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COVER STORY

If you are interested in nominating people for certain stories, please email us at: jason.shelden@realproducersmag.com.





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Hillary CHAIRES

WITH YOU EVERY STEP OF THE WAY

WRITTEN BY MEGAN TAYLOR-DICENZO
PHOTOGRAPHY BY DOTSON PHOTOGRAPHY

Hillary Chaires grew up with a large family and parents who were determined to give their children every opportunity to succeed. When she was six years old, her family moved to the Klein area, which then introduced Hillary to one of the experiences that would shape her career. On Sundays, she and her mom explored model homes and open houses together.

"I loved it," Hillary said. "Those were the best Sundays ever."

Those outings became more than just family time. They gave Hillary an early appreciation for architecture and the process of finding a place to call home. She also experienced firsthand the impact homeownership could have on a family.

"I remember that process and the difference it made for all of us," she shared. "We moved from a smaller apartment into our first house with a backyard. It had a major impact on me."

By the time Hillary turned 19, she was seriously considering what she wanted her future to look like, and real estate continued to stand out as a possibility. Drawing on those childhood memories, she decided to take real estate classes. She passed her exams on the first attempt and earned her real estate license at 20.

"I didn't know what to expect, but I jumped in," she said. "Once I have an idea of what I'd like to do, I go for it."

Starting a real estate career at such a young age came with challenges. Hillary didn't have an established database or a large sphere of influence. Her friends were her age and were busy attending



college and beginning their own careers. However, rather than allowing that to hold her back, Hillary focused on meeting people, learning from others, and discovering what worked for her.

That journey eventually led her to Nicky Gomez, a successful REALTOR® known for helping other agents. They met through an open house class, where Nicky shared strategies for turning open houses into opportunities to build lasting client relationships.

"I could tell she genuinely wanted to help other agents," Hillary remembered. "She gave amazing advice."

Their relationship quickly became an important one. Even before Hillary joined Nicky's team, she knew she could call her with questions or ask for guidance, and that support became particularly meaningful as Hillary established her own business. In fact, Hillary's first closing in 2019 came directly from an open house. Relocating from out of state, the buyers were just beginning their home search. Hillary helped them navigate the process, ultimately finding them a home they loved, and they closed the following month.

In those early years, many of Hillary's transactions involved leases. Her friends were beginning to look for apartments and rental homes, giving her an opportunity to build relationships with clients who would eventually become homeowners themselves.

Over time, those relationships continued to grow alongside Hillary's business. In January 2021, Hillary officially joined Nicky's team as the first buyer's agent. For Hillary, the opportunity represented both a vote of confidence and a huge responsibility.

"She took a chance on me," Hillary explained, "and I made a promise to myself to take every action possible to not let *anybody* down, including myself."

Now 28, Hillary has spent the last eight years in real estate and has already experienced a wide range of transactions, market conditions, and client stories.

"Every single buyer, renter, seller, and story have been different," she shared.

That variety is part of what makes real estate meaningful to her. Hillary has had the opportunity to work with families, friends, and people she has known since childhood. She has watched classmates grow up, get married, establish careers, and purchase homes of their own. "It's been an honor to do what I do," she explained. "The most rewarding experience is continuing to grow relationships and create new relationships."

She credits much of her growth and success to the people around her; family, friends, Nicky, and the Team that has supported her throughout her career. Their encouragement has helped Hillary build a business that, at this stage of her







> **"I'M HELPING CLIENTS BUILD A FOUNDATION** for themselves for years to come, and I'm doing the same exact thing for myself."



life, sometimes exceeds what she once imagined possible.

“It’s something that I’m very grateful for,” she shared. “I’m helping clients build a foundation for themselves for years to come, and I’m doing the same exact thing for myself.”

For Hillary, that means being more than an agent completing a transaction. She wants to be the person clients know they can turn to throughout the entire process: a trusted professional, advocate and confidant. She remembers one client who proposed to his girlfriend during their final walkthrough, a moment that shows just how closely real estate transactions can intersect with life’s biggest milestones. More of Hillary’s most personal and special real estate transactions include guiding her Dad in the purchase of his forever home, and officially becoming a proud homeowner herself at just 25 years old.

“I want to keep being there for people,” she said. “I want them to know that if there is anybody on your side, there with you every step of the way, that would be me. I want to be remembered for making a difference, for making things happen, in real estate.”

Outside of work, Hillary has made a conscious effort to create more balance in her life. One of her personal goals has been prioritizing herself and making more time for the things that bring her joy: walking, being outdoors, exploring new places, and taking in a beautiful view. Despite the demands of her career, she makes a point of seeing her family at least once a week and has established monthly gatherings with friends.

Hillary’s career may have begun as an ambitious 19-year-old taking real estate classes and hopeful for the future, but the foundation for that career had been laid much earlier, on Sunday mornings spent exploring model homes with her mom. Today, Hillary is helping others experience the same sense of possibility that she felt when her own family purchased their first home. Every closing represents another opportunity to help someone take a step toward the life they envision and another relationship that will last long past closing.







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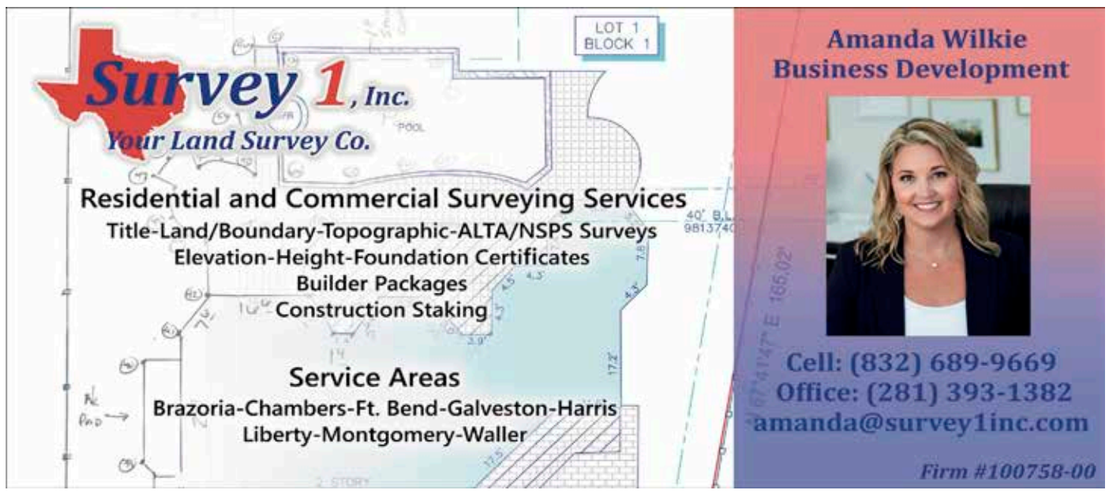
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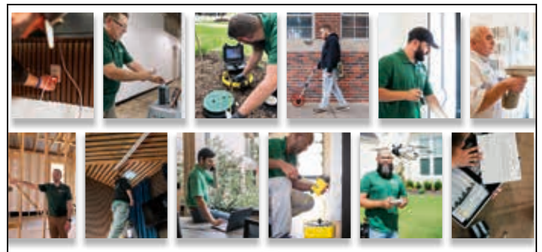












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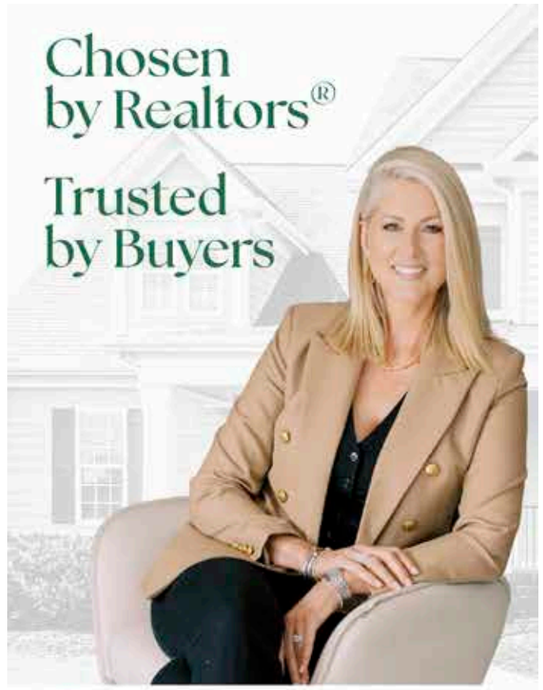
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Diane KINK

A SERIES OF INTENTIONAL DECISIONS

WRITTEN BY MEGAN TAYLOR-DICENZO

Diane Kink leads a successful real estate team that has grown from producing $25 million in annual sales to surpassing $200 million. Along the way, she has navigated economic downturns, built a business alongside her husband, raised their two children, and developed a tight-knit team whose members have remained with her for more than a decade.

Diane grew up in a small Indiana town as the youngest of four children. Her father worked hard in agricultural sales, while her mother spent most of Diane's childhood at home raising the children. When Diane was 13, she began working to earn extra money and continued working throughout high school and college, developing a strong work ethic early in life.

When Diane was 16, her father decided to pursue his real estate broker's license, drawing on his sales experience in agriculture. Her mother earned her real estate license as well and quickly distinguished herself, becoming the #1 salesperson in their community. Witnessing her parents' success left a lasting impression; real estate was always in Diane's mind.

Having earned a business degree from Purdue University, Diane graduated with several job offers. She ultimately chose a position in commercial construction, beginning a career that would take her from the Midwest to the West Coast. After three months of training in Ohio, she relocated to Southern California to work in the acoustical products industry. She spent 10 years in the industry, first working for Owens Corning Fiberglass and later moving to its largest distributor.

The move tripled Diane's pay and gave her the opportunity to enjoy the rewards of her success. She drove a BMW convertible to work at 4:30 a.m. to arrive at the office by 5:30 a.m. and avoid the Los Angeles traffic.

Diane met her husband of forty years, Bruce, at a conference about a year after beginning her career in Southern California. Their early years together brought both opportunities and challenges. In 1991, Diane and Bruce both lost their jobs as the market collapsed. They were forced to sell their home, give up their company cars, and rethink their financial future while caring for their six-month-old baby, Parker.

After a few months, Bruce found work in Fresno, California. The family relocated there, where they enjoyed a more relaxed lifestyle and welcomed their second child, Makenzie. After two years in Fresno, the family moved to Houston, Texas when Bruce accepted a position with Continental Airlines as a Senior Executive.

Once their children were five and seven and a half, Diane was ready to return to the workforce. She earned her real estate license in just three weeks and joined Keller Williams Realty, The Woodlands and Magnolia. She believed the company offered the best environment in which to launch her real estate career, and her results quickly validated that decision.

In her first year, Diane became Keller Williams' Rookie of the Nation. She met with a mentor every Monday at 8:30 a.m. and developed the habits necessary to become a top producer. By the end of that first year, she had sold more than anyone else in her office and paid off the family's credit card debt within her first few months in real estate.

What's more, real estate gave Diane the flexibility to be home for breakfast and dinner, plan her schedule around her children's activities, and attend important school events. Even while working weekends, she could organize her business in a way that allowed her to remain present as a mother. For someone who had always been a high achiever, the combination was ideal.



Diane also embraced Keller Williams' culture of education and collaboration. She participated in masterminding sessions with Gary Keller and attended quarterly events in Austin, where she learned about building and scaling a team.

In Diane's sixth year in real estate, she and Bruce made the decision to join forces. Bruce had spent 10 years with Continental Airlines, and leaving a corporate position meant giving up the security of a regular paycheck, benefits, and insurance. They did not make the decision lightly, and their partnership was transformative. Diane continued to serve as the business's primary agent, focusing on listings, sales, and client relationships. Bruce took responsibility for operations and systems. In the year Bruce joined Diane, their annual production increased from $25 million to $42 million.

They also took advantage of professional guidance. Business coach, Dave Jenks, became an important part of their journey, helping them evaluate systems and growth strategies. Bruce and Dave particularly enjoyed exploring the technological side of the business, identifying ways to improve efficiency and strengthen operations.

Throughout her career, Diane has credited Keller Williams with providing invaluable training, education, and opportunities to learn from other successful professionals. She believes





> MY TEAM IS INCREDIBLY connected, close-knit, and supportive."

that continued learning is essential to building a business that can adapt and grow. However, Diane's success has not come without setbacks.

"I've hired the wrong people for the wrong roles and had team members walk away," she recalled. "I've been hurt deeply at those times."

Those experiences taught her that building a business requires more than finding talented people. It requires putting the *right* people in the *right* positions, establishing a strong culture, and creating an environment where individuals can thrive. Throughout her career, Diane has continued to learn and seek guidance when needed.

As their business expanded, Diane and Bruce made a deliberate decision to enter the luxury real estate market. Diane attends numerous lectures, training sessions, and industry events to deepen her understanding and welcomed opportunities to learn from other luxury professionals as well as to share her own experiences with colleagues. She has spoken on panels and participated in industry events, including a recent Keller Williams Summit in Galveston focused on luxury real estate.

One of the most remarkable aspects of Diane's business is the longevity of her team and the culture they have all together. Some team members have been with her over 14 years, and all have the same "hard work



> WE ARE BLESSED TO HELP SERVE MANY CLIENTS, all price points, and help them to make sound investments as well".

ethic", taking the best care of each and every client they get to serve.

"My team is incredibly connected, close-knit, and supportive," she shared.

Within Keller Williams, a company with approximately 160,000 agents, Diane's team has recently ranked # 28. Years ago, the team struggled to break through the $100 million sales-volume ceiling. Today, they are surpassing $200 million and looking ahead to what could be their best year yet.

The team studies its numbers and looks for opportunities to improve. They also resist the temptation to chase every new trend. Instead, Diane focuses on strengthening what the team already does well, supporting team members, and making thoughtful improvements where they will have the greatest impact.

Diane's career has been defined by a series of intentional decisions: learning from her parents, pursuing opportunities as they arose, returning to work when her children were ready, embracing Keller Williams' culture of education, partnering with Bruce, investing in coaching, and building a team around shared values. Diane is a proud member of REALM, an invitation only, Luxury World Wide network of Luxury Agents, as well as a member of the Keller Williams Luxury Pro. Both have guided Diane and her team dive deep into learning to serve and grow their Luxury clientele.

She has experienced the uncertainty of economic downturns, the challenges of balancing motherhood with a demanding career, the difficulty of making personnel decisions, and the work required to grow a business beyond its previous limits. Through it all, she has remained committed to learning and improving.

Her story also demonstrates that professional success does not have to come at the expense of family. In fact, Parker, worked on the team for five years before moving on to other adventures. Now a father of three, ages eight, six, and four, he continues to maintain his real estate license. Makenzie lives in Park City, Utah, and is raising twins, now two and a half years old. Makenzie has grown her real estate business in Utah, and was awarded top producing agent for the Park City area in 2025. Both children earned their real estate licenses at 18, following the example set by their parents and grandparents.

"It's been a fun journey for all of us," Diane said. "We are blessed to help serve many clients, all price points, and help them to make sound investments as well". "With the knowledge of 2nd home investments, The Kink Team is helping spread the knowledge of what 2nd or 3rd home investments are like, and how to include this into their portfolios".

With that, Diane Kink's story comes full circle through three generations. Her tremendous growth in the industry speaks to her continued capacity for success and self-improvement. There is no telling what heights she and her team will reach next.

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