

PERMIAN BASIN

JUNE 2026

# REAL PRODUCERS<sup>®</sup>



Partner Spotlight  
**MICHELLE  
RODRIGUEZ  
AGENCY**



# Dynamic Dads

Featuring Jacobe Kendrick,  
Lance Welch, & Daniel Montoya

CONNECTING. ELEVATING. INSPIRING.



HIGH DEFINITION PHOTOS & WALKTHROUGH VIDEO  
AERIAL PHOTOS | 3D TOURS  
SUPRA ACCESS | QUICK TURNAROUND



(432) 210-4199 | [thestonesphotofilm.com](http://thestonesphotofilm.com) 

# Contents



Dynamic Dads **11** COVER STORY

## PROFILES



**6** Farmers Insurance



## IN THIS ISSUE

- 4** Meet the Team
- 5** Preferred Partner Index
- 6** Partner Spotlight: Michelle Rodriguez Agency
- 12** Dynamic Dads: Daniel Montoya
- 16** Dynamic Dads: Jacobe Kendrick
- 20** Dynamic Dads: Lance Welch

If you are interested in nominating people for certain stories, please email us at: [stephanie.miller@n2co.com](mailto:stephanie.miller@n2co.com)

# Meet The Team



**Stephanie Miller**  
Owner/Publisher  
Advertising Sales



**Madison Coble**  
Editor in Chief



**Carolyn Foley**  
Ad Strategist



**Elizabeth McCabe**  
Writer



**Jayton Miller**  
Writer



**JC & Seila Stone**  
Photographer  
The Stones Photo + Film



**Lily El Ghemary**  
Photographer  
Luxiana Imagery



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## CLEANING SERVICES

**TidyUp! Professional Cleaning Services**  
(432) 701-2112

## CARPET / FLOORING CLEANING

**2 Dudes Carpet Cleaning**  
**Dexter Allred & Marcus Nichols**  
(432) 425-6976  
2dudescarpetcleaning.com

## FLOWERS / GIFTS

**JoAnn's on 5th**  
**Joann Acosta**  
(432) 310-9539  
joannson5thflowers

## HOME & PROPERTY INSPECTIONS

**Sheba Services LLC.**  
**James Lyons**  
(432) 894-0080  
sheba-services-ll.ueniweb.com

## HOME WARRANTY

**Achosa Home Warranty**  
**Kala Wyatt**  
(888) 509-2916

## HVAC SERVICES

**Elite Air LLC**  
**Jimmy Rogers**  
(432) 260-1523  
eliteairofwesttx.com

## INSURANCE AGENCY

**Goosehead Insurance**  
**Rodney Hooper**  
(214) 546-5162

**Michelle Rodriguez Agency**  
(432) 813-5698

## MORTGAGE

**Benchmark Mortgage**  
**Rodger Horton**  
(432) 897-4577

**loanDepot**  
**Olga Olivas-Coe**  
(432) 214-8707  
www.loandepot.com/olgacoe

**Directions Home Loan**  
**Rhonda Brisbin**  
(432) 528-6870  
www.directionshomeloan.com

**Guarantee Rate**  
**Shane Dixon**  
(432) 349-7675  
apply.rate.com

## Loan Originator

**Lacie Lee**  
(817) 729-6247  
friendleeloans.com

**Prime Lending Midland**  
**David Wade**  
(432) 689-2559  
lo.primelending.com/dwade

**Prime Lending Odessa**  
(432) 550-2011  
lo.primelending.com/odessa

## MOVING / PACKING

**IYM (It's Your Move)**  
**Angela Galan**  
(432) 210-3138  
www.itsyourmovetexas.net

## TITLE & ESCROW

**Lone Star Abstract & Title Co Inc**  
(432) 683-1818  
www.lonestarabstract.com

**Stewart Title Company**  
**Ruby Kamali**  
(432) 687-3355

**True Title**  
(432) 241-8649  
www.truepermian.com

**Success** **Relationship** **Dynamic** **Excellence** **Positive Attitude**

Benchmark Mortgage is committed to serving our clients, partners and the West Texas community by providing an exceptional value-minded mortgage experience. Borrowers have more options than ever for mortgage financing, so we set ourselves apart by providing in-person availability while utilizing our depth of financial experience to utilize mortgage financing as a tool to help borrowers realize their financial goals and build wealth.

Benchmark Mortgage realizes that no two borrowers are the same, so we treat each one individually by getting to know the short- and long-term needs of each borrower before presenting a financing strategy. In addition to lending strategies, we provide each borrower with certainty that allows them to confidently navigate the market without fear of not making it to the closing table.

*Melanie Horton*  
*Tracy Robinson* NMLS #424400  
*Rodger Horton* NMLS #486104  
*Jamie Pruitt* NMLS #2027909  
*Cole Edwards* NMLS #1813448

**Stronger Together, Never Quit**

**BENCHMARK MORTGAGE**  
Ask For The Financial Services, LLC NMLS #4121

Ask For The Financial Services, LLC NMLS #4121 is a member of the Benchmark Mortgage Group. This advertisement is for general information purposes only. Some products may not be available in all licensed locations. Information, rates, and pricing are subject to change without prior notice of Ask For The Financial Services, LLC. All loan programs subject to borrower's meeting appropriate underwriting conditions. This is not a commitment to lend. Other restrictions may apply. ©2024 Benchmark, LLC.

# Meet Michelle Rodriguez

with Farmers Insurance

## Where Peace Of Mind Meets Real Protection

BY BETH MCCABE  
PHOTOS BY LUXIANA IMAGERY

Peace of mind isn't something you can hold in your hands, but when life takes an unexpected turn, it's priceless.

For Michelle Rodriguez, that peace of mind is exactly what she delivers. For the past decade, she has built her career with Farmers Insurance, serving clients across the entire state of Texas with a simple but powerful principle: people deserve to understand what they're buying as well as feel confident in it.

"I have very high standards when I deal with people," Michelle explains. "And my customers have those same standards."



Insurance isn't just about selling policies. It's about education, clarity, and trust. Michelle makes sure her clients know exactly what their coverage means, what it protects, and how it fits their lives. No confusion. No guesswork. Just informed decisions and real protection.

And that level of care makes all the difference when it matters most.

One Fourth of July, Michelle was scrolling through Facebook late at night when something stopped her cold: a house fire. Then came the realization: it belonged to one of her clients, who were out of town in Mexico at the time. Without hesitation, she jumped into action. "I got to the location while it was still smoking," she recalls.

Before her clients even made it back home, Michelle had already helped secure funds, arranged a hotel stay, and began walking them through the next steps. She stayed for hours, helping them process what they had lost and what came next. Today, that same family is settled into a bigger and better home, moving forward with confidence. That's the power of an insurance policy from the Michelle Rodriguez Agency.

Moments like that define Michelle's approach. Insurance may not be glamorous, but for her, it's deeply personal.

"Nobody loves insurance," she says with a smile. "But I love my job. I love helping people. I care about their lives, their things, and making sure they're protected properly."

That passion for helping people naturally expanded into real estate. Three years ago, Michelle became a licensed REALTOR®, adding another layer to how she serves her clients. Now, she's able to guide them not only in protecting their homes, but in finding them. It's a natural fit.

"I've been able to help existing clients with their homes," she says. "And I'm really looking forward to growing that side of my business." Her dual expertise gives her clients a unique advantage, someone who understands both the emotional and financial sides of homeownership, from purchase to protection.

But Michelle doesn't stop there. She's also known for hosting "lunch and learns," partnering with lenders and real estate professionals to educate others in the industry. Whether it's underwriting, policy types, or navigating today's evolving insurance landscape, she creates customized classes that bring clarity to complex topics.

"Education is the number one thing I love," she says. It's also where she offers one of her biggest pieces of advice to real estate agents: don't wait.

"The minute you put in an offer, tell your client to shop for insurance," she emphasizes. "There are areas now where coverage is harder to get, or more expensive. Waiting until the last minute can create real problems."

Her insight comes from experience, and from staying deeply connected to the ever-changing market.

#### **A Wonderful Life**

Outside of work, Michelle's life is just as full. Her home is a lively mix of animals and personality, including chickens, a donkey, a horse, three dogs, and one very special office companion: Mr. Bean, her three-year-old wiener dog who proudly holds the title of Employee of the Month.

Before insurance, Michelle spent 15 years as a personal trainer, a career that required discipline and determination. That same drive now fuels her business today. "It takes a different kind of person to be self-employed," she says. "You have to motivate yourself every single day."

And she does, continually pushing herself to grow, learn, and build stronger relationships. "I'm always looking to expand my knowledge and be a better agent for my customers," she says. "We can always improve."

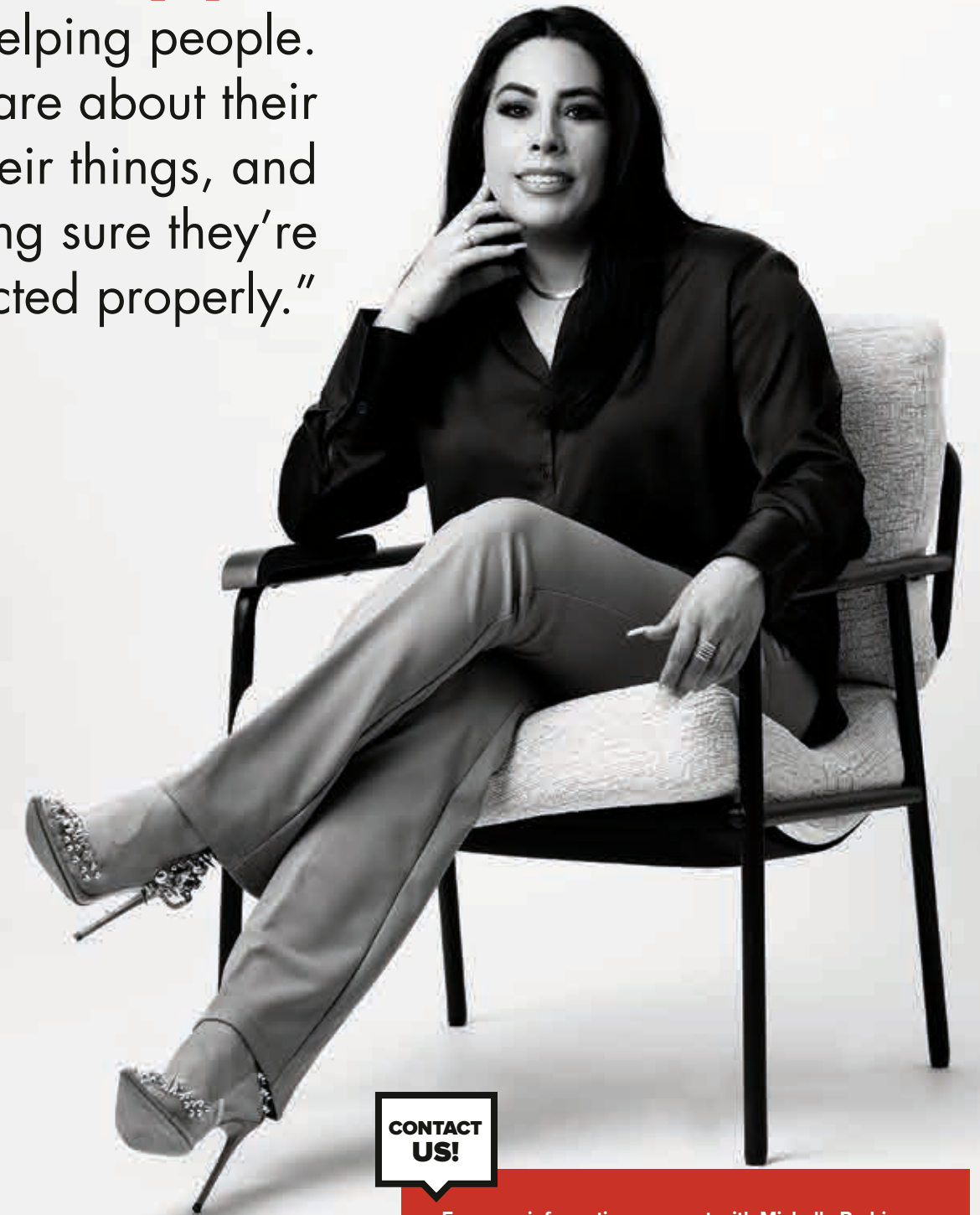
Along the way, something unexpected has happened: clients have become friends. Some of her closest relationships began as simple business interactions, including one with an 86-year-old client who is now one of her dearest friends.

"I love meeting people and hearing their stories," Michelle shares.

Because at the end of the day, that's what her work is really about. Not just policies. Not just properties. People. And making sure they're protected, no matter what life brings next. ▼

**“ Nobody loves insurance. But I love my job.**

I love helping people. I care about their lives, their things, and making sure they're protected properly.”



**CONTACT US!**

For more information, connect with Michelle Rodriguez on Facebook: <https://www.facebook.com/farmers123/>



# Customize your insurance coverage

- Auto Insurance
- Home Insurance
- Business Insurance



**Michelle Roxann Rodriguez**

Your Local Agent | License #2068721  
mrodriguez@farmersagent.com



**Call 432-203-9449 today!**  
For a no-obligation quote.

Advertisement produced on behalf of the following specific insurers and seeking to obtain business for insurance underwritten by Farmers Insurance Exchange, Fire Insurance Exchange, Truck Insurance Exchange, Mid-Century Insurance Company, Farmers Insurance Company of Washington (Bellevue, WA) or affiliates. In TX: insurance is underwritten by Farmers Insurance Exchange, Fire Insurance Exchange, Truck Insurance Exchange, Mid-Century Insurance Company, Farmers Texas County Mutual Insurance Company, Mid-Century Insurance Company of Texas or Texas Farmers Insurance Company. In NY: insurance is underwritten by Farmers Insurance Exchange, Truck Insurance Exchange, Mid-Century Insurance Company or Farmers New Century Insurance Company. Home office, Los Angeles, CA.

Each insurer has sole financial responsibility for its own insurance. List of all insurers and states where licensed at farmers.com/companies/state/. Not all insurers are authorized in all states. Not all products, coverages, and discounts are available in every state and may vary by state. Restrictions, exclusions, limits, and conditions apply. See agent for details.

HELPING TO KEEP  
THE **REAL**  
IN REAL ESTATE



**YOU'RE NEEDING AN INSPECTION?  
LET ME BOOK THAT FOR YOU!**



**THE POWER TO CHOOSE  
HOME WARRANTY COMPANY**

*Kala Wyatt*

SENIOR SALES EXECUTIVE

C: 806.445.2785

O: 888.509.2916

✉ KalaW@achosahw.com

More Control. Better Coverage.  
*That's Achosah.*

- Choose your own licensed technicians
- Fast claims—hours, not days
- Retail rates paid when job is complete
- No age restrictions or depreciation

Built for agents. Designed for homeowners. *Powered by choice.*

# DYNAMIC Dads

**F**or this Father's Day feature, we're highlighting a group of incredible dads who are balancing the demands of real estate with the even greater responsibility of fatherhood. Each of these men was nominated by their peers for the impact they're making both in business and at home. Their stories reflect what it really looks like to lead with intention, show up for their families, and build a career without losing sight of what matters most.





# Daniel

## MONTOYA

### Monument Realty

**Q: What does a typical day look like balancing real estate and fatherhood?**

Early mornings, taking the kids to school, gym, real estate, picking them up from school, getting them fed and ready for sports, cleaning them up, eating dinner, and getting ready for the next day.

**Q: How has being a dad changed the way you run your business?**

I think more long term now with my kids. My time has become more valuable, and I have had to set time limits for work, other business ventures, and family. I lead now with more compassion, and my why has become more important than ever. I'm building something bigger than myself in real estate. Being a dad has not slowed me down. If anything, it has made me an even better business owner and leader.

**Q: What's the hardest part of juggling both roles?**

The hardest challenge is winning in real estate without losing at home. The unpredictability of real estate can be challenging, but having the team I have has helped tremendously. Being able to delegate responsibilities to others is key.



**Q: Do your clients ever see the “dad side” of you?**

Yes. I am the safe space for all of my clients. Trust is key with clients. You have to take your time and really get to know them and their situation. I have also had to take my kids to some showings with me, so there are a few clients who have seen the real dad side of me, having to tell my kids not to touch anything in homes or to calm down.

**Q: What systems or habits help you stay on top of everything?**

My calendar is crucial for me. It keeps me up to date on everything going on in life. The gym helps me with stress management. Delegating marketing, transactions, and online leads has really helped me stay on top of everything.

**Q: What advice would you give to other dads in real estate?**

Wake up early. Stay consistent in your faith and daily habits such as the gym, mindset books, podcasts, or daily motivational videos. Your spouse is your foundation, and it is okay to let her know you are stressing. Being a father and a top-producing real estate agent is stressful. Do not give up, no matter what. Get 1% better every day.

**Q: How do you define success right now?**

Being able to go to all of my kids’ games, practices, school events, and not have to worry about losing in my real estate business.

**Q: What legacy do you hope to leave as both a dad and a Realtor?**

I hope to hear my kids, when they are older, say, “Dad showed up. He worked hard, but he was there for us. He led our family with faith, strength, and love.” As for real estate, I hope to be known as a man who built a life, not just a business, and brought his family with him every step of the way.

**Q: Anything else you’d like us to know?**

Business will come and go, but my foundation never changes. Jesus is King. He’s the reason I lead, provide, and keep pushing forward every single day. 🏠



## Serving Families One Mortgage At A Time

Buying, refinancing or investing - we guide you every step of the way!



**Olga Olivas Coe**  
Producing Branch Manager  
NMLS# 1701890

432-661-0545



**Melva Ibarra**  
VP of Mortgage Lending  
NMLS# 264475

254-485-4084



**Alaynah Napoles**  
VP of Mortgage Lending  
NMLS# 2255534

432-385-9151



Licensed Real Estate Broker, NMLS# 1701890. For licensing information, go to [www.audicommunities.com](http://www.audicommunities.com). Headquarters: 3940 N. Ravenswood Ave. Chicago, IL 60613 - ph: (866) 599-5103. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Refinancing your mortgage may increase cash over the term of your loan. Restrictions may apply, contact Certainty Home Lending for current rates and for more information. Equal Housing Lender. Todas las negociaciones y los documentos de transacciones de préstamos hipotecarios se realizarán y serán proporcionados en inglés. Contamos con servicio gratuito de intérpretes. Puede encontrar más información sobre el proceso de préstamo en español en <http://bit.ly/317Mg3W>

### Prompt. Precise. Professional.

## ELITE AIR

[www.eliteairofwesttx.com](http://www.eliteairofwesttx.com) • 432-901-0171

Serving Midland, Odessa and Surrounding Areas

AC Installation & Replacement • AC Repair & Maintenance • Ductless AC Installation

TACLA128484C

### CARPET, HARDWOOD, AIR DUCT, TILE CLEANING, DRYER VENT CLEANING & RESTORATION SERVICES

**2 DUDES**  
432-425-6976  
CARPET CLEANING & RESTORATION

Contact Us For A FREE Quote!

Proudly Serving Midland, Odessa & Surrounding Areas | [2dudescarpetcleaning.com](http://2dudescarpetcleaning.com)



# Jacobe KENDRICK

Bolt Real Estate Group | Exp Realty

**Q: What does a typical day look like balancing real estate and fatherhood?**

My typical day starts out with me going to work out, then taking my oldest son to school. It's more fun if he comes to work out with me, but it just depends on the time of year. After I drop him off, I head into the office, check emails, and work on prospecting and follow-up, which I call new business development. I go to lunch, then tie up any loose ends in the afternoon or go on showings after work. One of the kids usually has practice or a game, so we'll do that, then head home for dinner. In the grand scheme of things, my days are pretty boring. It's the details of each day that keep things interesting.

**Q: How has being a dad changed the way you run your business?**

Being a dad has made me realize how important time is, so I have worked on systems and simplifying my business down to only the things that are necessary. For myself, I'm no longer interested in all the numbers and accolades. I'm really just interested in doing enough to reach my goals and take care of my family and those around me in our circle. I will also say that being a dad and a husband is really the driving force behind what I do.

**Q: What's the hardest part of juggling both roles?**

The hardest part about juggling being a Realtor and a dad is just time. You can't



get more time, and no one knows when their time is going to run out, so staying focused is key.

**Q: Do your clients ever see the "dad side" of you?**

Most of my clients have kids, and we make connections over being parents all

the time. That's probably one of the best parts, talking about our kids and how they make our lives enjoyable.

**Q: What systems or habits help you stay on top of everything?**

The number one habit for me is just making sure that I am talking to people and being of value to them. It does not have to deal with real estate, it can be anything. For myself, I am just trying to be a valuable asset to everyone that I come in contact with. I also have a system that I use that I call the "Agent Activation Plan," and it involves talking to people every day about what their plans are for their future involving real estate and setting up systems that place you at the forefront of their mind when they are ready to move.

**Q: What advice would you give to other dads in real estate?**

Make being a dad your number one priority and have real estate support that journey. At the end of your life, I can guarantee that you will not want more time at work, you will want more time with your family. Our greatest gift to us as men is being a husband and a father.

**Q: How do you define success right now?**

Success for me right now is simplification. I have not been concentrating as much on my numbers and am just removing all of the activities that do not move the needle in my business. I'm really trying to set things up for the future. This is the first time I am doing things my way and actually executing on what I really want for my business.

**Q: What legacy do you hope to leave as both a dad and a Realtor?**

The legacy I want to leave as a dad is just for my kids to know Jesus and to follow Him, and to know that they are loved no matter what, that's really it. It's pretty simple. As a Realtor, I want my legacy to be integrity, for people to know that I truly listen to them and that I really want what's best for them. That they are not just another transaction. Helping someone find a home or a piece of property changes everything in their life. They're either moving, starting a



new business, or doing something that is going to drastically change their life, and I don't take that responsibility lightly.

**Q: Anything else you'd like us to know?**

If there's anything I've learned, it's that success isn't really about what you achieve, it's about who you're becoming while you pursue it. Whether you're a dad or not, someone is always watching how you show up. The question I try

to ask myself is simple, if someone followed my example, would it lead them somewhere worth going? Real estate has given me the opportunity to provide for my family, but being a dad has given me purpose. At the end of the day, I think we all have the same opportunity to lead, serve others, and to leave people better than we found them. If we can do that consistently, both at home and in our work, everything else tends to take care of itself. 🏡

## DON'T LET YOUR BUYERS SIT ON THE SIDELINES THIS SUMMER

This market has buyers hesitating...waiting...and second-guessing every move.

Meanwhile, the agents who are winning deals are doing one thing differently. They're using the right financing strategy to make homes feel affordable again.

**This Summer, I Help You Get Buyers OFF the Fence:**

- **Payment strategies that make monthly costs feel manageable**
- **Seller concession breakdowns that keep deals alive**
- **2-1 buydown options to reduce buyer hesitation**
- **Solutions for buyers who think they "can't qualify"**
- **Clear, simple explanations that build buyer confidence**



Because Summer Should Be About Closings...Not Lost Opportunities

*Friendleeloans*

**Lacie Lee**

**817-729-6247**

**friendleeloans.com**

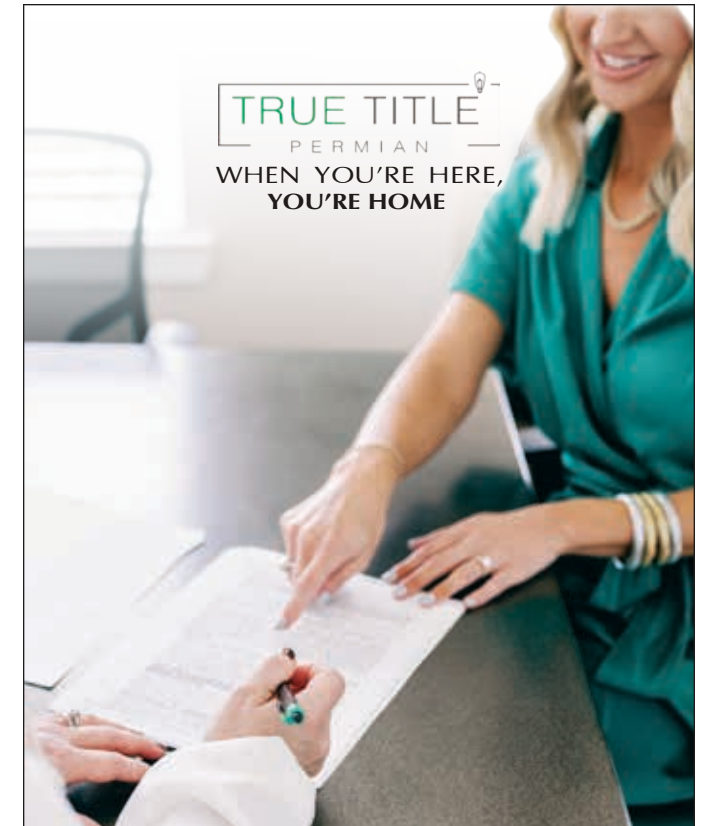
**loansbylacie@gmail.com**



NMLS #1664669

Cattell Inc | 350 South Street Suite 1422 Beaumont TX 77701 | NMLS ID #1048617 | www.nmlsconsumeraccess.org | Equal Housing Lender | This advertisement is for general information purposes only. Programs subject to change without notice. All loans subject to credit approval and underwriting guidelines. This is not a commitment to lend. Other restrictions may apply. www.friendleeloans.com

**TRUE TITLE**  
PERMIAN  
WHEN YOU'RE HERE,  
YOU'RE HOME



4692 E. University, Suite #110, Odessa, TX 79762  
(432)-241-8649 | trueperman.com

## LET'S MAKE HOMEBUYING A BREEZE

PARTNER WITH ME FOR SEAMLESS SUMMER CLOSINGS.



**RHONDA BRISBIN**  
Producing Branch Manager  
NMLS# 451391  
Cell: 432.528.6870

rhonda.brisbin@directionshomeloan.com  
1909 West Wall Street, Suite 1  
Midland, Texas 79701  
directionshomeloan.com

Branch NMLS# 2364145  
NMLS# 214519 | Equal Housing Lender





# Lance

## WELCH

Brix & Co. Realty

**Q: What does a typical day look like balancing real estate and fatherhood?**

Each morning, my wife gets the kids ready while I take our oldest to school, then head straight to the office to kick off the day. From there, it's all things real estate. Searching for properties, working listings, negotiating items on contracts or offers, and showing homes. If the kids aren't in school, they often tag along and get a firsthand look at what I do.

After 5, our schedule stays busy. Mondays are for dance, Tuesdays for gymnastics, and throughout the week I get the chance to coach my youngest daughter's tee-ball team. I'm the treasurer for the PTA at our second grader's school, so I get to see her when I am there doing treasurer things. Busy days, but I wouldn't have it any other way.

**Q: How has being a dad changed the way you run your business?**

Everything I do each day is for my family, my wife, and our two girls. I work hard not just to grow my business, but to set an example for them of what dedication and perseverance can achieve. Success, however we define it, means showing my girls that when you put your mind to something and stay committed, great things are possible, without ever losing sight of what matters most, family time.



**Q: What's the hardest part of juggling both roles?**

Shutting work off to be present for the little stories my daughters tell, that's something I'm learning to value more every day. I think a lot of us dads, myself

included, can do a better job of putting the phone down and being fully there. Whether it's listening to their stories or coloring in their books with them, I'm realizing more and more that a client can wait 10 extra minutes for a reply, but those small moments with my girls are the ones that really matter and what they will remember most. They won't remember the house Daddy closed on, they will remember that one on one time.

**Q: Do your clients ever see the “dad side” of you?**

Probably more than I should. Sometimes the girls tag along if my wife has an appointment, and honestly, most clients love it. They get to see a real glimpse of my life and how we balance it all. I've shown up still wearing a visitor sticker from my oldest's school, and one time I even forgot my daughters had painted my nails during a playdate. Yep, I showed a house with multi-colored nails. A little embarrassing, sure, but it got some good laughs and probably helped clients see I'm just like them, juggling family and work the best I can.

**Q: What systems or habits help you stay on top of everything?**

Google. Google Tasks, calendar, reminders, notes. Everything in my life is a system now. From appointments to personal items, it all lives on our calendar. If it is not on there, we will miss it both in personal life and business.

**Q: What advice would you give to other dads in real estate?**

Enjoy it, even when it feels hectic. There are going to be days when it seems like you're falling short, both in business and at home. That's part of the journey. You hear it all the time, work hard now, miss a few things, and enjoy life later. And sure, there's truth to that, but what's the point of reaching those goals if it's too late to fully enjoy them?

I believe in working hard and building a future for my family. I'm doing that every day. But if it ever comes at the expense of time with them, it's not worth it. The goals matter, but so do the moments. We'll build that nest egg, no doubt. But we'll



also be at the beach every summer, probably more than once.

At the end of the day, if you set your goals around your family, you won't just reach them, you'll actually enjoy the life you're building along the way.

**Q: How do you define success right now?**

There are money goals. There are material goals, sure. But success for me is defined as time. If I bust my butt each day to hit my goals and it allows me more time with my wife and kids without the anxiety of needing to get back to work, that is success.

**Q: What legacy do you hope to leave as both a dad and a Realtor?**

Mortality has a way of changing your perspective. I learned that firsthand

when I battled cancer in 2021. If you had asked me this question before then, my answer would've looked very different. Now, what matters most to me is the legacy I leave behind, and it's not about material things. I want to be remembered as a great dad and a Realtor who found success on his own terms, through happiness, joy, and the memories created along the way. Money is nice. It can buy things like jet skis and other fun things, but it can't replace time, experiences, or the freedom to truly enjoy life.

I don't want to be reduced to a cliché. I strive to live in a way that genuinely impacts the people around me. I look up to those who lead with purpose and presence, and I can only hope that one day my girls and our community see me in that same light. 🏠

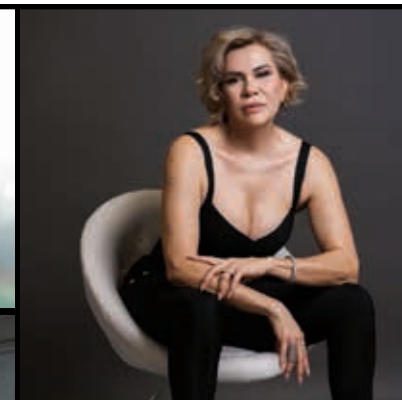


PROFESSIONAL PORTRAIT PHOTOGRAPHY

PROFESSIONAL HEADSHOTS  
FASHION SHOOTS  
FINE ART PHOTOGRAPHY  
FINE ART BOUDOIR  
CREATIVE PHOTOGRAPHY

*Luxiana Imagery*  
by Lily El Ghemary

432-894-5388  
www.lximagery.com



HOME • AUTO • LIFE INSURANCE

It's Not Just About The Lowest Price.  
**It's About The Best Coverage.**



**goosehead**  
INSURANCE

(214) 443-6406 (214) 546-5162  
rodney.hooper@goosehead.com

**Rodney Hooper**  
Agency Owner





**Full Steam Ahead to Homeownership**  
Local. Trusted. Ready to Help.



**Rebecca Portillo**  
VP of Mortgage Lending  
NMLS #2633489

→ Cell: (432) 770-2677



**Shane Dixon**  
Producing Branch Manager  
NMLS #1982712

→ Cell: (432) 349-7675



**Melissa Black**  
VP of Mortgage Lending  
NMLS # 809176

→ Cell: (432) 638-2582

**Start Your Application Today!**

Operating as Guaranteed Rate, Inc. in New York.  
Guaranteed Rate, Inc. DBA Rate, NMLS #26111, Rate.com  
For licensing information visit [rate.com/realproducers](http://rate.com/realproducers)  
Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Refinancing your mortgage may increase costs over the term of your loan. Restrictions may apply.

Company NMLS ID # 2611 EQUAL HOUSING LENDER

# WHAT'S A PROMO?

A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four- or eight-page leave-behind, laid out like the original article with limited customization.

## WHY DO TOP AGENTS LOVE THEM?

A Promo is a one-of-a-kind marketing tool that highlights your personal brand and legitimizes you as an agent worth profiling. Use them to:

- Impress during listing appointments
- Send to past clients, friends, or family
- Include with holiday cards
- Attract top talent (brokers love this!)
- Farm your favorite neighborhoods



If you've been featured in Real Producers and want to make the most of your story, reach out to the publisher of this magazine for a Promo.



Envelope & Letter



Fold & Tab



**Delivering the Quality Customer Experience You Deserve**

**(432)687-3355**

[midlandescrow@stewart.com](mailto:midlandescrow@stewart.com)  
3408 N. Midkiff Rd Ste. 201  
Midland, TX 79705



# Looking for sun-sational home financing?



We've got you covered like SPF 90!  
Call today!

## Midland Branch

NMLS: 644147

(432) 689-2559

3510 N Midkiff Rd, Ste 200  
Midland, TX 79705



## Odessa Branch

NMLS: 635894

(432) 550-2011

1541 JBS Pkwy, Ste 16  
Odessa, TX 79761

