum, a two-time GFBR REALTOR® of the Year, GFBR Affiliates REALTOR® of the Year, and receiving countless awards for her volunteerism and leadership. Her vibrant presence shines when she's on stage, whether leading large community events or making memorable appearances, like being the first female Celebrity Roastee for United Way of the Tanana Valley. Her unique blend of humor and impromptu flair captivates audiences, seamlessly combining laughter with leadership at gatherings large and small.



### Family, Community, and Gratitude

Raised in Fairbanks and West Virginia, her life has been a blend of love, lessons, and more lessons. She has two amazing kids and real estate gave her the flexibility to prioritize her family while staying deeply involved in community efforts.

“My world was my career, my kiddos, and my community,” she says. Now, with grown children and a stable career, her life looks different and is just as fulfilling. She’s surrounded by a tight-knit “girl gang” and cherishes her clients and friends. She’s learned to embrace this new chapter with grace, finding joy in her independence and the relationships she nurtures. “I’m incredibly blessed,” she adds, crediting her daily practice of gratitude for keeping her grounded. “I try to hunt for the good every day.”

Her love for Fairbanks runs deep. From the close-knit community to the ability to make a tangible difference, she treasures the unique charm of her hometown. Whether it’s volunteering, advocating for local causes, or simply connecting with neighbors, her commitment to Fairbanks shines through in the things she does. She’s also quick to point out how the local community has



given back to her, inspiring and pushing her to strive harder and do more for the place she calls home. Her passion for Fairbanks is another weave of the golden heart community.

### The Heart of Great Leadership

When it comes to leadership, she believes it’s about being engaging, inclusive, and an active listener. And, of course, a good sense of humor doesn’t hurt. “I am totally funnier than most of my counterparts in the industry” she jokes, showcasing the relatability that makes her so beloved. She strives to lead with authenticity, a quality that resonates with those around her.

She’s especially proud of her team work advocating for property ownership rights. One of the Alaska REALTORS® biggest and most recent wins was championing the cause to eliminate transfer fees in municipalities in Alaska, a move that makes homeownership more accessible and affordable. “That’s why I’m so proud to be a REALTOR®. We work together to make a real difference for our clients and communities.” This collective advocacy is a cornerstone of her career, reminding her daily of the power of teamwork and persistence. Her ability to work collaboratively with local leaders and policymakers has made her a trusted voice in the industry.

Her leadership philosophy is centered on connections and vision. She believes that every great leader needs to not only inspire but actively listen to the needs and concerns of others. This approach has shaped her interactions with clients, colleagues, and her community, earning her the respect of most she encounters.

### Balancing Work and Life

After nearly three decades in the industry, she’s learned to prioritize what matters most. “Whatever my priority is for the day, month, or season, I try to make sure that comes first,” she says. But she’s also learned to give herself grace when things don’t go as planned. Her ability to stay flexible, pivot, and keep her sense of humor intact has been key to navigating the ups and downs of life.

When she’s not working, she’s entertaining friends, gardening, cooking, traveling, or simply laughing with



her people. These moments of joy fuel her energy for the demanding world of real estate. She finds balance by focusing on activities that bring her happiness, whether that’s hosting a dinner party, digging her hands into the soil, or planning her next adventure. A passionate cook, she often gathers friends and family for meals that showcase her creativity and love for hospitality. Traveling, too, has become a meaningful way for her to recharge and gain new perspectives. Each trip adds a new layer of inspiration to her life, further fueling her passion for growth.

### Facing Challenges and Building a Legacy

Despite challenges, she remains committed to inspiring others, particularly when it comes to advocacy within their associations. She wants to leave the real estate industry better than she found it, paving the way for future leaders to step into their power. Her advice to new agents? “Shadow, shadow, shadow!” She encourages them to learn from seasoned professionals and immerse themselves in the business. “Start as an assistant if you can. Notice what you like and don’t like—it’ll shape

how you grow.” Her mentorship style emphasizes authenticity and perseverance, two traits she believes are essential for success. She’s also a firm believer in paying it forward, often taking time to support young agents who remind her of where she once started. Her advice also emphasizes patience, reminding new agents that real estate success doesn’t happen overnight but through consistent effort and learning.

### A Life Full of Gratitude

Above all, she’s grateful for the people and experiences that have shaped her. From her “badass adult children”, her beautiful mother and late father to her close friends and extended family, they all add to the rich tapestry of her life, offering love and support through every twist and turn.

“I love this community I live in,” she says. “I love its size and being able to make a difference, coming together with friends to build or change things.” Even her hobbies reflect her vibrant personality—whether she’s hosting a dinner party or flexing her past national arm wrestling champion skills (yes, you read that right!), she’s all in. She believes that every challenge and triumph has brought her to this moment, one filled with gratitude and purpose.

### Looking Ahead with Purpose

As she reflects on her journey, one quote stands out: “Gratitude turns what we have into enough.” This recent philosophy has guided her through challenges and triumphs, shaping her into the leader she is today. Her nearly daily practice of gratitude in recent years keeps her focused on what truly matters, allowing her to approach life with optimism and resilience.

Through her humor, passion, and unwavering dedication, she is leaving a memorable mark on the Fairbanks real estate industry, her community, and everyone fortunate enough to know her. And as she continues to inspire the next generation of REALTORS®, her legacy is sure to endure for years to come. Whether she’s mentoring a young licensee, advocating for policy changes, or simply sharing a laugh with a client, she embodies the heart and soul of real estate.



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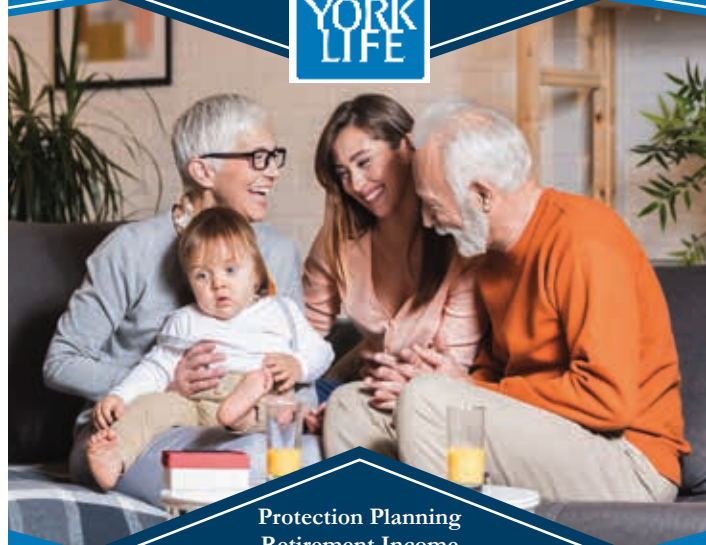


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## 2025 ALASKA REALTORS® BOARD OF DIRECTORS

The Alaska REALTORS® organization thrives on leadership, and the 2025 Board of Directors is a testament to the power of volunteer service. These individuals step up to guide our organization, advocate for the real estate profession, and foster a culture of growth and collaboration.

Volunteer leadership is vital to our success—it's where passion meets purpose. These leaders dedicate their time and expertise, not for recognition, but to strengthen our industry and the communities we serve.

Here's to a year of vision and progress with the 2025 Alaska REALTORS® Board of Directors leading the way!



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