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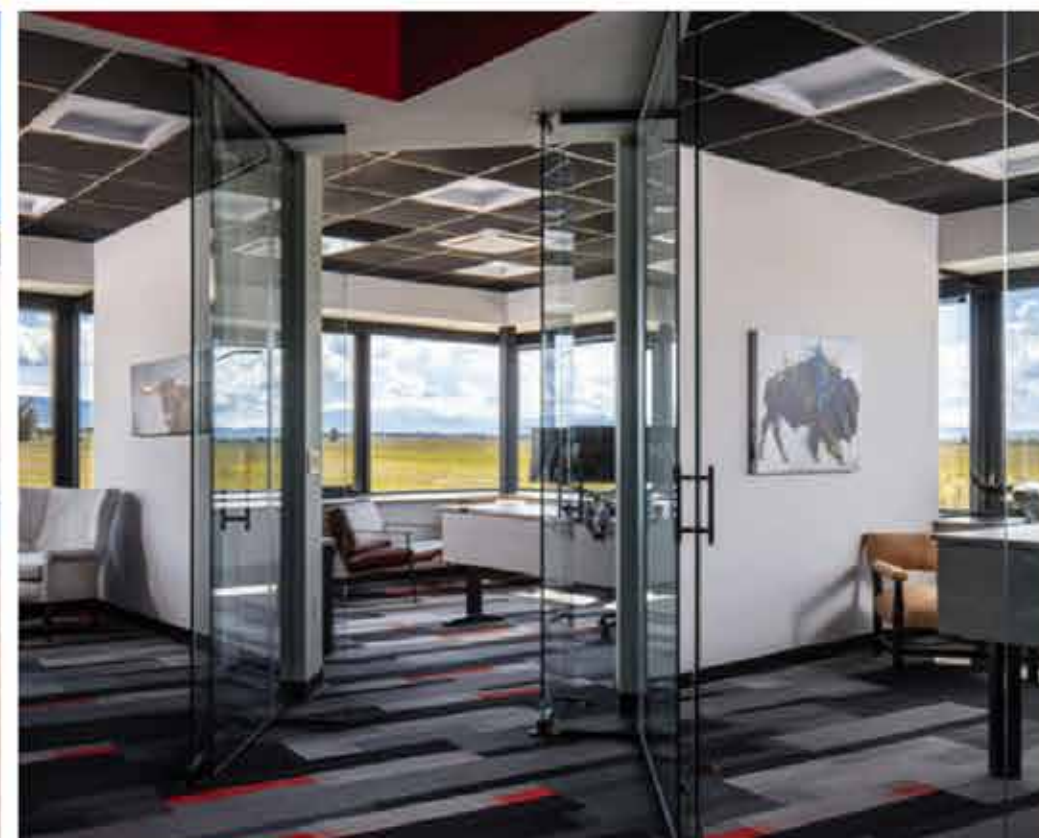
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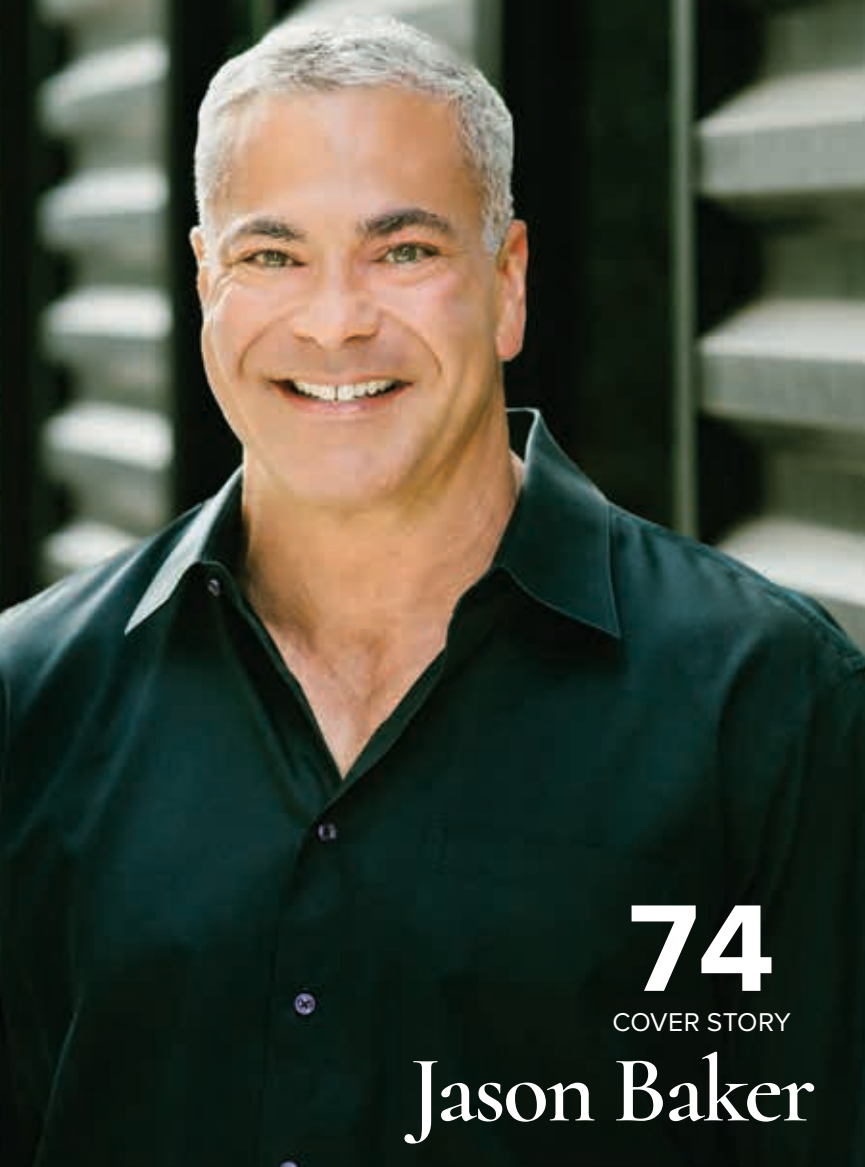
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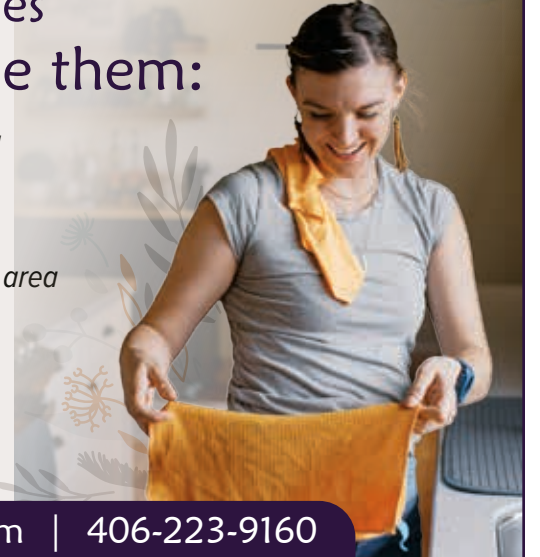
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# LET'S TOAST TO BEING AT THE TOP

Each year, the *Montana Real Producers* platform represents something simple — and rare. It cannot be bought. It can only be earned.

Out of the thousands of residential real estate agents across our state, the Top 500 stand apart — not just for production, but for consistency, discipline, and the way you show up for your clients and communities year after year.

This spring, we invite you to gather in honor of that.

Our “Toast to the Top” is intentional—designed to foster collaboration and conversation among like-minded agents, where conversations can flow freely with those who understand what it takes to operate at this level. It’s a chance to connect not only with fellow top-performing residential agents, but also with your trusted industry partners.

Because time spent in rooms like this is never accidental—it’s strategic. The relationships built here often lead to stronger referral networks, shared insight, and opportunities that simply don’t happen anywhere else. In a business driven by trust and proximity, who you’re in the room with matters—and this room is built differently.

There will be celebration. There will be curated raffles and elevated prizes. There will be meaningful connection.

And most importantly — there will be the rare opportunity to be surrounded by those who didn’t just participate in the housing market, but helped define it.



We hope you'll join us at one of the following gatherings:  
**April 22 — The Shy Shed at the Kimpton Armory | Bozeman**  
**April 29 — Hollman Miller Art Gallery | Whitefish**  
**April 30 — Florabella | Missoula**

Because at this level, success becomes less about competition and more about

collaboration. **Let's toast to being at the top — together.**

With so much gratitude,

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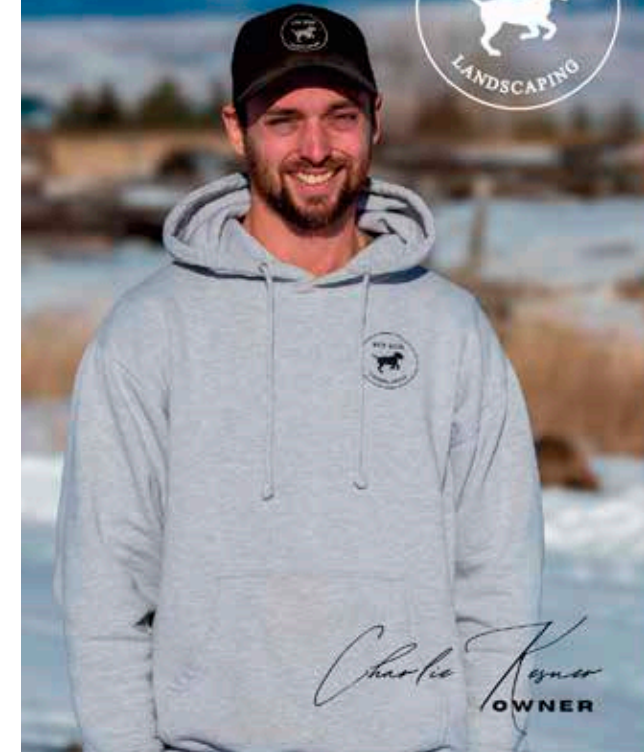
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Stefanie Hanson and Dale Crosby Newman represented the Whitefish and Flathead Valley with a grounded, real-time perspective that added depth and clarity to the discussion. From our panelists who helped set the tone to

the agents and partners who stepped up to share from their tables, the room was filled with collaboration and meaningful exchange.

A special thank you to our sponsors, Fidelity Title and Mountain Lake Mortgage, for helping make it all possible.

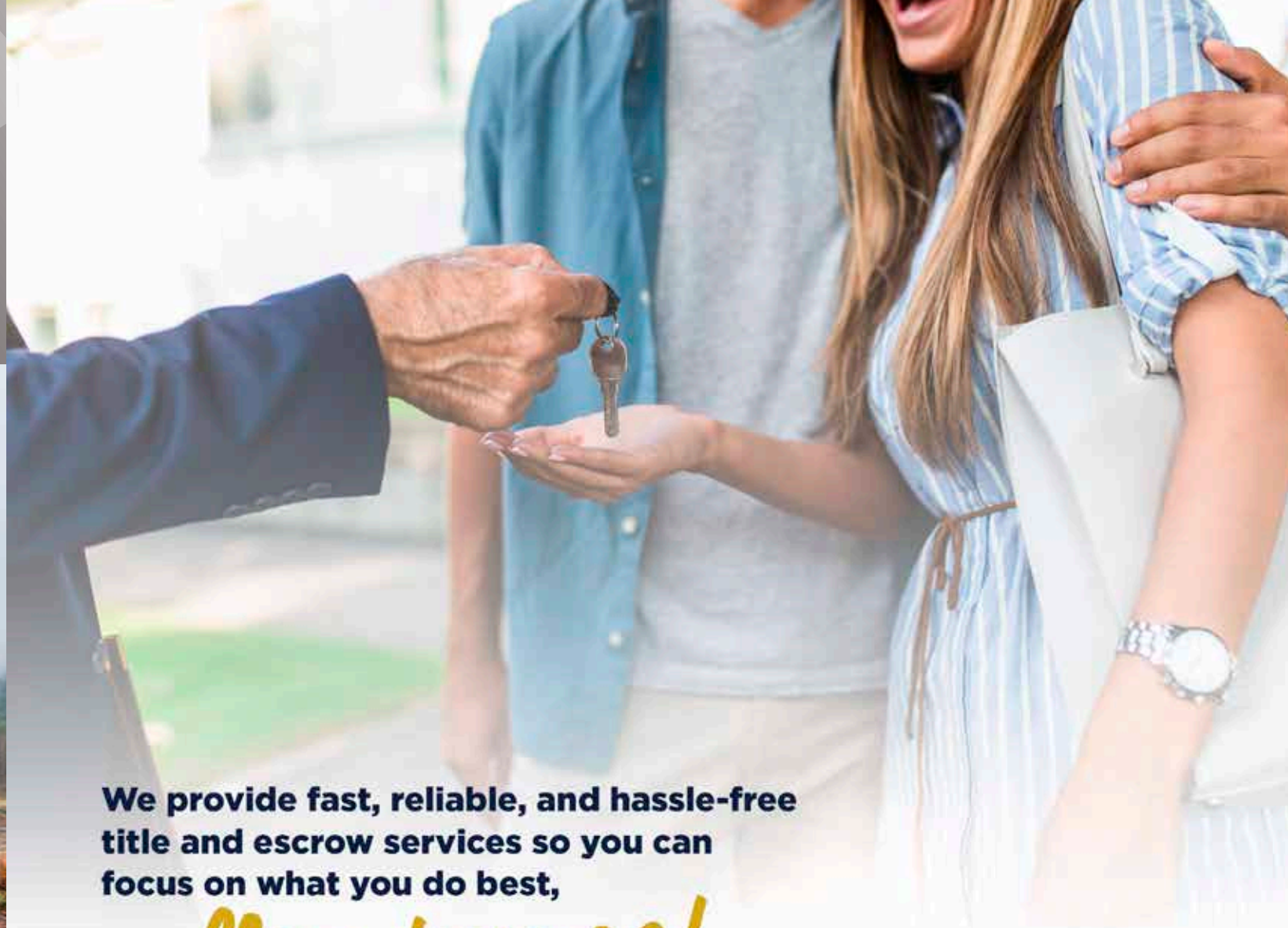




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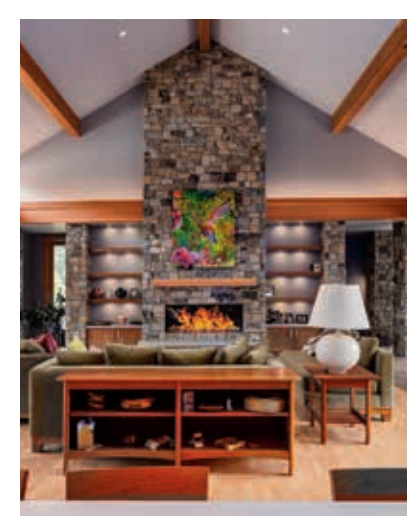


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# Heritage Handyman

➤ **PETER WIPF,**  
Owner and Founder

A Heritage of Skill and Hometown Care: Earning Clients for Life

BY KATE SHELTON  
PHOTOS BY ARNICA SPRINGS PHOTOGRAPHY

“Our goal is to earn clients for life. We take our work seriously and do right by our customers, always. We’ve built our business and reputation by doing what’s right. We fix mistakes when we make them. We’re transparent. We answer the phone, and we help our clients with whatever they need as soon as possible. We do what we say we will. That’s what makes us different. We have the experience to do the job correctly, and we care about our clients and community,” said Peter Wipf, Owner and Founder of Heritage Handyman, located in Belgrade.

Peter grew up in a small, isolated Hutterite colony in Northern Montana. While the living was hard, Peter credits his family’s scrappy and innovative culture with teaching him essential handyman skills. “We lived with as few resources as possible. I learned a lot of survival basics and how to fix almost anything. I’ve been able to carry those lessons with me,” he said.

With a strong streak of independence and a desire to live a different life, Peter left the colony at just 16 years old. He has been on his own ever since. Peter worked odd jobs for many years before finding himself in car sales. “I saw people who worked in suits as successful. That’s what I wanted to do,” he said. “I learned a lot about sales and how to take care of people, but it was the same thing over and over. When I met my wife, I didn’t want to work late evenings and weekends anymore.”

Peter decided to get back to his roots. He founded Heritage Handyman in December 2022. With carpentry skills and his strong sense of entrepreneurship, the business has flourished in the greater Bozeman area.

In the years since, Heritage Handyman has become a trusted name for both homeowners and real estate agents alike. The team has now expanded to 13 full-time employees who provide reliable, high-quality handyman services.

One thing that sets the Heritage team apart is its commitment to expertise in many different types of work. “We don’t believe in the jack of all trades mentality,” Peter explained. “We want our team to have deep experience and skill in a specific trade. We invest in our employees so that each client gets the best care possible. We utilize a person’s

core skills as much as we can. We don’t believe in hacking any jobs together.”

With a commitment to clear communication, punctuality, honesty, and craftsmanship, this hometown team has completed thousands of residential and commercial jobs across the greater Bozeman area and

surrounding communities – earning hundreds of five-star reviews along the way. “Our team is incredibly diverse in their skills and in their personalities, but we all share the same passion for doing right by our clients.”

Another thing that makes Heritage Handyman’s services unique is their maintenance subscription program. Clients can choose either a monthly or quarterly subscription service with regular maintenance and preventative services to keep their home running smoothly. “It’s been such a great service for our clients,” Peter said. “We help knock out maintenance items off homeowners’ lists and make their lives easier. We have a number of clients enrolled currently, and they all love it.”

Something Heritage Handyman is proud of is its many strong working relationships with local real estate agents. “We’re here to help. We understand the deadlines and the pressure agents are under on both sides of the deal. We can take inspection reports and knock things out before a listing goes live or before the closing. We’re a one-stop shop for agents, and we can help make the whole process run smoother.”

“We can also be a resource for agents and homeowners after closing,” Peter went on. “If something goes wrong with the home, the owner is likely going to call the agent first for recommendations. We are here to help address the problem quickly and easily. It’s a win-win for all.”

Heritage Handyman’s residential services are designed with real estate agents in mind – helping homes show better, sell faster, and close smoother. From punch-list repairs and pre-listing touch-ups to post-inspection fixes, the team handles everything agents need in one reliable call. Their services include carpentry, drywall repair, painting, flooring fixes, repairs, fixture replacements, exterior maintenance, and more. Heritage Handyman also offers a wide variety



of commercial services, including maintenance and repair for small businesses and facilities.

Peter is proud of the business he's built and remains committed to the community. His wife, Emily, is a local veterinarian. They have one goofy, energetic Golden Doodle named Maggie. The Wipfs love to spend time outside and camp in the beautiful wilderness Montana has to offer.

"Thank you to every agent who has trusted us and given us a shot to earn their business," Peter concluded. "For any agent who has not heard about us, we look forward to working with you. All we can ask for is a chance. We want to save you a lot of time and headaches by being a resource for you and your clients – before, during, and after the sale."

Heritage Handyman stands out for all the right reasons. Built on strong

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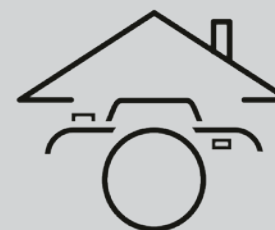
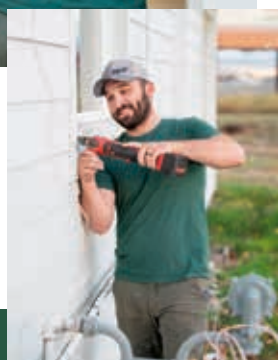
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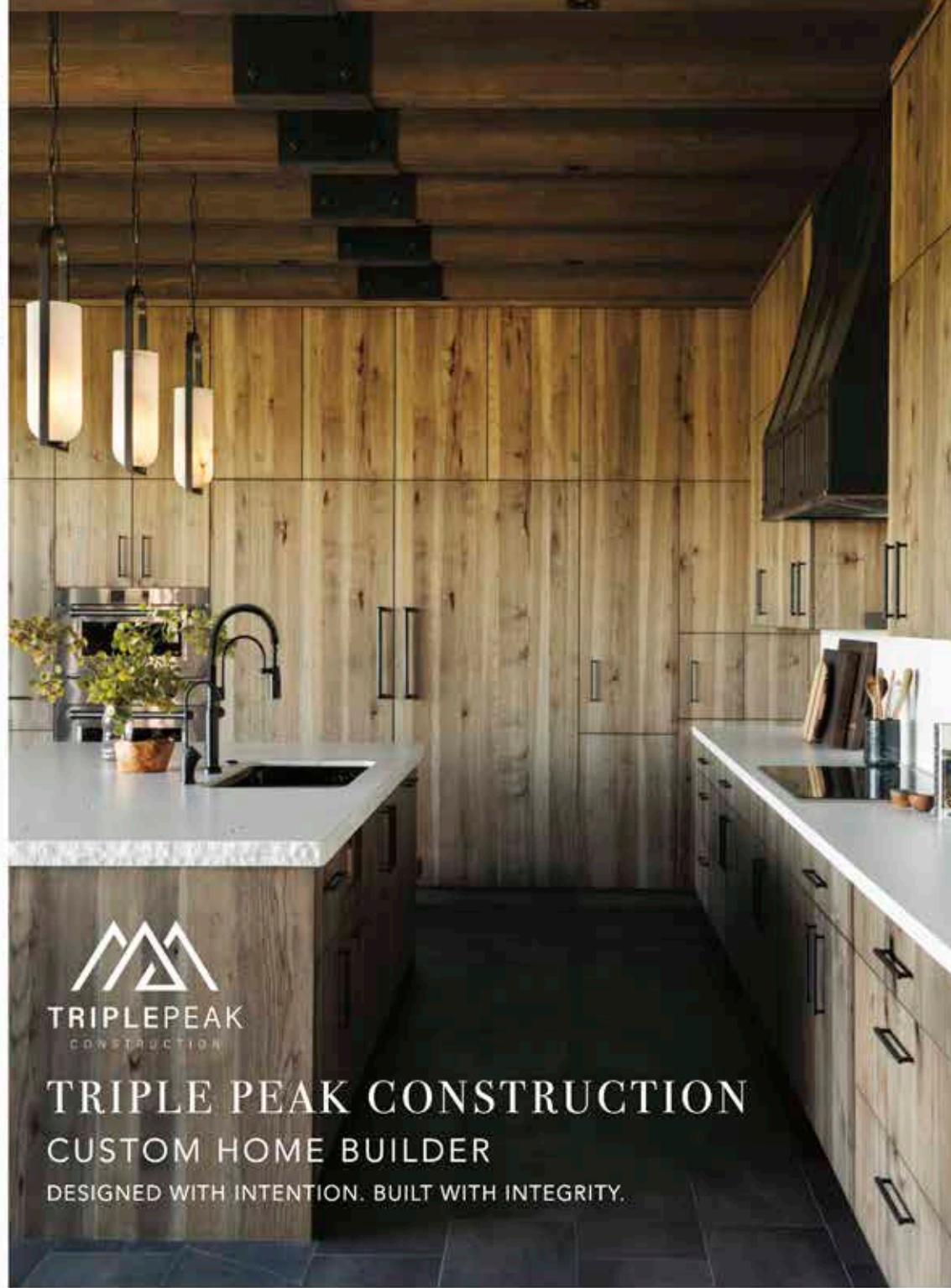


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# JOHN HAYES

Building Financial Freedom in the Flathead

BY KATE SHELTON

PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY

PureWest Christie's  
WHITEFISH, MONTANA

As someone who owns and actively manages short-term vacation rentals myself, I've gained hands-on insight into what it really takes to build long-term wealth through this type of investment. That direct experience has shown me the strategies that help investors succeed – and the pitfalls to avoid – in this specialized market. My aim is always to share what I've learned so my clients, and my own family, can move confidently toward greater financial freedom," said John Hayes, a top agent at PureWest Christie's in Whitefish, Montana.

In the shadow of Whitefish Mountain Resort and just minutes from the crystal waters of Whitefish Lake, opportunity isn't just scenic — it's strategic. In Whitefish, where tourism thrives year-round, and visitors flock to nearby Glacier National Park, John has carved a niche, helping his clients transform vacation homes into

powerful income-producing assets. He guides buyers through the fast-growing short-term rental market, showing them how the right property can become more than a getaway; it is also a pathway to financial freedom.

John was born and raised in East Texas. He attended Texas A&M before joining the US Air Force for 12 years. While in college, he met his wife of 22 years, Jenn. They married and bounced around the world together. He separated from the Air Force in 2012 and moved back to central Texas. Not long after, he earned his real estate license.

"My in-laws had established a successful investment business, and they tapped me to lead its real estate arm. I quickly earned my real estate license, followed by my broker's license in 2016. Over the next several years, John developed custom-built spec homes, tackled fix-and-flip projects, and handled traditional

sales, learning the rhythms of the Austin market inside and out," he detailed.

John and Jenn found they worked very well together. "As a talented designer, Jenn brings a creative edge that most agents simply don't offer. For sellers, we don't just list a house – we transform it," he said.

In 2018, the couple purchased their first vacation rental. "We began investing in short-term vacation rental properties near the Great Smoky Mountains National Park in Tennessee. Designing and building these homes from the ground up quickly became our Passion," John said. "We have the perfect blend of Jenn's design expertise and my real estate know-how. We refined a repeatable process that delivered standout, high-performing rentals, and soon we were coaching and mentoring friends and family who wanted to follow a similar path."



A few years later, the Hayes family found themselves ready to move somewhere smaller with more access to the outdoors. Montana felt like the perfect fit. Thanks to their short-term rentals that can be managed from anywhere in the world, John could safely move his family. He transferred his license to Montana in 2021 and joined the PureWest Christie's office in Whitefish. "I've loved every minute since," he said. "This is a great place to raise our family, and I love the opportunities the rental market presents here."

In the short years since moving to Montana, John has created a name for himself in the vacation rental market. He helps local and remote investors

buy and sell profitable properties in the Flathead Valley.

"While most agents in the area cast a wide net across general residential and commercial properties, I chose to go narrow and deep," he continued. "My background in building and operating vacation rentals – combined with years of hands-on investment experience – allows me to guide clients toward properties with strong revenue potential, smart design, and lasting appeal in this competitive mountain market."

This strategy has paid off for John. Most importantly, he has helped countless other families achieve financial success and build a life of

their dreams. **"Sometimes investment properties mean that families can vacation and spend more time together. Sometimes, it means they can quit their jobs and create the lifestyle they've always wanted. Together, we're creating something to be proud of."** John manages to stay plenty busy, closing upwards of 15 transactions a year.

John and Jenn have five kids – Colt (18), Julia (16), Travis (15), Dillon (13), and Cody (11). They spend their free time together and love the life Montana offers. They're very involved in their church, Veneration Church, in Kalispell. In addition, they homeschool their kids and are passionate about their homeschooling community.

“

My background in building and operating vacation rentals – combined with years of hands-on investment experience – allows me to guide clients toward properties with strong revenue potential, smart design, and lasting appeal in this competitive mountain market.”



In the Montana market ripe with opportunities, John has proven that real estate can be much more than just a purchase. Short-term rental investments are a turning point. John helps clients reshape their financial futures with passive income, long-term wealth, and greater freedom. For John,

it isn't just about closing deals, it's about opening doors to new possibilities and creating financial freedom in the Flathead and beyond.

"I appreciate the opportunity to work with everyone in the Montana market. I look forward to our next deal. If you

happen to have a property that might work as a vacation rental or clients who want to purchase a rental, I'm happy to collaborate," he offered.

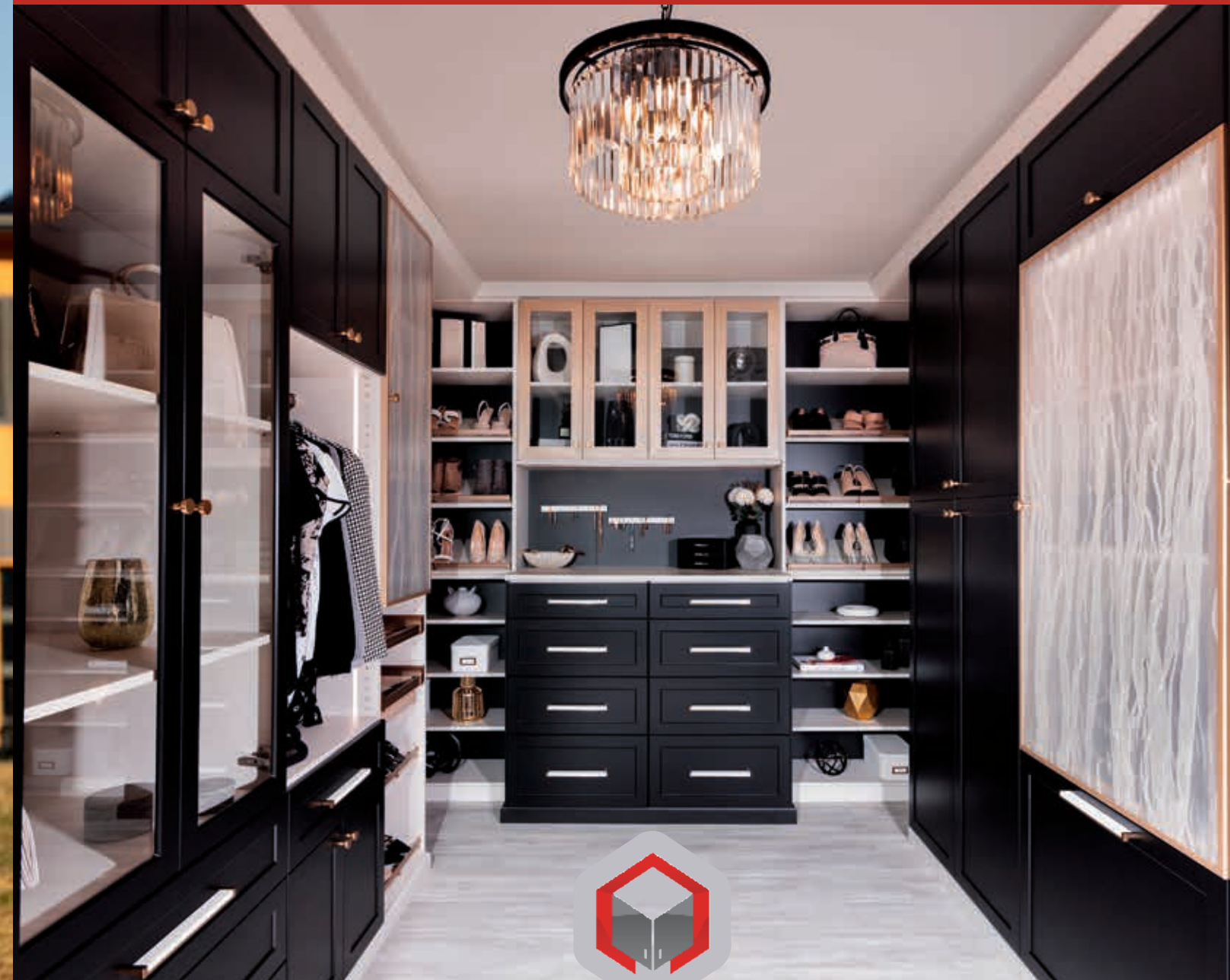
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**We are really proud of the fact that we can get to any job within three business days and always try our hardest to accommodate emergencies.”**

“Our commitment to quality means we consistently deliver exceptional services that go beyond our customers’ expectations. I haven’t received any complaints,” he points out. “We cherish building lasting relationships and empowering our clients to reach their goals.”

For more than 75 years, one family has been wiring Southwest Montana.

Today, that legacy continues under the leadership of Chad Sacry, Owner of Sacry Electric Inc., a third-generation company rooted in Cardwell and serving Butte, Helena, Whitehall, Bozeman, and the greater Southwest Montana region.

With 30 employees — 10 of them family members — Sacry Electric is more than a contracting business, it’s a Montana institution grounded in family values.

### Three Generations Strong

Sacry Electric’s story stretches back decades.

“Our business was started by my grandfather in 1948 and we are continuing the family trade and trying to make it better with each generation,” Chad shares with a touch of pride.

Chad’s sense of stewardship is not accidental, it’s inherited. He grew up in the Whitehall area, with deep family roots in Cardwell dating all the way back to 1876. Though he initially carved out his own career path in communications and computer networking for eight years, the family business eventually called him home.

“My dad needed more help and computer cabling was becoming popular at the time with the advance of the internet; I could also tackle Smart Homes with my area of expertise,” he recalls.

That blend of traditional electrical work and modern smart-home integration has positioned Sacry Electric as both legacy-driven and forward-thinking.

### Time-Sensitive Service

At Sacry Electric, customer service isn’t just a department, it’s their entire identity.

“Our business tagline is ‘Friendly, Speedy Pros’” Chad offers. “We are really proud of the fact that we can get to any job within three business days and always try our hardest to accommodate emergencies.”

In a market where tradesmen can often book weeks out, that responsiveness matters, especially to busy Realtors navigating tight closing timelines and pre-inspection punch lists.

But beyond the speed, the team’s reputation rests firmly on consistency.

That claim is backed by measurable credibility as well: Sacry Electric maintains an impressive 5-star Google rating as well as an A+ BBB rating, proof that long-term excellence isn’t a fluke.

From EV chargers and generators to solar panels, lighting design, permanent Christmas lighting, and full-scale new construction and remodeling projects, the company’s scope is broad. But their approach remains the same: show up fast, do it right, and treat customers like neighbors.



“

**OUR COMMITMENT TO QUALITY**

means we consistently deliver exceptional services that go beyond our customers' expectations. We cherish building lasting relationships and empowering our clients to reach their goals.”



“Besides being known for being professional, fast, and easy to work with, we also have transparent pricing and great communication; if there are changes needed, you will hear from us for on-time delivery,” Chad elaborates. “We’re passionate about providing innovative, top-notch electrical services in Bozeman, and all throughout southwest Montana.”

“We are deeply rooted in southwest Montana and we try to give back to the communities that we serve by supporting local sports teams and other community outreach,” he adds.

**Powered by Progress**

Like every long-standing trade, the electrical industry has evolved dramatically over the 16 years since Chad joined.

“In terms of advancements, LED has been huge in our industry as well as Smart Homes,” he states. “LED has really made so many more things possible; incandescent lighting was more of a heater than a light, and took a lot more power.”

Those innovations have reshaped both residential and commercial projects.

“Incandescent lighting also made it so you had to upgrade things more often,” he continues. “Now lighting is not even a factor in loading, it just makes for a nicer, brighter house.”

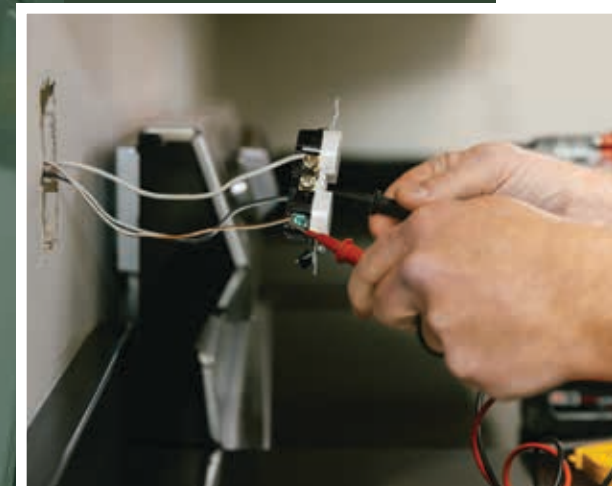
**Family-Focused**

Behind the trucks and tool belts is a family deeply woven into the fabric of Montana. Chad and his wife are raising three children, and both of his sons already work in the business — continuing the generational tradition. But when he’s not on a job site or coordinating crews, you’ll likely find Chad enjoying the outdoors and in his element, hunting.

Looking ahead, Chad’s background in networking has positioned him perfectly for the continued rise of Smart Homes, a sector that continues to grow as buyers expect automation, security integration, and energy efficiency. And as Montana continues to grow, so does Sacry Electric. ▾

**CONTACT US!**

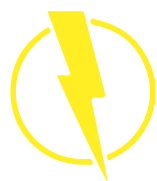
To learn more or schedule service, contact Chad Sacry and the team at Sacry Electric Inc. by visiting [sacryelectric.com](http://sacryelectric.com) or calling 406-595-1337.





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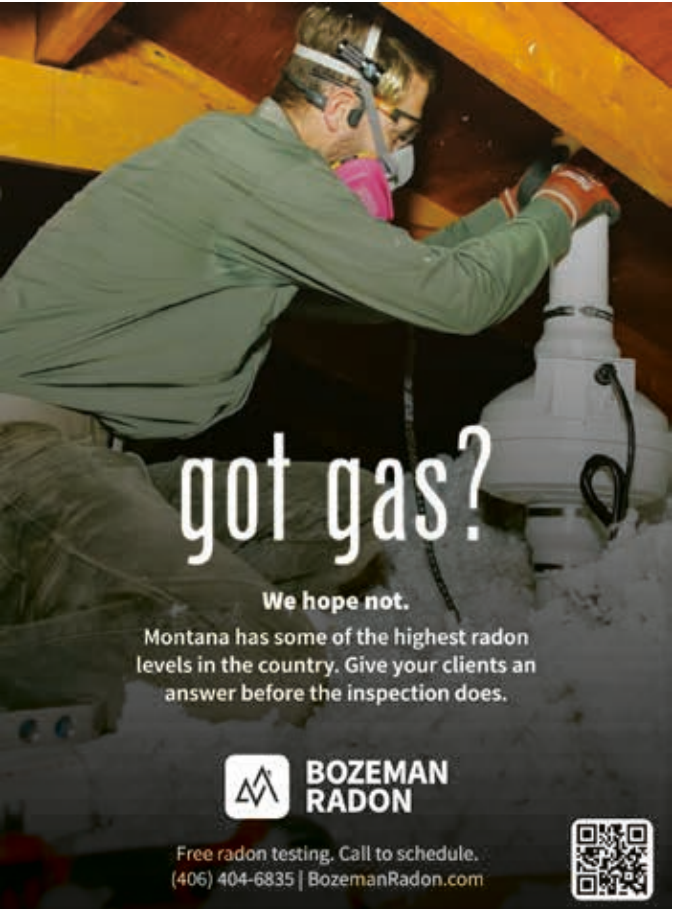




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# Denise Carr

HEART IN THE  
RIGHT PLACE

BY JESS WELLAR  
PHOTOS BY  
ARNICA SPRINGS  
PHOTOGRAPHY

## Carr Montana Real Estate at Keller Williams MT Realty

“I run my business with the mindset that what I do every day really matters,” Denise Carr begins. “Real estate provides me with this incredible opportunity to care for people. So many are going through such tough trials and I can be an extra support network as we work through the details of selling or buying their home.”

Spend a little time with Denise and you quickly understand that conviction. Whether she’s negotiating a contract in Bozeman or leading worship with her daughter on Sunday, she shows up with the same steady purpose wherever she goes: teach well, advocate fiercely, and care deeply.

### Called To Educate

Denise grew up in California, finished high school in Florida, and earned her bachelor’s degree from Florida State University in Communication for Business. For 15 years, she was a teacher and owned a music theater studio for kids, pouring into young performers and helping them build confidence. Teaching wasn’t just a job, it was a passion.

“I really enjoyed my time teaching and I still miss my students!” Denise admits.

Real estate entered the picture through house flipping in Florida and later through her work as a trainer for a CRM company serving Realtors. When she and her husband Don relocated to Montana, she sensed it was time for a new chapter.

“I was ready for a career change ... and the only people we really knew in Bozeman when we moved here were a couple of Realtors,” she recalls with a chuckle. “It seemed like a good fit for my background in education and house flipping, so I jumped in! But wow, I had absolutely no idea how hard the job of a Realtor is!”

Licensed in 2018, Denise immediately went all in and never looked back.

### Wisdom At Work

Today, Denise and Don operate as a team with Keller Williams Montana Realty in Bozeman. In 2025 alone, their team closed nearly \$21.6 million on 31 units, and Denise surpassed \$100 million in career volume.

But for all the accolades she’s piled up over the years, there is one in particular that holds deeper meaning for Denise.

“

Real estate provides me with this incredible opportunity to care for people. So many are going through such tough trials and I can be an extra support network as we work through the details of selling or buying their home.”



Photo by Mady Braught



## FUN FACT

In addition to being a teacher, vocal performer, and a lactation consultant, Denise was also in the Flying High Circus in college as an aerial acrobatics performer.

“Receiving the KW Enlightenment Award in 2021 was very emotional and meant so much to me for what it represents,” she shares. “I want to be an agent that fellow coworkers come to as a resource and someone in the community that really cares.”

That heart for helping shows up daily. Denise is now one of the new agent mentors at KW, something she describes as a full-circle moment to teach again.

Her ability to support clients and new agents in difficult moments comes from lived experience. She has volunteered in hospice care, served as a guardian ad litem (CASA) for a decade, and even worked briefly as a birth doula and lactation consultant.

Those roles required empathy without judgment and strength without ego.

“I believe I am very good at the mechanics of real estate — the negotiating, the details of getting a transaction from acceptance to close,” Denise offers, “but the reason I think that I was supposed to be a Realtor is because I am strong at supporting people in challenging circumstances.”

That perspective is also deeply grounded in gratitude. In her early 30s, Denise was told she would not survive her cancer diagnosis. Her youngest was just two years old at the time. Thankfully, she is now 20 years in remission — a fact she carries with quiet reverence.

“My oldest daughter has a tattoo (in my handwriting) that reads ‘Hope.’ She said she wanted to always be reminded that no matter the circumstance there is always hope,” Denise elaborates. “I truly believe (and frequently say to others) that as long as we are breathing, our narratives can change and the direction of our lives can change.”

### Strength In Service

When asked what moves have impacted her business the most, Denise doesn’t hesitate: “Coming to Keller Williams was my biggest game changer,” she states. The week she and Don joined KW, they experienced a tragic death in their family. Agents she had never met reached out offering help. Five years later, she still describes that culture of care as remarkable.

She also credits a former college roommate, Shannon Miller-Lutz, a successful agent in Maryland, for early mentorship. Denise flew out to job shadow her and absorb everything she could. That willingness to learn and constantly refine has become a hallmark of her approach.

What clients most often say in testimonials reinforces her instincts. They describe her as calm, reassuring, detail-oriented, responsive, and genuinely caring. And those words matter deeply to her.

“Each time I get a testimonial it makes me tear up,” she admits. “I’m so grateful that I am trusted to be a part of such an important part of people’s lives.”

### The Real Pride

For all the professional milestones, Denise will be the first to tell you that her greatest treasure is her family. She and Don celebrate 35 years of marriage this August and all three of their adult children now live in



CONTINUED ►



Bozeman, a blessing she does not take lightly.

Their oldest, Tess, is finishing her graduate degree in engineering at MSU and runs a gluten-free cottage bakery, Wheatless in the Wild. Denise happily helps at the farmers market during the summer. Rachel, their middle daughter, owns a wedding floral business called Wild Willow and coaches rock climbing teams at Spire after previously making the US National Team. Their youngest, Max, recently joined their real estate team to assist with marketing, and, along with his wife Mary, has given Denise and Don their first grandson, Jesse, with another baby on the way.

Impromptu weekly dinners at their home are Denise's absolute favorite ritual — one text from a child and suddenly everyone is coming over. They even took a family trip to Greece last summer, where Denise held her grandson's feet in the water and quietly reflected on the gift of still being here.

Her father, Lou, now lives with them, along with rescue dogs, Maggie and Harper. Life is full and sometimes exhausting, but she wouldn't trade it for anything.

Looking ahead, Denise feels a deep sense of gratitude for the season she's in: building a business alongside her husband, welcoming her son onto the team, and watching her children flourish in the same town they now all call home. As for what's next?

"I won't be hanging it up anytime soon," Denise concludes with a smile, "but when I do retire someday, I would love to go back to volunteering as a CASA, I really felt like I was making a huge difference with that work as well." ■

“

Each time I get a testimonial it makes me tear up. I'm so grateful that I am trusted to be a part of such an important part of people's lives.”

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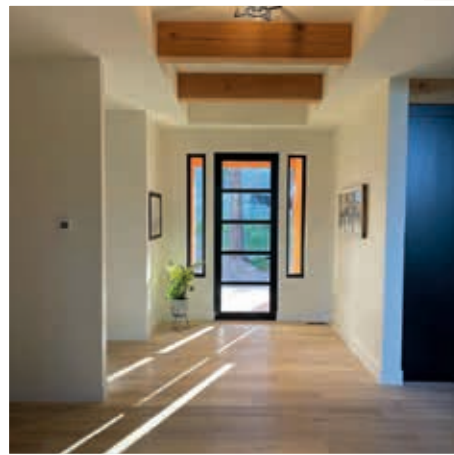


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## Leaving a Legacy

BY KATE SHELTON  
PHOTOS BY BESS BIRD PHOTOGRAPHY

“For me, this is so much less about work than it is about leaving a legacy that my kids and I can be proud of – a legacy that impacts lives. A lot of people in real estate want to talk about volume or the number of transactions they’ve done. I don’t focus on that. I measure my success by the amount I contribute. How many people can I positively impact? That’s all that matters,” said Jason Baker, Owner and Team Leader of Rise Realty Group – Powered by Place at eXp Realty.

With an amazing amount of grit, a servant’s heart, and an unshakable sense of purpose, Jason has developed far more than a formidable real estate business – he’s building a legacy. Through personal trials that might have sidelined a lesser spirit, Jason doubled down on his calling, channeling great misfortune into momentum. His impact stretches well beyond closing tables; it lives in his children, the team, and their clients. In every deal negotiated and every agent coached, Jason has proven that true success isn’t measured solely in properties sold, but by the difference he makes in someone’s life.

Jason grew up south of Boston. After high school, he couldn’t afford college when his baseball scholarship ended. Instead, he worked at his grandfather’s car dealership. A client came in one day and told Jason he should go to school in Montana. “I didn’t have anything to lose. It was only going to be \$6,000 per year, so I packed up my rig and drove west to Missoula,” he said with a laugh. Jason quickly found that he still wasn’t able to swing college. He got a full-time job at a car dealership; it was through a colleague that he was first introduced to the world of mortgage lending.

Jason met his beloved, late wife, Sara, in 2003. Jason and Sara had a storybook romance and went on to grow their family to include their kids, Ethan and Cassie.

He was a lender for more than a decade in Missoula and Bozeman before he got into short sales processing and public speaking after the market collapsed in 2008. He helped build a sales platform that processed thousands of short sales.



“When real estate stabilized after the crash, I knew I didn’t want to go back into mortgages,” he detailed. “I wanted to help people, and I knew that real estate would give me a great chance to help people.” Jason and Sara moved back to the Bitterroot Valley in 2010 and started working in real estate full-time in August 2013.

“When I started my real estate business, I was broke – again. I had my back against a wall and didn’t have any choice but to come out swinging,” he said. Just four months into his career, Jason was shot in the left side of his head in a hunting accident, at a very close range, and life-flighted from Dillon back to Missoula. He had to endure painful and prolonged rehabilitation to regain strength, mental clarity, and mobility, losing vision in his left eye.

Despite it all, Jason managed 54 closings in his first year in the business. “I’m not an egotistical person, but most people never close 54 in a year in their entire career, let alone their first year,” Jason said. “I have been able to replicate this success for team members because we provide excellent customer service, a massive database, and systems that keep us out of the transaction side of

the business. Lead generation is not for everyone, but it works, and it’s profitable. If you love people, why not talk to more of them?”

With great success came the need for greater support. Sara was the first to join Jason’s team, serving as a buyer’s agent and helping run the back end of the business. Together, they went on to build the Jason Baker Team. That team has now evolved into what’s known as Rise Realty Group, powered by Place at eXp Realty.

Sara’s strength, intuition, and quiet leadership became the true backbone of their growing enterprise. While Jason drives vision and strategy, it was Sara who anchored the operation.

In a heartbreaking turn, Sara was diagnosed with metastatic breast cancer, far too young. “She fought with everything she had for 11 months. Until the very end,” Jason said. “She was showing houses in a wheelchair just a week or so before she died. She loved our team and our family, and she never once gave up or complained.” Despite the unimaginable loss, the foundation she helped lay continues to sustain the business and their family.

Her memory keeps Jason and the kids moving forward.

When asked how he keeps going, he said, “I know she would want me to. She wouldn’t want me to lie in bed and feel sorry for myself or depressed. I have to continue supporting my kids, our community, and our team. All we can choose to do is wake up and fight. I will not hide. I’m fighting. I’m alive. She’s not. At least I still get to, so I will”

His passion for the business and making an impact on those around him has enabled Jason to develop one of the strongest teams in Montana. Now with more than 15 team members and growing, Rise Realty Group served nearly 160 clients in 2025. Jason is the team’s lead listing agent, in addition to coaching, team leadership, public speaking, business development, and running a ranch.

“There are not enough words to say all the good things about our team. Everyone has an incredible work ethic, and they’re all ethical and kind. They want more out of life. They’re not afraid to get after it. Everyone on our team has been to hell and back, and in this market, you have to be gritty. That’s us. We aren’t fancy, but we are effective.”

The Rise Realty team is powered by the AI-forward tech of Place and eXp



“For me, this is so much less about work than it is about leaving a legacy that my kids and I can be proud of – a legacy that impacts lives.”



“  
**There are not  
 enough words**

to say all the good things about our team. Everyone has an incredible work ethic, and they’re all ethical and kind. They want more out of life. They’re not afraid to get after it.”

They are very active in their faith. They have a family ranch in Florence; Cassie shows their family cattle, and they produce most of their own food. Jason and Ethan are avid duck hunters. The three of them spend a great deal of time together outdoors. Jason’s latest passion project is speaking life into people who have suffered through addiction, injury, financial struggles, and the loss of a loved one. He has been through all of the above.

Jason’s journey to the top has been anything but easy. His story has been shaped by profound loss, challenges, and moments that have required extraordinary resilience. Yet it is precisely those trials that have defined the depth of his leadership and the breadth of his impact.

Along the way, he has strengthened families through homeownership, mentored agents to incredible success, and built a solid business grounded in integrity and heart. His success is not simply measured in transactions or accolades, but in the lives steadied, the opportunities created, the example he has set for his own children, and the way he honors Sara’s memory every day. Jason has shown that perseverance, purpose, and compassion can transform even the hardest chapters into a legacy that endures. ▀

Realty. Jason has refined an incredible mentorship program for new and experienced agents that is proven to help agents succeed. “Our goal is to help agents who will work hard and adhere to standards win,” he said.

“Our team is here to impact lives, and that’s what we’re doing. If our agents follow the system, they will close way more sides, way faster, and learn at 10x the clip while we handle 80 percent of the business and transaction side. That’s the power of the team: agents go further, faster, and net more money because all they have to do is lead generate and meet with clients. We do

the rest, including putting a minimum of 500 leads annually into their database for them, and paying all expenses. That combination compounds quickly.”

Despite it all, Jason is just getting started. Rise Realty is growing, and he’s always looking for ways to impact new and experienced agents. He sees Rise being a multi-state team with 100+ agents in the coming years, and he has understood for a long time that everything is leading to teams and platforms that can afford to do more for agents and clients, collectively.

The Baker family is finding their new normal in the wake of losing Sara.

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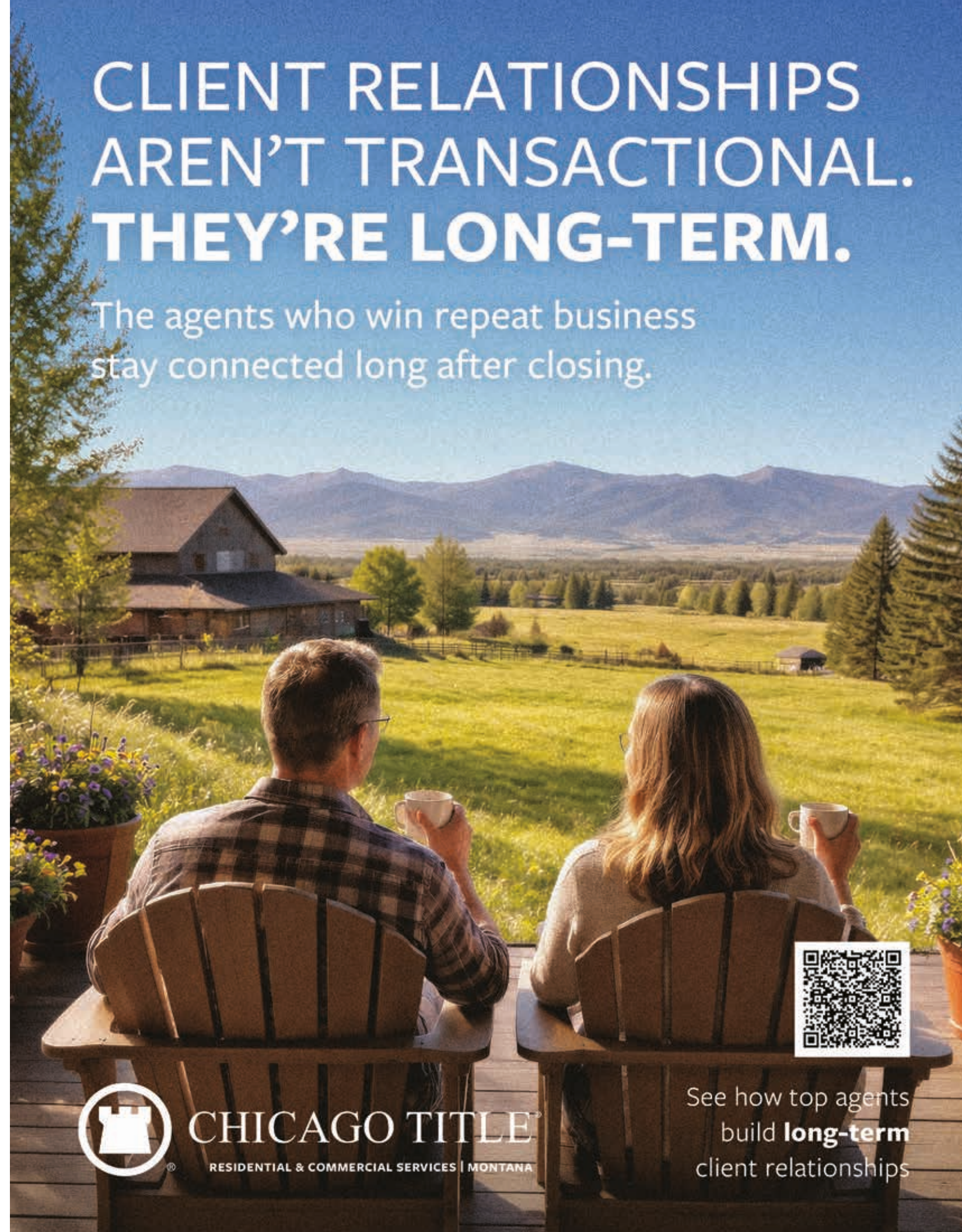
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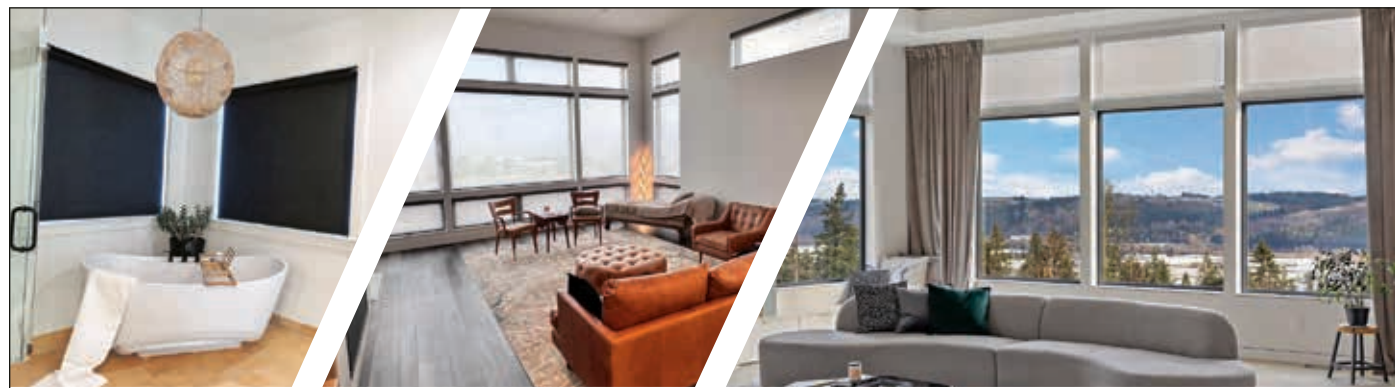
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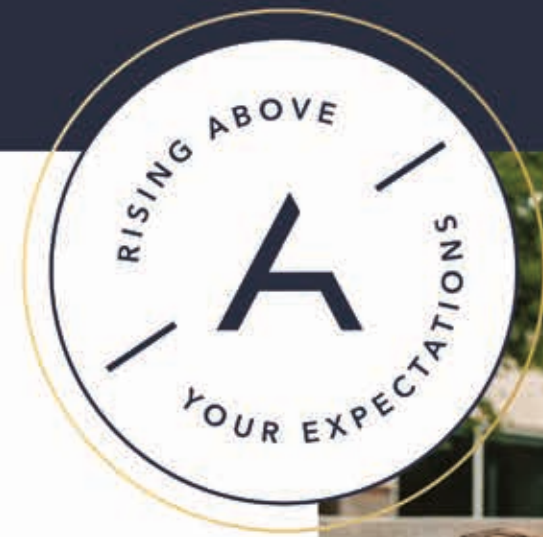


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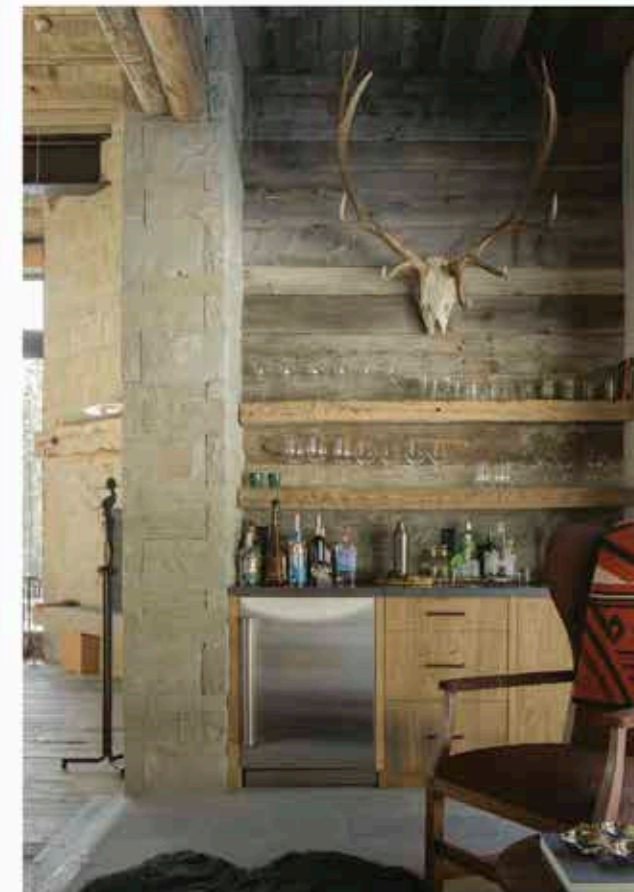
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