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Absolute Body Armor is a division of Amplify that hosts a diverse range of amenities, such as modern training facilities, instructor-led Classes, personal trainers, nutritionists, and monthly memberships.

While Coach Holley would like to train everyone in-person at the ABA facility, some may not have availability for in-person sessions or live in other places throughout the world. To address this, he developed a virtual training solution through a personally designed app, allowing everyone

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From “Maybe Later” to “Sign Here”

Winning the Seller Lead in Today’s Market

BY SHAWN CARDOZA



If you’ve been in the business more than a week, you know the feeling. You call a seller lead, you’re feeling good, and then, bam, “We’re just not ready yet.” Or, “We need to fix a few things first.” Or the classic, “How much commission do you charge?”

Here’s the good news: none of that is actually bad news. It just means you’re talking to a real, thinking human being who hasn’t met you yet. And in a market where sellers have more information (and more anxiety) than ever, the agents who win aren’t the ones with the slickest pitch. They’re the ones who know exactly what step of the process they’re in, and refuse to skip ahead.

The Three Steps You Can’t Shuffle

Converting a seller lead into a signed listing always moves through the same three steps, in the same order:

1. Contact, that first phone call
2. Appointment, sitting down together, ideally at their kitchen table

3. Contract, the listing agreement gets signed

Simple enough on paper. But here’s where so many agents trip: they try to close the contract while they’re still on the phone. A seller says “we’re waiting for the market to improve” or “we haven’t decided on a price,” and the agent starts arguing pricing strategy right there in the call.

That’s a losing move. You’re fighting a battle three steps ahead of where you actually are.

Objections Aren’t What They Look Like

Here’s the mindset shift that changes everything: almost every objection you hear on that first call isn’t really an objection to meeting you. It’s an objection to listing right now. Those are two completely different things, and mixing them up is how agents talk themselves out of appointments they could have easily booked.

So instead of debating the objection, hand it right back as a reason to meet in person:

- Seller needs to find a home first? Great, that’s exactly why they need to sit down with you and get set up on real time listing alerts.
- Seller thinks the house needs work? That’s a conversation best had walking through the rooms together, not guessing over the phone.
- Seller wants to wait for more equity? A quick market snapshot in person will tell them far more than a guess ever could.
- Worried about commission? As the old line goes, it’s easier to show than to tell. Save that conversation for the table.

The truth is, distance makes everything vaguer. Answers given sight unseen are just guesses. Once you’re standing in their kitchen, your odds of earning that listing jump dramatically, so your only job on the phone is to get the appointment, full stop. Worry about the contract later.

Let a Simple Sheet Do the Heavy Lifting

A short list of planned questions, call it a lead sheet, a discovery sheet, whatever you like, does

more work than most agents give it credit for. It keeps you in control of a conversation that could easily wander. It shows the seller you’re organized and prepared, which builds trust before you’ve even shaken hands. And, almost as a bonus, it naturally surfaces the real objections you’ll need to handle later: timing, price expectations, condition worries, motivation. Better to learn about those now, over the phone, than to be blindsided by them at the kitchen table.

Show Up Already Working

Here’s where modern agents have an edge previous generations didn’t: you can start converting the lead before you ever knock on the door. A short, well put together welcome packet, sent digitally and, when possible, dropped off in person, quietly shifts the tone of the whole relationship. Instead of walking

in for “an information session,” you’re walking in to finish a conversation that’s already underway.

A strong packet doesn’t need to be complicated. It just needs a few honest ingredients: a little

about who you are, some homes you’ve sold, a couple of client testimonials, a clear explanation of how you market a home, and a short list of things the seller can gather in advance: HOA documents, mortgage info, a disclosure form. When you walk in and see that homework already done on the counter, you know you’re in good shape.

Own the Room, Then Ask Questions

Once you’re in the home, small choices matter more than people think. Set your things down at the kitchen or dining table, not the couch. A table says “we’re here to make decisions.” A living room sofa says “we’re just chatting,” and chatting rarely ends in a signature.

Whether you walk the home with the sellers or on your own is honestly a matter of personal style. Both approaches work, and each has real advantages. What matters more is what happens once everyone sits back down: resist the urge to launch into a long list of your accomplishments. Instead, ask. Ask what worries them most. Ask what



questions they still have. Let them talk before you do. People believe what they discover for themselves far more than what they’re told, and a seller who feels heard is a seller who’s ready to sign.

From there, a good needs conversation covers two directions: the upside of moving (more space, closer to family, a better school) and, gently, what happens if nothing changes at all.

People move toward their goals, but they move even faster away from discomfort. Helping a seller see both sides clearly, in their own words, is often the last thing standing between “we’re thinking about it” and “where do we sign?”

The Bottom Line

Seller lead conversion isn’t about a magic script. It’s about discipline:

refusing to skip from contact straight to contract, using every objection as a doorway to an appointment, and letting a little preparation do the convincing before you ever arrive. Master that sequence, and the sellers you’re talking to today become the listings you’re celebrating next month.

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The Tulare County Association of REALTORS® believes safety should be taken seriously at every level of the business. A successful career is not built only on production and performance. It is built on sustainability, professionalism, and the ability to serve clients confidently while protecting yourself along the way.

The Tulare County Association of REALTORS® supports members by reinforcing the importance of education, awareness, and industry best practices. These reminders are not about fear. They are about professionalism. They are about creating a culture where agents feel prepared, informed, and supported.

For newer agents, safety training can create a strong foundation from the start. For experienced professionals, it is a chance to revisit habits and strengthen routines. No matter how long you have been in the business, there is always value in sharpening your awareness.

Realtor Safety Month is a timely reminder that the person behind the business matters. Protecting your time, your space, your personal information, and your physical safety is part of long term success. The best professionals do not just show up prepared for the transaction. They show up prepared for the realities of the job.

The Tulare County Association of REALTORS® is proud to support a culture of professionalism that includes safety, confidence, and care for every member.

Safety starts with simple habits. Verifying identities, communicating schedules, using good judgment at appointments, and maintaining clear office or team protocols can go a long way in reducing risk. Technology can help, but awareness remains one of the most important tools a REALTOR® has. In a profession where flexibility and mobility are part of the job, preparation matters.

This conversation is especially important because safety is often overlooked in the rush of daily business. Agents are focused on customer service, timelines, contracts, and negotiations. But protecting yourself is part of protecting your business. Confidence grows when safety is part of your routine rather than an afterthought.



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PITIA
Principal, interest, taxes, insurance and association dues



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SUSAN CARDENAS



"IF I HAVE JOY, I HAVE EVERYTHING."

WRITTEN BY CENTRAL VALLEY REAL PRODUCERS • PHOTOS BY SUMMIT VISUALS



There are some people whose success makes immediate sense the moment you sit with them. Not because of the awards. Not because of the numbers. Not because of the polished title after their name. It makes sense because of the weight they have carried, the grit they built in private, and the way they still choose to show up with heart.

Susan Cardenas is one of those people.

The quote she lives by is simple, but it says everything about the woman behind the business. "If I have joy, I have everything." It is not a cute line pulled from a coffee mug or a temporary mindset borrowed from a better season. For Susan, it is hard earned truth. It is a belief shaped by loss, survival, faith, sacrifice, and a long road back to herself.

Before Real Estate, Susan spent more than twenty years in the dental field, working her way from dental assistant to office manager. It was stable. It was respectable. It was rewarding in many ways. It also had a ceiling. She knew how to work hard. She knew how to lead. She knew how to treat someone else's business like it was her own. But she also knew what it felt like to hit a limit and hear, in one way or another, that there was only so far she could go.

Then life hit all at once.

She was grieving the loss of her mother. She was walking through a second divorce. She was diagnosed with a rare heart condition that eventually led to a pacemaker. She had to sell the home she had worked so

hard to buy as a single mother. Emotionally, financially, physically, it was one of the darkest seasons of her life. Susan does not hide that. She talks about it with honesty, and that honesty is part of what makes her story land so deeply. She was not stepping into a dream career from a place of comfort. She was rebuilding from the middle of heartbreak.

In the middle of everything, she felt God place it on her heart to get her Real Estate license and she couldn't ignore it.

That moment changed everything.

It did not mean the road suddenly became easy. It meant she finally had direction. Susan stepped into Real Estate as a fresh start, but also as an act of faith. She was not just changing careers. She was reclaiming her future. She was refusing to let her hardest season be the end of her story.

Like many agents, her early years were not glamorous. She started part time while still working full time in dental. She taught herself systems. She learned by doing. She kept moving. Then came 2018, one of the hardest chapters in her business, when she had to borrow money just to make her

SUSAN CARDENAS
DID NOT JUST REBUILD
A CAREER.
**SHE REBUILT
A LIFE.**



Club, one of the highest levels of production within RE/MAX at a national level. Today, she is stepping into a new chapter, intentionally building her own team, including her son.

What makes Susan stand out, though, is not only what she has achieved. It is how she has achieved it.

Ask her what she does, and she will not start with sales. She says, “I serve.” That answer tells you almost everything you need to know. Susan approaches Real Estate as something deeply personal. To her, this is not just about contracts and closings. It is about walking people through some of the most emotional and life changing decisions they will ever make. She understands the urgency, the fear, the uncertainty, and the stakes. She knows what it feels like when home is tied to survival, dignity, family, and

starting over. That is why her clients so often say they felt like they were her only client. She makes people feel seen. She makes them feel safe. She makes them feel carried.

Her business has grown through referrals, reviews, and trust. That is not an accident. That is what happens when a woman builds her name on integrity and follow through. It is also why being nominated by peers means so much to her. In a competitive industry, respect from colleagues says something real. Susan has earned that respect the old fashioned way. She has been consistent. She has been collaborative. She has been willing to do what it takes to get people to the finish line, even when the work asks more of her than anyone sees.

And still, her story gets even deeper.

Susan is a proud mother to Steven and Christopher, grandmother to Dean, Lucian, and her bonus grandsons, and the daughter of immigrants whose sacrifice shaped her from the beginning. She grew up watching her parents move seasonally



mortgage payment. That kind of moment humbles a person. It strips away ego. It makes every next step feel heavier.

But it also reveals what someone is made of.

Susan stayed.

She kept showing up. She gained support, and joining the Discover Team became a major turning point, sharpening her skills, building confidence, and creating momentum. By the end of 2019, she had come back strong, earning Top Overall Producer at RE/MAX Success and reaching Platinum level production. In the years that followed, consistency became her signature. Not flash. Not noise. Consistency. After that season, Susan stepped back into a solo role as a Broker Associate. In 2025, she achieved Chairman’s



SHE TURNED
SURVIVAL
INTO
SERVICE,
AND SERVICE
INTO SOMETHING
THAT LASTS.

wherever there was work, and that left an imprint. It taught her responsibility, resilience, and grit at a young age, along with a deep appreciation for stability, homeownership, and service. It helps explain her passion for Habitat for Humanity, where she has served on the board and as Chair, and why she cares so deeply about helping people not just transact, but truly move into a better chapter.

It also explains her heart for single women and single mothers.

Susan knows what it means to carry the full weight. She knows what it feels like to wonder how the bills will get paid, how the future will hold, how a woman keeps going when life has asked

too much for too long. That is why helping a first time buyer or a single mom land keys is never routine for her. It is personal. It is sacred in its own way.

Last year, after an especially strong season in business, Susan finally got the chance to do something she had wanted to do for a long time. When she was raising her boys on her own, a kind couple had once blessed her with a Christmas bonus at a time when it meant more than they could have known. She never forgot it. So when she had the opportunity, she paid it forward by creating a Christmas gift for single moms. What started as one act of generosity turned into five women being blessed after someone matched her donation.



And joy because now, after years of surviving, she is finally allowing herself to enjoy the fruit of what she has built.

Susan Cardenas is proof that resilience can still be soft. That strength can still be warm. That a woman can be direct, tough, competitive, and deeply caring all at once. She is living proof that you can go through heartbreak, health battles, financial fear, and reinvention, and still come out the other side with your heart intact.

Maybe that is why her story will stay with people.

Because underneath the production, the leadership, the designations, and the success, Susan offers something even more powerful. She offers permission. Permission to begin again. Permission to trust that the hard season is not the whole story. Permission to believe that faith, consistency, and courage can still build a beautiful life.

And maybe most of all, she reminds us that when joy returns, so does everything else that matters. ▀

That moment says more about Susan than any production award ever could. She did not just survive her hard years. She turned them into compassion. She turned them into generosity. She turned them into joy for someone else.

That is the thread in her story.

Joy.

Not because life was easy.

Not because she avoided pain.

Not because she somehow escaped the hard parts.

Joy because she refused to let darkness define her. Joy because her faith stayed louder than fear. Joy because she kept rebuilding. Joy because she learned that success means very little if you lose your soul on the way there.



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SUSAN
UNFORGETTABLE IS
NOT JUST
HOW HARD SHE
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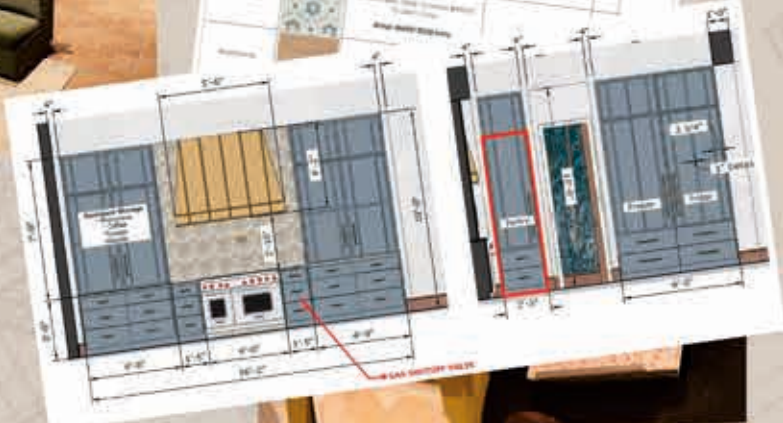
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Finish List

ITEM	FINISH	QUANTITY	UNIT	PRICE	TOTAL
1	Living Room Sofa	1	Set	\$1,200	\$1,200
2	Living Room Coffee Table	1	Unit	\$300	\$300
3	Living Room Armchair	2	Units	\$250	\$500
4	Living Room Rug	1	Unit	\$400	\$400
5	Living Room Pillows	4	Units	\$50	\$200
6	Living Room Plant	1	Unit	\$100	\$100
7	Living Room Lighting	1	Unit	\$200	\$200
8	Living Room Decor	1	Unit	\$100	\$100
9	Living Room Seating	1	Unit	\$1,000	\$1,000
10	Living Room Storage	1	Unit	\$200	\$200
11	Living Room Bedding	1	Unit	\$500	\$500
12	Living Room Linens	1	Unit	\$100	\$100
13	Living Room Accessories	1	Unit	\$100	\$100
14	Living Room Plants	1	Unit	\$100	\$100
15	Living Room Artwork	1	Unit	\$100	\$100
16	Living Room Furniture	1	Unit	\$1,000	\$1,000
17	Living Room Decor	1	Unit	\$100	\$100
18	Living Room Seating	1	Unit	\$1,000	\$1,000
19	Living Room Storage	1	Unit	\$200	\$200
20	Living Room Bedding	1	Unit	\$500	\$500
21	Living Room Linens	1	Unit	\$100	\$100
22	Living Room Accessories	1	Unit	\$100	\$100
23	Living Room Plants	1	Unit	\$100	\$100
24	Living Room Artwork	1	Unit	\$100	\$100
25	Living Room Furniture	1	Unit	\$1,000	\$1,000
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93	Living Room Linens	1	Unit	\$100	\$100
94	Living Room Accessories	1	Unit	\$100	\$100
95	Living Room Plants	1	Unit	\$100	\$100
96	Living Room Artwork	1	Unit	\$100	\$100
97	Living Room Furniture	1	Unit	\$1,000	\$1,000
98	Living Room Decor	1	Unit	\$100	\$100
99	Living Room Seating	1	Unit	\$1,000	\$1,000
100	Living Room Storage	1	Unit	\$200	\$200

Design Plans



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Lucy Siong

WRITTEN BY CENTRAL VALLEY REAL PRODUCERS



“It’s not what we do differently, it’s how we treat people differently.”

Lucy Siong knows what it means to build something with heart.

Before Siong Marketing became a respected name in the Central Valley real estate community, Lucy was simply someone paying attention. While working as a receptionist at Keller Williams Fresno, she noticed something a lot of people missed: Realtors didn’t just need marketing, they needed someone who could truly help them grow. They needed more than a nice graphic or an occasional social post. They needed strategy, consistency, and a partner who understood how to position them in a competitive market.

That realization changed everything.

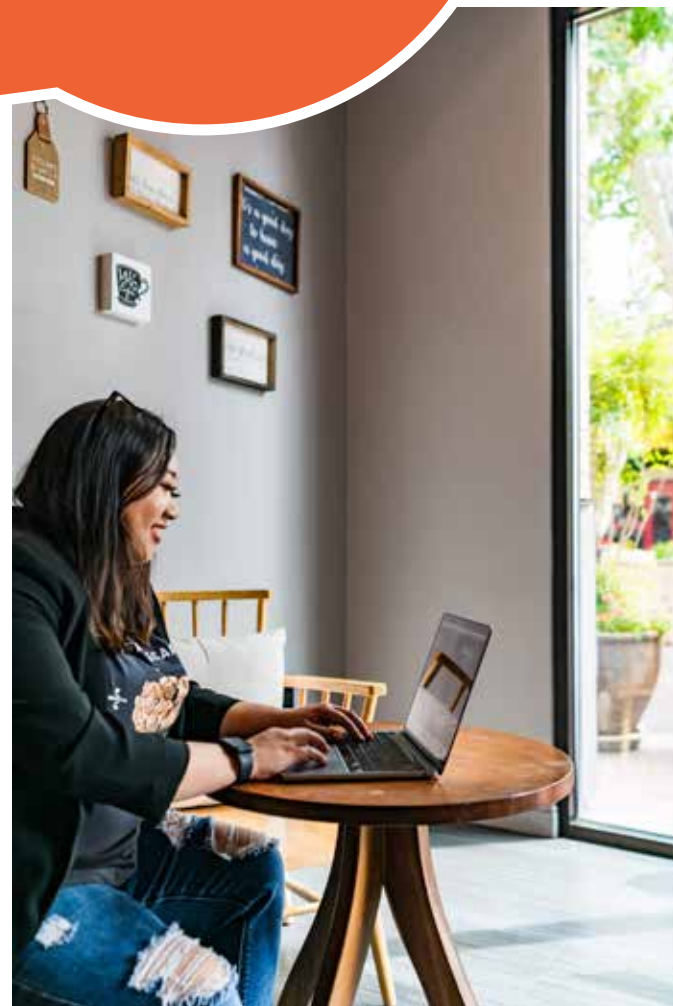
Lucy was majoring in marketing at the time, and the deeper she got into both school and the real estate world, the more aligned it all felt. What started as helping with social media quickly grew into graphic design, postcards, flyers, branding, and creative support for Realtors trying to build something bigger. One opportunity opened the door to another. One yes became another skill. One client became another relationship. Over time, those relationships shaped not only her career, but the kind of business owner she wanted to become.

Still, the journey wasn’t clean or comfortable.

“We want to be your long term marketing partner.”



“
Success to me is
finding opportunities.
Opportunities leads
to success.”



Like many young entrepreneurs, Lucy went through a season where passion and practicality were in constant tug-of-war. After leaving Keller Williams, she focused on social media for Realtors, but she was still learning how to actually run a business. She was finishing school, pursuing her master's degree, and trying to figure out what stability was supposed to look like. So she did what many smart, responsible people do: she got a job and tried to follow the safer path.

But even with the degree, even with the structure, something felt off. She remembers sitting at the same desk every day,

finishing her work early, and feeling like she was made for more than what was in front of her. She wanted a bigger challenge. Eventually, that feeling became too loud to ignore. Betting on herself was scary because there was no guaranteed income, no safety net, no promise it would all work out. There was only instinct, ambition, and the belief that she was capable of building something meaningful.

So she went for it.

Lucy carries a deep trust that if something isn't meant for her, something better is coming. That mindset has helped her navigate

the very real weight of entrepreneurship: the pressure of building a team, the responsibility of creating stability for other people, the hard decisions that come when growth is painful before it's rewarding. She doesn't sugarcoat that part. Running a business can be heavy. It can make you question yourself. It can

stretch you in ways no one sees. But Lucy also knows that support matters, and she's quick to credit the people who have helped hold her up.

Her family story runs deep in that gratitude. Lucy's family immigrated from Laos during the Vietnam War, first to France, then to Santa

Ana, and eventually to the Central Valley. Her parents built a family strawberry stand, Siong Strawberry, that provided for their household. A business built on sacrifice, survival, and a work ethic that left an imprint on the next generation. When her parents eventually retired, that legacy didn't end. In many ways, Siong Marketing is a continuation of it: a business built on courage, labor, and hope.

That background explains so much about how Lucy sees people. She isn't driven only by creativity or analytics, though both matter. What matters most to her is people. She wants her clients to grow. She wants her team to grow. She wants the people around her to feel like someone is invested in their future. She talks often about culture and

the importance of building a team that supports one another and believes success is shared: if one person wins, everyone wins. That isn't just something she says. It's how she leads, and it's how she serves Realtors.

Lucy and her team don't approach marketing as a one-time transaction. They approach it as a long-term partnership, especially important for top-producing Realtors, who think differently. They recognize value. They know consistency matters. They see marketing not as an extra, but as part of the machine that keeps their business growing. They're not just looking for someone to make things look good. They're looking for a partner who helps them stay visible, relevant, polished, and connected to the market they serve.

That's where Siong Marketing brings real value.

Today, Siong Marketing has served over 150 Realtors across the Central Valley. Since launching five years ago, the agency has grown from a one-person operation to a team of five, offering social media, graphic design, websites, brand consultation, listing photos, listing videos, and creative strategy — a true one-stop-shop marketing agency.

What makes that valuable to top producers isn't just convenience. It's depth of partnership. Rather than outsourcing pieces to multiple vendors, Realtors work with one team that learns their voice, understands their brand, and grows with them over time. Lucy wants

to be the kind of partner who builds momentum year after year, not just fills a short-term need.

That idea is woven into her entire story. Lucy knows what it means to be given a shot, to have someone see potential in her before the results fully show up. That's why she values relationships so deeply, why collaboration matters so much to her, and why she continues to show up for this community with genuine intent. She's building a business that helps other businesses rise.

At the center of it all, Lucy isn't just helping people market themselves better. She's helping them feel seen, supported, and positioned for more.

That kind of work leaves a mark. 🍷





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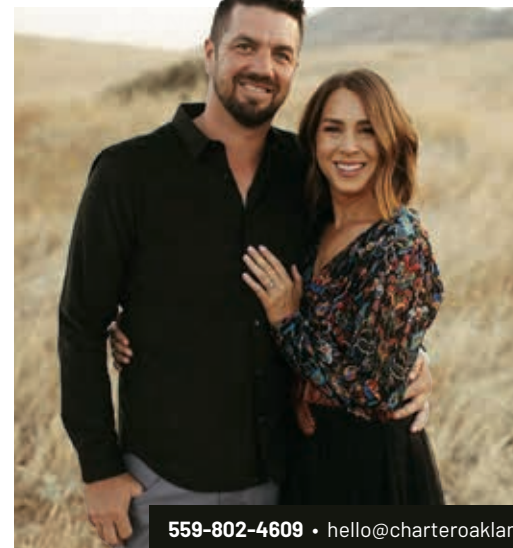


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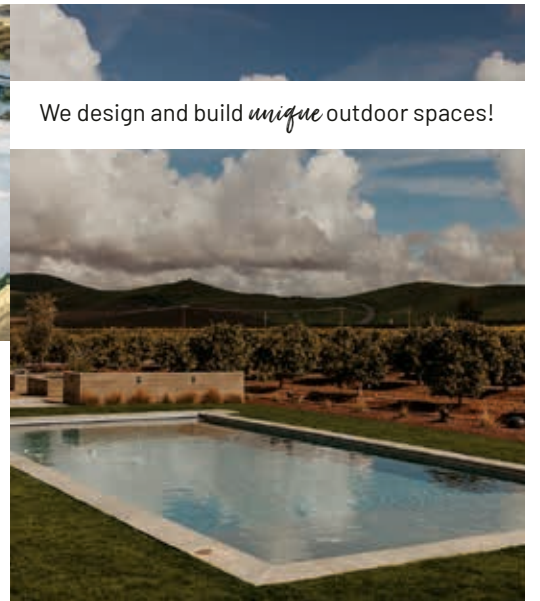
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Back to School

EDITION



School's back in session, and we're taking a trip down memory lane. For this special Back to School edition of *Central Valley Real Producers*, we asked some of the area's top real estate professionals to dig through old photo albums and share their favorite childhood pictures — along with a few fun facts about growing up. The results? Gap-toothed grins, questionable haircuts, and a lot of kids who got in trouble for talking too much!

Can you match the kid in the photo to the agent you know today? Study the clues, take your best guess, then flip to the answer key to see how

you did. Get ready for some laughs, a little nostalgia, and a friendly guessing game as we celebrate the personalities behind the professionals.

HOW TO PLAY

Each entry below is numbered — no names attached. Read the childhood photo and Q&A clues, make your guess, then check the answer key at the end of the section to see who's who.

CONTINUED ►

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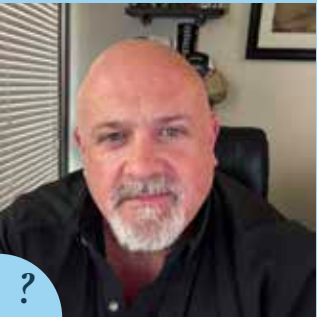
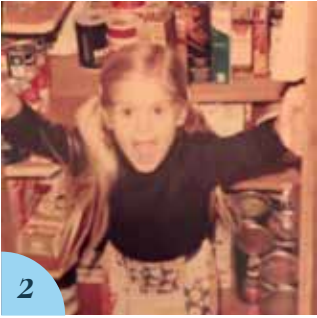
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Back ☐ to School

THEN

NOW



Back to School

GUESS WHO



1

What did you want to be when you grew up?
I wanted to work for a professional sports team

What was your childhood nickname?
RockyFish

What was the most common comment that would come back on your report card?
Has trouble staying on task

What was the most trouble you ever got into as a kid?
Got caught sneaking out at a friend's house to TP houses

What was your first job?
Doing deliveries for a title company

What was your biggest childhood accomplishment?
I played three sports all four years of high school

If your elementary school teacher described you in three words, what would they be?
Sweet, Sassy and Kind



2

What did you want to be when you grew up?
A math teacher

What was your childhood nickname?
N/A

What was the most common comment on your report card?
“Talks too much in class”

What was the most trouble you ever got into as a kid?
I was a good kid:-)

What was your first job?
Foster Freeze milkshake girl

What was your biggest childhood accomplishment?
Survived without cell phones, drank from a hose, no computers

If your elementary teacher described you in three words:
Talkative, energetic, intelligent



3

What did you want to be when you grew up?
A doctor

What was your childhood nickname?
Luisito

What was the most common comment on your report card?
Best in class

What was the most trouble you ever got into as a kid?
Letting a classmate copy my whole test

What was your first job?
Paper boy at The Hanford Sentinel

What was your biggest childhood accomplishment?
Being a straight-A student

If your elementary teacher described you in three words:
Sweet, quiet, overachiever



4

What did you want to be when you grew up?
Farmer

What was your childhood nickname? Tata

What was the most common comment on your report card?
Talkative

What was the most trouble you ever got into as a kid?
Cruised “the stone” at 15 with a truck I wasn’t old enough to drive

What was your first job?
Lumber mill

What was your biggest childhood accomplishment?
Taking care of my sister while mom worked two jobs

If your elementary teacher described you in three words:
Talks too much



5

What did you want to be when you grew up?
A medical missionary

What was your childhood nickname?
NiNi and Nano

What was the most common comment on your report card?
Bright, but always talking and distracting classmates

What was the most trouble you ever got into as a kid?
Instigating situations for fun

What was your first job?
CNA

What was your biggest childhood accomplishment?
Being able to repay my parents for their sacrifices

If your elementary teacher described you in three words:
Compassionate, honest, leader



6

What did you want to be when you grew up?
A teacher

What was your childhood nickname? Nay

What was the most common comment on your report card?
Quiet, always helping others, stands up for others

What was the most trouble you ever got into as a kid?
Punching a boy in kindergarten for bullying

What was your first job?
Wedding catering

What was your biggest childhood accomplishment?
Youngest kid to enter the spelling bee

If your elementary teacher described you in three words:
Sweet, helpful, quiet



What did you want to be when you grew up?
A teacher

What was your childhood nickname? Chanelly

What was the most common comment on your report card?

Talks too much

What was the most trouble you ever got into as a kid?
Ditching school

What was your first job?
Appointment setter for a vacuum company

What was your biggest childhood accomplishment?
Writing for the school newspaper

If your elementary teacher described you in three words:
Talkative, friendly, highly organized



What did you want to be when you grew up?
A mom or a teacher

What was your childhood nickname? Bobo

What was the most common comment on your report card?
Talks too much

What was the most trouble you ever got into as a kid?
Stealing a \$0.10 candy and being forced to return it

What was your first job?
Lunas in Old Town Clovis

What was your biggest childhood accomplishment?
Being best friends with my mom

If your elementary teacher described you in three words:
Nurturer, chatterbox, mentor



What did you want to be when you grew up?
An attorney

What was your childhood nickname?
Bucky Beaver

What was the most common comment on your report card?
“Jennifer is doing great... happy to have her in my class.”

What was the most trouble you ever got into as a kid?
Arguing with sisters + hiding a German shepherd puppy

What was your first job?
Sal’s Donuts in Clovis

What was your biggest childhood accomplishment?
Making a (maybe-half-court) basketball shot

If your elementary teacher described you in three words:
Friendly, helpful, laid back



What did you want to be when you grew up?
Physical therapist

What was your childhood nickname?
Hondo

What was the most common comment on your report card?
Conscientious, hard worker

What was the most trouble you ever got into as a kid?
Hit mom’s car with a weed eater

What was your first job?
Grocery store

What was your biggest childhood accomplishment?
18 home runs at age 12

If your elementary teacher described you in three words:
Smart, athletic, kind



What did you want to be when you grew up?
Nurse, FBI profiler, Business, and Real estate

What was your childhood nickname?
Flaca or Nessa

What was the most common comment on your report card?
Good student, very talkative

What was the most trouble you ever got into as a kid?
Fighting with my younger sister

What was your first job?
Mervyn’s cashier + stocker

What was your biggest childhood accomplishment?
Community involvement + CSET scholarship

If your elementary teacher described you in three words:
Helpful, curious, hardworking



What did you want to be when you grew up?
Police officer

What was your childhood nickname?
Glo

What was the most common comment on your report card?
Talks a lot

What was the most trouble you ever got into as a kid?
A fight at school

What was your first job?
Field work

What was your biggest childhood accomplishment?
Always being a good student

If your elementary teacher described you in three words:
You’re a good kid



What did you want to be when you grew up?
Accountant/business owner

What was your childhood nickname?
Big C

What was the most common comment on your report card?
Very good at taking direction

What was the most trouble you ever got into as a kid?
Arrested during ditch day

What was your first job?
Round Table Pizza

What was your biggest childhood accomplishment?
Buying my first car

If your elementary teacher described you in three words:
Quiet, detailed, friendly



What did you want to be when you grew up?
Johnny Knoxville

What was your childhood nickname? D Man

What was the most common comment on

your report card?
Talks a little too much

What was the most trouble you ever got into as a kid?
Stealing a skateboard

What was your first job?
Warehouse work

What was your biggest childhood accomplishment?
Not getting expelled

If your elementary teacher described you in three words:
Has the potential

Back to School



What did you want to be when you grew up?
Movie star or event planner

What was your childhood nickname?
Manda

What was the most common comment on your report card?
Creative, strong leadership, doodles too much

What was the most trouble you ever got into as a kid?
Breaking rules in art class

What was your first job?
Competitive cheer coach and a Event planner in NYC

What was your biggest childhood accomplishment?
12 regional + 8 national championships

If your elementary teacher described you in three words:
Creative, ambitious, competitive



What did you want to be when you grew up?
Volleyball player

What was your childhood nickname?
Kala

What was the most common comment on your report card?
Can't remember

What was the most trouble you ever got into as a kid?
Cutting classes

What was your first job?
Contempo Casuals

What was your biggest childhood accomplishment?
Athletic scholarship to SDSU

If your elementary teacher described you in three words:
Competitive, kind, tall



What did you want to be when you grew up?
Weather girl

What was your childhood nickname?
LeeLee or BoomBoom

What was the most common comment on your report card?
Talks too much

What was the most trouble you ever got into as a kid?
Rolling tea bags to "smoke" like grandma

What was your first job?
Cashier at hardware store

What was your biggest childhood accomplishment?
Keeping her family functioning while still being a kid

If your elementary teacher described you in three words:
Talkative, outgoing, friendly



What did you want to be when you grew up?
Stock broker

What was your childhood nickname?
Marky

What was the most common comment on your report card?
Good at math

What was the most trouble you ever got into as a kid?
Busted partying at the drive-in

What was your first job?
Tennis instructor

What was your biggest childhood accomplishment?
Ranked 2nd in Northern CA, 9th in the state

If your elementary teacher described you in three words:
Happy, kind, curious



What did you want to be when you grew up?
Something with plants and homes

What was your childhood nickname?
Chubby (even though she wasn't)

What was the most common comment on your report card?
Quiet

What was the most trouble you ever got into as a kid?
Declined to answer

What was your first job?
Family packing house — fruit boxes + payroll

What was your biggest childhood accomplishment?
Playing high school football for a year

If your elementary teacher described you in three words:
Smart, shy, soft-spoken



What did you want to be when you grew up?
A Mom! And then I wanted to be a Fashion Designer.

What was your childhood nickname?
LoLo

What was the most common comment on your report card?
She talks too much!

What was the most trouble you ever got into as a kid?
I really didn't get into trouble. ;)

What was your first job?
Neighborhood Nanny:
The first real job was Burger King.

What was your biggest childhood accomplishment?
Not having to wear glasses anymore! Being an all around athlete, I played all sports.

If your elementary teacher described you in three words:
Friendly, thoughtful, chatty.

Back to School

EDITION

CLASS DISMISSED — here are your Back to School matches.



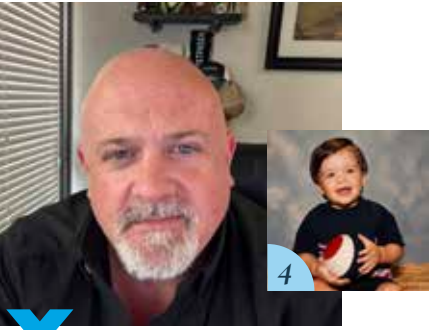
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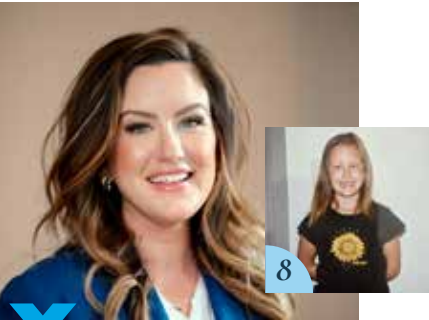
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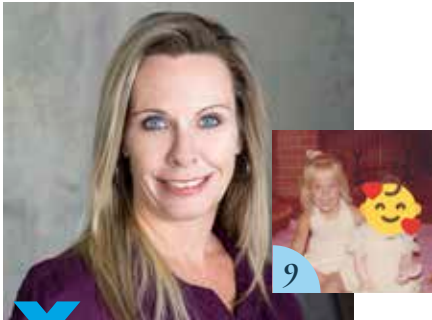
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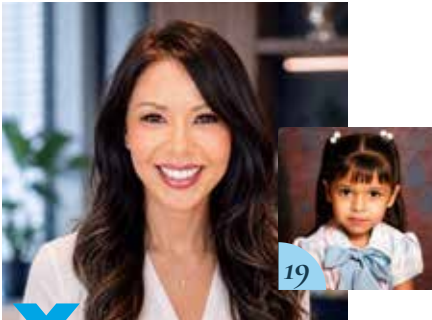
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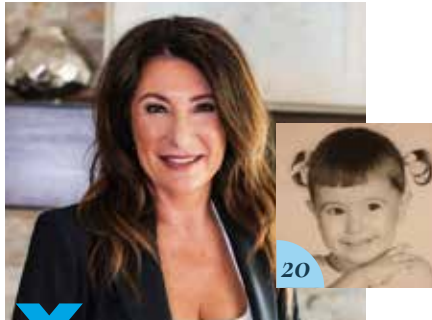
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