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Johnathan Jimenez **22**
COVER STORY

Contents

PROFILES



12 Shannon Stallings



16 Grace Moving Company

IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 Top Agent feature: Shannon Stallings
- 16 Partner Spotlight: Grace Moving
- 22 Cover Story: Johnathan Jimenez
- 28 Compliance Corner

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In the Middle of It All



How is it already July? I feel like summer just started and somehow we are already halfway through the year. Between the heat, packed schedules, events, vacations, and business continuing to move full speed, this season always flies by.

June was a fun month for us at 209 Real Producers as we hosted our second annual Mercedes-Benz event in Stockton alongside BAC Community Bank. It was great seeing so many familiar faces come together again for a night focused on connection, conversation, and celebrating the people who make up this industry. Huge thank you to everyone who came out and to all of the partners who helped make the night happen.

This month's issue highlights people and businesses who have built their success through hard work, resilience, and relationships.

On the cover, we feature Johnathan "JJ" Jimenez, whose story is deeply tied to the Central Valley and the work ethic that comes with it. From agriculture and land to residential and commercial real estate, JJ has built an impressive business while staying grounded in family, relationships, and the community around him.

We also share the story of Shannon Stallings, whose journey into real estate came through rebuilding during one of the hardest seasons of her life. Her story is honest, inspiring, and a reminder that success doesn't always come from a perfect path.

This issue also features Grace Moving Company, a business that has spent nearly three decades serving people with compassion and care during some of life's biggest transitions. Their story is a great reminder that how you treat people matters just as much as the service you provide.

As always, thank you to everyone who continues to support 209 Real Producers. I hope you enjoy this month's issue and find some time this summer to slow down and enjoy it a little too.

See you next month,

Isabel Sweet
Publisher, 209 Real Producers

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Shannon STALLINGS



For Keller Williams agent Shannon Stallings, success is rooted in faith, perseverance, and the ability to rebuild. Her journey into real estate did not come during a season of stability, but during one of the hardest periods of her life.

Before real estate, Shannon worked in the medical field as a medical assistant and quality licensing specialist. She had built a stable career until serious health challenges changed everything. During that difficult season, she lost the career she had worked so hard for along with her home, car, and nearly everything she owned. Starting over meant borrowing her mother's car just to get to showings while trying to rebuild her life from the ground up.

Built Through the Fire

"I hit rock bottom," Shannon says. "But that's where everything shifted."

Real estate became more than a new career. It became an opportunity to rebuild while continuing to serve others in a meaningful way. What first drew her to the industry was the flexibility and the ability to help people through some of the biggest moments of their lives. Over time, she found a deeper sense of purpose through the relationships she built and the impact she was able to make.

Fifteen years later, Shannon has built one of the most respected businesses in her market. She has been recognized among the Top 1% in the Northern California and Hawaii region, named a Top 100 agent with Gary Keller, and earned recognition as a top individual producer.



“

I believe success comes from a deeper place. **Gratitude, love, peace, joy, forgiveness.** Everything else is just a bonus.”

spiritual wellbeing, the work aligns closely with the mission she carries into every part of her life. For Shannon, wellness is not just about health. It is about helping people become the best version of themselves.

“I believe success comes from a deeper place,” she explains. “Gratitude, love, peace, joy, forgiveness. Everything else is just a bonus.”

Faith has remained at the center of Shannon’s journey. She credits both her relationship with God and the mentors who guided her through difficult seasons for shaping the woman and leader she is today. That perspective has also shaped the way she approaches her clients, always focusing on trust, care, and genuine connection.

Outside of business, Shannon’s life revolves around family, wellness, and continued growth. She and her husband, a well known general contractor in Lodi, enjoy traveling, learning, and spending time with their daughters, Ashlyn and Chyanne, along with their bonus daughters, Samantha and Danielle. Whether helping clients create financial freedom through real estate or encouraging others through coaching and wellness, Shannon approaches life with the same mindset that carried her through her hardest chapter: lead with integrity, continue growing, and never lose sight of what matters most. ▣

Still, the accomplishments she values most are not tied to awards or rankings.

Through her experiences, Shannon developed a passion for coaching, leadership, and personal growth. As a transformational coach, she focuses on helping others recognize their potential while leading with empathy, honesty, and connection. Whether working with clients or mentoring other agents, she believes leadership starts with authenticity and the willingness to help others grow.

That passion eventually expanded beyond real estate and into wellness. Today, Shannon also runs a wellness center where she creates space for healing, growth, and personal transformation. From hosting retreats to helping others focus on their mental, emotional, and



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Grace Moving Company



Grace Moving Company has spent nearly three decades proving that moving is about far more than boxes and trucks. Built on compassion, trust, and genuine care for people, the company has become a staple in the Central Valley and beyond, serving families, businesses, seniors, and communities with a personal touch that continues to set them apart.

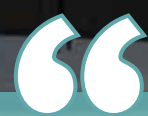
Owners Patrick and Sally Bolger never originally planned to start a moving company. At the time, Sally was working as the Marketing Director for a large retirement community in Modesto, coordinating hundreds of moves each year. Through that experience, she saw firsthand how important kindness, patience, and communication were during major life transitions, especially for seniors and their families.

“One day, a mover didn’t show up for a 102-year-old woman who absolutely had to be moved out,” Sally recalls. “My husband happened to have the day off work, so I asked my boss if he could rent a truck and help her move.”

At the end of the day, the woman and her family were overwhelmed with gratitude.

“They kept saying he was so kind and compassionate and that it was the best moving experience they’d ever had,” she says. “At that time, there really weren’t moving companies

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Moving is stressful, emotional, and overwhelming for a lot of people. We try to go above and beyond whenever we can.

catering specifically to seniors, and that was the lightbulb moment.”

That single move became the beginning of Grace Moving Company.

What started as a senior-focused moving service has since grown into a full-service operation with 11 trucks, around 40 employees, and multiple locations serving communities throughout California and beyond. Today, Grace Moving handles residential and commercial moves, local and long-distance relocations, packing and unpacking services, and even large-scale projects like the Fresno County Library move currently underway.

Along the way, the heart behind the company has never changed.

“We always want people to feel cared for,” Sally says. “Moving is stressful, emotional, and overwhelming for a lot of people. We try to go above and beyond whenever we can.”

That philosophy is reflected not only in the way they treat customers, but in the culture they’ve built internally. Many employees have been with the company for years, with some staying more than a decade. One story that still sticks with Sally involved an elderly client who had just moved into a retirement

community. Later that evening, he called the office feeling overwhelmed and anxious about unpacking. “He asked if there was any way someone could come back that night,” Sally says. “Our supervisor in Fresno immediately volunteered to go help him.”

Before arriving, the client asked if he could also bring him a burger and fries because he was hungry. “And he did,” Sally laughs. “That’s just who we are. Those are the kinds of people we want working here.”

That commitment to service recently earned Grace Moving one of the industry’s highest honors. Out of more than 350 agents nationwide, Grace Moving was named Agent of the Year by Wheaton Worldwide Moving based on customer satisfaction surveys and performance.

“For me, that was huge,” Sally says. “Because it’s based on real customer experiences. It means people truly felt taken care of.”

Outside of work, Patrick and Sally enjoy camping, traveling, and spending time with family, especially with their grandson, who they proudly admit has become “the center of their world.” Whether it’s spontaneous trips to places like Nice, France, weekends camping near Santa Cruz and Tahoe, or visiting family in Sonora, relationships remain at the center of their lives both personally and professionally.

Their connection to the local real estate community is another major part of the company’s story. If you’ve attended local industry events around the Central Valley recently, there’s a good chance you’ve crossed paths with Matt Simoni from Grace Moving. Known for building genuine relationships throughout the community, Matt is often out connecting with agents, attending events, and supporting the real estate world alongside the Grace Moving team.

Nearly 28 years after that very first move, Grace Moving continues to prove that the best businesses are built not only on hard work, but on heart. ❖

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JOHNATHAN Jimenez



Photos taken at American Almond Company

Rooted in the Valley

LONG BEFORE THE COMMERCIAL DEALS, RANCH PROPERTIES, AND AGRICULTURAL LAND TRANSACTIONS, JOHNATHAN JIMENEZ WAS GROWING UP IN THE COUNTRY WATCHING HIS DAD WORK LONG HOURS ON A DAIRY. LIFE LOOKED A LITTLE DIFFERENT OUT THERE. EARLY MORNINGS CAME STANDARD. SUMMERS MEANT WORKING IN FIELDS. LONG DRIVES INTO TOWN, SPORTS PRACTICES AFTER LONG DAYS, AND LEARNING EARLY THAT HARD WORK WAS SIMPLY PART OF LIFE.

Today, more than ten years into real estate, Johnathan has become one of the area's top producing agents, building a business that spans residential, agricultural, commercial, and development properties throughout the Valley. Over the years, he has earned Top Producer recognition year after year, Platinum Award status at RE/MAX, multiple Paramount Awards, and recently ranked Top 10 company wide within his brokerage.

But while the numbers are impressive, they only tell part of the story.





Around the office, many people know him as JJ, someone who manages to stay driven and competitive while also keeping things light. He has an easygoing personality and a natural energy that people gravitate toward. Whether he is talking business, out on a property, or spending time with friends and family, he tends to carry the same upbeat attitude everywhere he goes.

At the same time, there is a strong sense of discipline behind the way he operates.

Growing up, sports became one of his biggest outlets. At Waterford High, he competed in soccer, wrestling, and cross country while also serving as Vice President of his class each year. Wrestling taught him how to stay composed under pressure, while cross country built the endurance and mental toughness that would later carry into business.

Years later, that same mindset still shows up everywhere in his life.

Johnathan has trained jiu jitsu for six years and won gold at the American Open Jiu Jitsu Championship in 2022 as a white belt. Outside of work, he spends much of his time outdoors riding enduro dirt bikes through the mountains, trout fishing, snowboarding, spearfishing, or heading to the cabin with his family whenever he gets the chance.

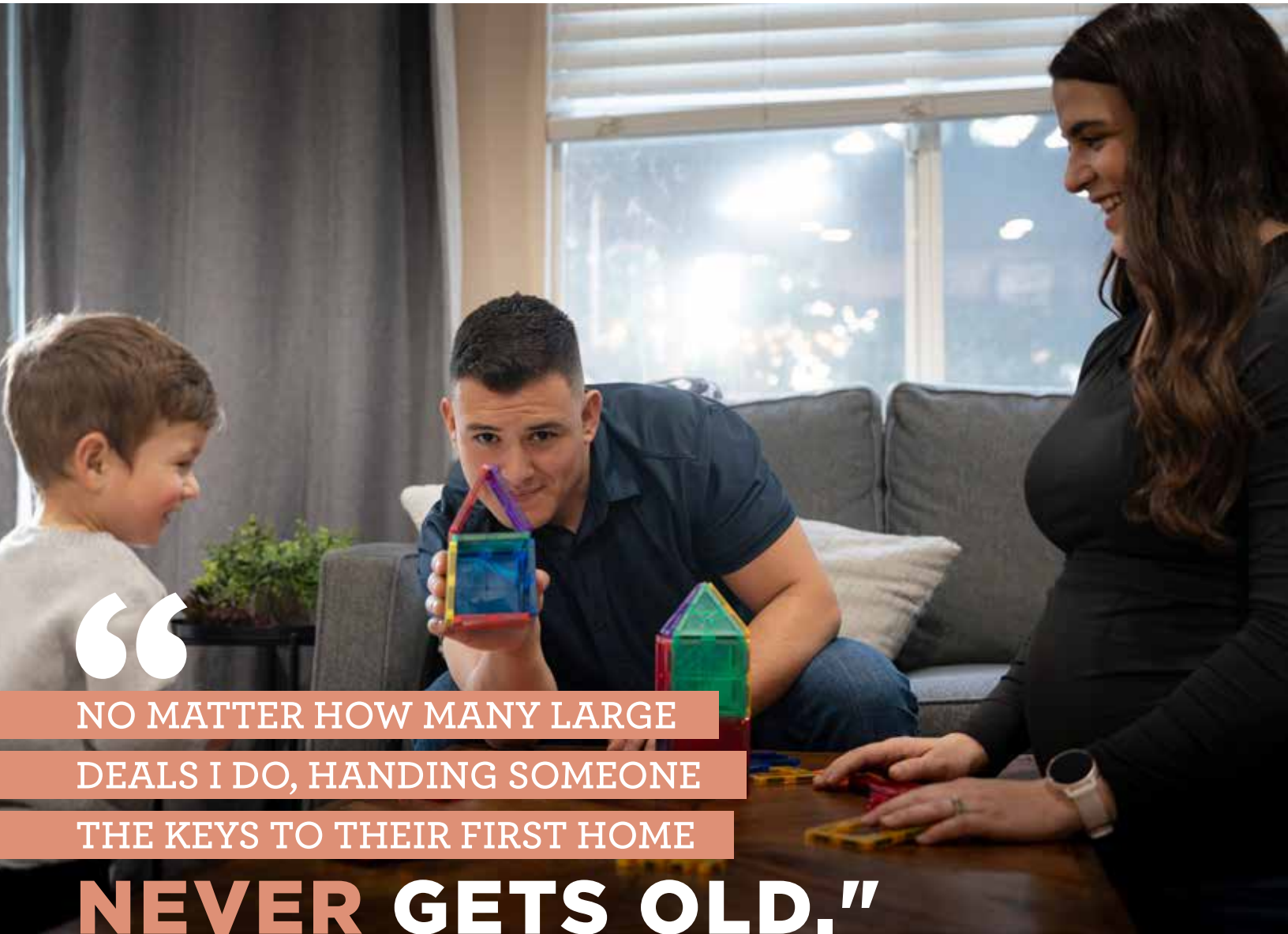


He genuinely enjoys challenge, movement, and being outside. In many ways, it makes perfect sense that he gravitated toward agricultural and land real estate. Much of his business today revolves around ranch properties, commercial projects, and development throughout the Central Valley, work that combines strategy, negotiation, and a deep understanding of the land itself. “There’s always something new to learn,” he says

about commercial and agricultural real estate. “Every deal is different.”

That problem solving aspect is part of what keeps him motivated. He enjoys the complexity behind larger transactions and the process of piecing together moving parts to make a deal come together. At the same time, some of the moments that still mean the most to him are often the simplest ones.

“No matter how many large deals I do, handing someone



“

NO MATTER HOW MANY LARGE DEALS I DO, HANDING SOMEONE THE KEYS TO THEIR FIRST HOME NEVER GETS OLD.”

the keys to their first home never gets old,” he says.

That feeling is personal for him.

Growing up, his family moved often, sometimes just as a place finally began to feel permanent. Because of that, homeownership became something much bigger than real estate itself. It represented stability, pride, and the ability to create roots of his own.

Exactly two years after beginning his career in real estate, Johnathan purchased his first home. Today, he

still lives there with his wife of seven years, their two year old son, and another baby boy due this July.

Becoming a husband and father shifted his perspective on success. While he remains highly driven professionally, he also places a huge emphasis on balance and being present at home. One lesson that has stayed with him over the years came from mentor Fred Miller, who often reminds him that there are no true emergencies in real estate, advice that has helped him stay level headed and grounded in an industry that can easily consume people.

When he is not working, some of his favorite moments are the quieter ones spent outdoors with family, fishing, riding bikes, hiking, or simply slowing down for a while at the cabin. Looking ahead, Johnathan hopes to continue growing within the agricultural, commercial, and development side of the industry while contributing to projects that positively shape the future of the Valley.

His story feels deeply connected to the place where it all started. The long days. The outdoors. The discipline. The agriculture. The strong sense of family. It is the kind of lifestyle that shaped him early and continues to influence the way he approaches both business and life today. ❏

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You Think You're Helping Your Client, But....

Most agents don't set out to do the wrong thing. In fact, the biggest compliance issues seldom come from bad intentions; they come from agents who are genuinely trying to be helpful. But good intentions do not equal good representation.

Sometimes what feels like helping is actually creating risk for your client and for you.

Softening the Situation Instead of Explaining It

It often starts with how we communicate. In an effort to keep things calm or positive, agents will say things like, "This should be fine," or "It's pretty standard" or "The inspections look normal to me." While that may feel reassuring in the moment, it can also minimize real risks.

Our job is not to make situations sound comfortable, it's to make sure our clients understand what they're agreeing to so they can make informed decisions. Tell them the truth, they can handle it!

Stepping Outside Your Lane

Another common issue is stepping outside our lane. Wanting to be valuable, agents sometimes offer opinions on repairs, legal terms, or even tax implications. Sometimes agents help by painting the house, fixing a fence or doing an estate sale. That's where liability begins.

Helping doesn't mean having all the answers! It means guiding your client to the right professionals



BY ALVENA MARYAM SAFAR, DRE 01509140, BROKER/OWNER OF CALPRIME REALTY & VICE CHAIR OF THE C.A.R. STANDARD FORMS ADVISORY COMMITTEE

who do. And trust me, they will be appreciative that you set them up with reputable professionals.

Negotiating Like a Bully Doesn't Help Your Client

There are few things I like less than a bully. There's a difference between being a strong negotiator and being a difficult one. Pushing aggressively might feel like you're advocating for your client but it can actually work against them.

Effective negotiation isn't about pressure, it's about strategy. It's knowing when to push, when to explain, and when to work toward a solution that actually gets your client to the finish line.

Your job isn't to "win" the negotiation. Your job is to protect your client's position while keeping the transaction moving forward.

When It's Not Written, It's a Problem

Then there's documentation. So many issues arise from things that were "discussed" but never clearly written. When agents rely on conversations or

assume it will sort itself out, they leave too much room for interpretation.

If it's not clearly documented in the contract, it doesn't exist in a way that protects your client. Yes, that includes personal items included or excluded.

Remembering Your Role

At the end of the day, it comes down to understanding your role. You are not just a facilitator or a salesperson. You are a fiduciary. That means providing full disclosure, offering honest guidance, and always protecting your client's interests.

Final Thought

Most mistakes in this business come from moving too quickly, making assumptions, or trying to make things easier instead of clearer.

Clarity is what protects everyone involved. If we have learned anything over the past few years, it is that clarity and transparency always are best practices.

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