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Partner Spotlight
**TOP TIER
ENTERTAINMENT
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Vendor Spotlight
DANCERS PANTRY
Agent Profile
ADRIENNE ZIMMER

Family Matters
JAMIE MARTIN

**SUMMER
EVENT RE-CAP**

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COVER STORY

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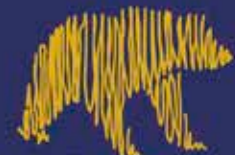


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CHELSEA FARRAH

THE DANCER'S PANTRY

We caught up with Chelsea Farrah, owner of The Dancer's Pantry, to learn more about the woman behind the beautifully crafted grazing tables that have become a staple at celebrations throughout the Sacramento area. From her background as a professional dancer to building a thriving catering business, Chelsea shares her story, what inspires her, and the philosophy that guides everything she creates.

What is your business, and what does your business do?

I'm the owner and head chef of The Dancer's Pantry, a boutique catering and grazing company based in the Sacramento area. We specialize in charcuterie-forward experiences paired with chef-crafted culinary offerings. Everything from intimate boards to large-scale grazing tables and full-service event catering. Our work is rooted in creating abundant, visually stunning displays that feel both elevated and deeply intentional.

For events specifically, what services does your business offer?

We offer a range of services including flat-lay and elevated grazing tables, custom charcuterie boards, cocktail-style catering, brunch spreads, and curated add-ons like crostini bars and

interactive food stations. We also provide full-service event styling, delivery, and set-up, allowing hosts to be fully present while we handle the details behind the scenes.

What work (school, etc.) did you do before your current business?

Before stepping into the culinary world, I was a professional dancer for over 20 years. I later attended culinary school, where I began to explore food not just as nourishment, but as an art form.

What were the life events that led you to your current business?

Like many people, the pandemic was a turning point. It created space to reevaluate what I wanted my life and career to look like. I began creating charcuterie boards as a creative outlet, and it quickly evolved into something much bigger, something that

combined my love of movement, artistry, and connection.

Tell us more about that. Why did you get into your business?

I've always been drawn to creating experiences that bring people together. Whether it was through dance or now through food, I've found that shared moments, gathering around a table, celebrating something meaningful, are where the magic happens. This business allows me to create those moments in a tangible, lasting way.

What do you find most fulfilling about your work?

It's the ability to create something that becomes part of someone's memory. Our work often lives at the center of life's most meaningful moments- weddings, professional celebrations, milestones, and knowing that we played a small role in that is incredibly fulfilling.

Share 3 (or more) specific things that you do in your business that others in your line of work don't do.

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Every table is styled with intention, not just assembled.

We design our grazing experiences to feel abundant without being overwhelming, striking a balance that feels elevated and effortless.

We prioritize seasonality and local sourcing, often incorporating farmers' market ingredients into our menus.

We offer a boutique, highly personalized experience. No two events are ever exactly the same.

Tell us about your personal background.

I'm based in the Sacramento area and have built both my life and my business here. My background is rooted in the arts. I spent over 20 years as a professional dancer before transitioning into the culinary world. After dance, I explored various culinary programs, where I began to see food as a creative medium.

My story is really about evolution and taking that foundation in discipline, creativity, and storytelling from dance and translating it into something new. What started as a creative outlet eventually grew into a business that blends artistry with hospitality, allowing me to create experiences that feel both beautiful and meaningful.

How has your past shaped who you are today?

My years as a dancer taught me discipline, attention to detail, and the importance of storytelling. Those same principles show up in everything I do now, from how I design a grazing table to how I run my business.

Can you share the story of one pivotal moment or time in your life?

The transition out of my dance career was a pivotal moment. It required me to redefine my identity and step into something entirely new, which ultimately led me to build this business from the ground up.

How did that event shape you into the person you are today?

It taught me resilience and trust in the unknown. It also showed me that creativity doesn't disappear; it evolves. That mindset has been foundational in how I approach both life and business.

Tell us about your family and what you enjoy doing together.

I'm married and have a young daughter, and they are truly at the center of everything I do. We love spending time outdoors, hosting at home, and creating simple, meaningful moments together.

When you aren't working, what's your favorite way to spend time?

Unwinding at home with my family, wandering through local farmers' markets or spending an afternoon at a winery, arranging flowers, and getting lost in a really good book.

What is your favorite quote? And why?

Favorite quote: "If you're not seeing anything inspiring, you're walking too fast."

I love this because it's a reminder to slow down and stay present. So much of what inspires me, whether in food, design, or everyday life, comes from the small details you only notice when you take your time.

If there is one thing you want to be sure the article captures about you as a person or how you run your business, what would that be?

That everything we create is rooted in intention. From the ingredients we choose to the way we style a table, every detail is considered with care.

Define Success.

Success, to me, is building a life that feels aligned, where my work, my creativity, and my personal life all support one another.

What is the best advice you have ever received?

The best advice I've ever received is to trust the process and stay consistent, even when things feel uncertain, and to believe that what's meant for you will find you.

It's a reminder that not everything needs to be forced. When you stay aligned, keep showing up, and do the work with intention, the right opportunities tend to unfold in their own time.

What has been your greatest achievement?

My greatest achievement has been building a business that supports my family while allowing me to create meaningful, beautiful experiences for others.

As a woman, mother, and entrepreneur, it's something I'm deeply proud of, creating a life where I can provide, stay present with my family, and show my daughter what it looks like to build something with passion and purpose.

What do you want to be remembered for?

I want to be remembered for creating spaces and experiences that brought people together in a way that felt beautiful, thoughtful, and genuinely meaningful, moments that people carry with them long after the event itself.

What does the future hold for you, personally and professionally?

Continued growth, expanding our offerings in a way that still feels true to who we are and the experience we create. Personally, it's about being present with my family, raising my daughter, and continuing to build a life that feels full, grounded, and meaningful.

Anything else you wish to say or highlight?

At the end of the day, this work is about connection. Food is just the medium. We're really in the business of bringing people together. 🍷

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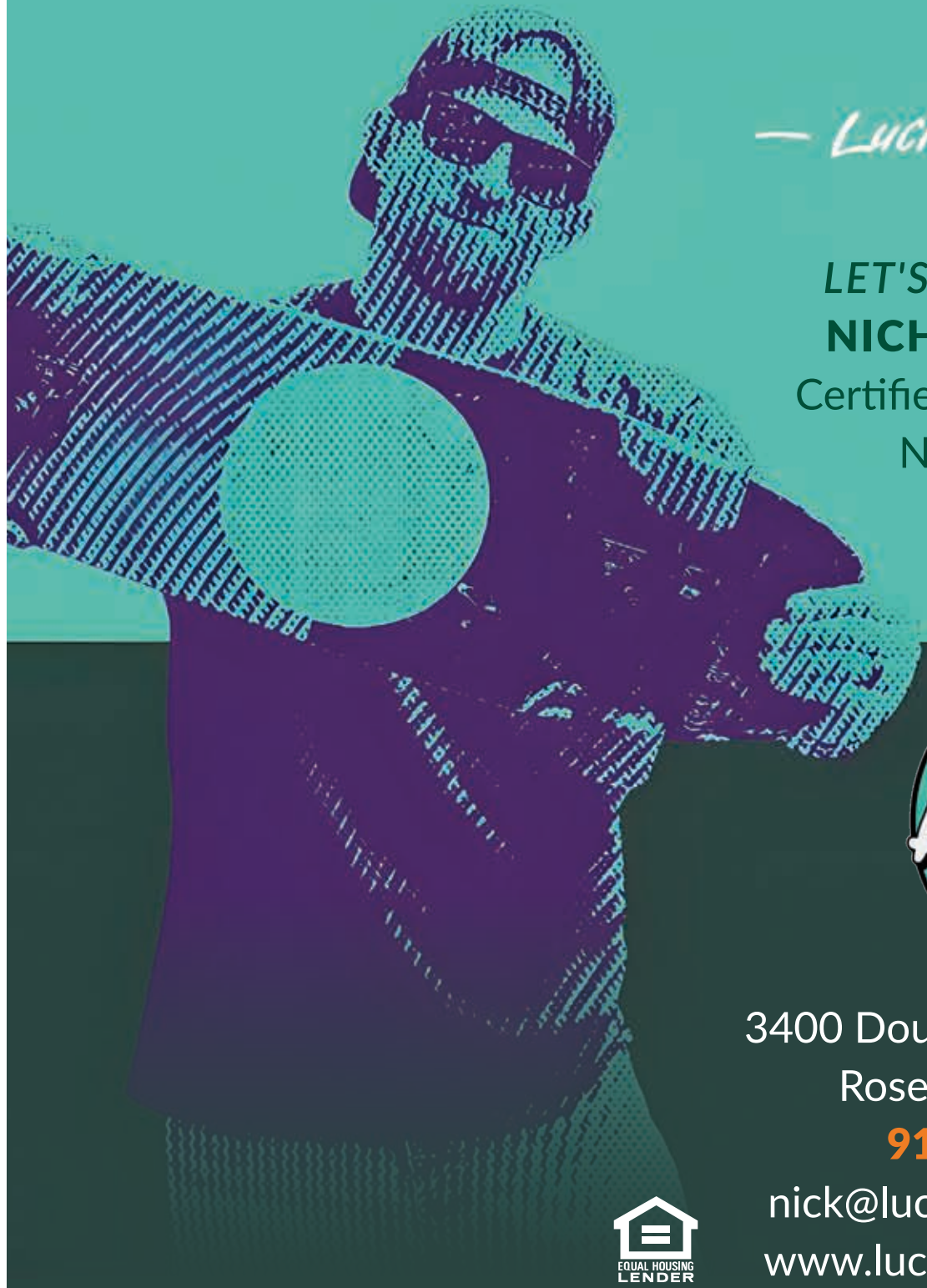
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NIGHT at the Ballpark

Community, Connection & A Little Bit of Sandlot Magic



There's something special about a summer night at the ballpark, especially when it's shared with the *Sacramento Real Producers* community.

In June, agents, partners, friends, and family members came together for one of our favorite annual traditions: *Sacramento Real Producers* Night at the Ballpark. The evening was filled with great conversations, exciting moments, and countless opportunities to strengthen the relationships that make this community so unique.

The festivities began before the first pitch with an exclusive pre-game mixer hosted by BlackPine Communities at their newest community, Four40 West. Guests enjoyed the opportunity to tour the beautifully designed homes, experience the thoughtful craftsmanship and attention to detail throughout the

community, and connect with fellow real estate professionals in a relaxed setting before heading to the stadium. The mixer provided a firsthand look at one of the area's newest communities while creating the perfect atmosphere for networking and conversation. We are

incredibly grateful to the BlackPine Communities team for opening their doors and helping us kick off the evening in such a memorable way.

As the crowd made its way to the ballpark, the excitement only continued to build.

One of the most memorable moments of the evening came when our June cover agent, Gina Kidd, took the field to throw out the honorary first pitch. Watching Gina represent the *Sacramento Real Producers* community in front of a packed stadium was a proud moment and a well-deserved recognition of the professionalism, leadership, and success she brings to our industry every day.

And just when guests thought the evening couldn't get any better, a familiar face from one of baseball's most beloved movies joined the celebration.

Thanks to Tara Anaya of CrossCountry Mortgage, we were thrilled to welcome special guest Marty York, best known to generations of fans as "Yeah-Yeah" from *The Sandlot*. Marty quickly became one of the highlights of the evening, generously spending time with attendees, posing for photos, signing autographs, and sharing stories throughout the night. Whether guests grew up quoting *The Sandlot* or were meeting him for the first time, his presence brought an extra layer of fun, nostalgia, and excitement to an already unforgettable evening.



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We are incredibly grateful to Tara for helping make this special appearance possible. Having “Yeah-Yeah” celebrating alongside our *Sacramento Real Producers* community was one of those unexpected moments that guests will be talking about long after the final inning. It was the perfect addition to an evening centered around connection, community, and creating memorable experiences together.

From networking and community tours to baseball, celebrity guests, and unforgettable conversations, the entire evening served as a reminder of what *Sacramento Real Producers* is all about. While our publication highlights the achievements of top-producing agents, our events create opportunities for those professionals to build genuine relationships across brokerages, teams, and companies throughout the region.

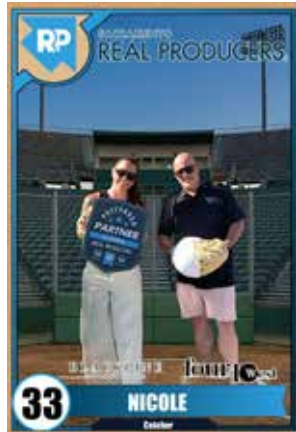
In an industry where competition often takes center stage, these moments of connection are what set our community apart.

To everyone who joined us, thank you for making the evening such a success. Your energy, enthusiasm, and willingness to engage with one another are what bring these events to life and continue to strengthen the *Sacramento Real Producers* community.

A special thank you to BlackPine Communities for hosting our pre-game mixer, to Gina Kidd for representing our community with the honorary first pitch, and to Tara Anaya of CrossCountry Mortgage for bringing Marty York and helping create such a memorable experience for our attendees.

Finally, none of this would be possible without the support of our incredible 2026 Preferred Partners and Annual Sponsors. Your continued investment in *Sacramento Real Producers* allows us to create meaningful experiences throughout the year, from our networking events and happy hours to our magazine, educational opportunities, and signature celebrations like Night at





the Ballpark. We are grateful for your partnership, your support, and your shared commitment to elevating the real estate community throughout Sacramento, Placer, and El Dorado Counties.

If June's Night at the Ballpark was any indication, the rest of 2026 is shaping up to be one incredible year. We can't wait to see you at the next event. 🏆



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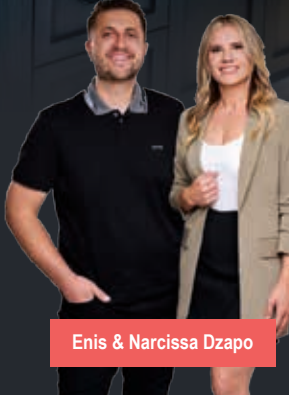
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Jamie MARTIN

WHERE RELATIONSHIPS BECOME FAMILY

PHOTOS BY OLHA MELOKHINA PHOTOGRAPHY • PERSONAL PHOTOS PROVIDED BY JAMIE MARTIN

For Jamie Martin, real estate has never been just about buying or selling homes. It's about building relationships, earning trust, and helping people through some of life's biggest milestones. Over the years, those relationships have become the heart of her business, and many have turned into lifelong friendships.

Jamie Martin, founder of The Martin Real Estate Group, has proudly served clients throughout Northern California since 2003, and the Hawaiian Islands since 2005.

She is affiliated with Coldwell Banker Realty in California and Coldwell Banker Island Properties in Hawaii. Licensed in California since 2003 and Hawaii since 2005, Jamie has built her business on one simple belief: always put people first.

"I've always believed real estate is about relationships," Jamie says. "The homes are important, but it's the people I'll always remember. Some of my closest friends today started out as clients, and that's something I'll never take for granted."



Raised in the small town of Galt, Jamie grew up believing in hard work, kindness, and the importance of community. Before beginning her real estate career, she spent 12 years as an RDAEF with the same dental practice in Elk Grove, where she built lasting relationships with patients and their families.

Real estate was always close to home. Jamie's father was a Realtor who encouraged her to follow in his footsteps after she became a mother.

"My dad always told me I'd be great at this because I loved people..."

He was right.

Jamie earned Rookie of the Year during her very first year in real estate and has now spent more than two decades building a business based almost entirely on referrals and repeat clients. Along the way, she has consistently ranked among Coldwell Banker's top-producing agents, earning



honors including President's Elite, President's Circle, Diamond Society, Top 2% of Realtors nationwide, and is an Outstanding Life Masters Club member. She also served on the Sacramento Association of REALTORS® Masters Club Steering Committee, for two years.

Still, if you ask Jamie what she's most proud of, her answer comes without hesitation.

"My boys."

As a single mother raising two sons on a commission-based income, Jamie built her business one relationship at a time while making sure she never missed the moments that mattered most. She was room mom, attended Friday Mass at their Catholic schools, chaperoned field trips, cheered from the sidelines at football and baseball games, hosted many kids' parties at her home and proudly put both of her sons through Catholic school from Kindergarten through High School.

Many longtime clients still remember Ian holding Jamie's hand while she showed homes, with baby Jacob riding along in his infant carrier. Jamie laughs when she remembers writing offers from the parking lot at Jesuit High School between football and baseball practices, juggling client calls, carpools, and family life.



Ian Martin

"I've never had anything handed to me," she says. "I've worked hard for everything I've built, and my boys have always been my why."

Today, the business Jamie spent years building has become a true family business.

Her younger son, Jacob, has worked alongside her for the past five years, although in many ways, he's been part of the business his entire life. From attending open houses and handing out flyers as a child to now helping clients buy and sell homes of his own, he learned the business by watching and working alongside his mom. Jamie has loved mentoring Jacob through every step of his career, and clients quickly notice his professionalism, work ethic, and genuine love and care for the people he serves.

Her older son, Ian, graduated from the University of Hawaii at Mānoa in 2022 with a Bachelor of Business Administration in Marketing. Throughout college, he worked in hospitality and currently serves at Quiora at The Ritz-Carlton Residences, Waikiki Beach, where taking care of people has always come naturally. In 2026, Ian earned his Hawaii real estate license and joined The Martin Real Estate Group. Based on Oahu, he helps serve clients throughout the Hawaiian Islands while bringing the same kindness, professionalism, and aloha spirit to every client he meets.

Together, Jamie and Jacob are licensed in both California and Hawaii, while Ian serves clients throughout

Hawaii, giving The Martin Real Estate Group the unique ability to help families with moves, second homes, investments, and referrals between the mainland and the islands.

"For years I had always dreamed about the day we'd all be working together," Jamie says. "Watching that dream become a reality is something I'll never take for granted."

Whether they're in California, Oahu, or Maui, family time is what matters most. You'll usually find the Martins at the beach, working out together, cooking, listening to island music, watching the sunset, entertaining friends, or simply enjoying each other's company. Those moments remind Jamie why she has always worked so hard.

Professionally, Jamie believes success comes down to something simple: showing up.

"I treat every client like family. I communicate, I follow through, and I'm there long after closing day. That's just who I am."

That commitment has created a business built almost entirely through referrals, repeat clients, and friendships that now span generations. Many of the families Jamie helped years ago have returned to buy and sell multiple homes, and today she's honored to help their children, family and friends as well.

Last year alone, Jamie closed more than 30 transactions totaling over \$14 million in sales volume. While she's grateful for those accomplishments,



Jacob Martin

she'll tell you they're simply the result of taking care of people and building relationships that last.

More than two decades after earning her license, Jamie continues to lead with the same values that inspired her from the beginning: work hard, stay humble, put people first, and bring a little aloha into every relationship.

Because at The Martin Real Estate Group, real estate has never been just about homes. It's about relationships that become friendships, friendships that become family, and always showing up for the people who trust you.

Their motto is simple, Live Life Aloha... 🌺



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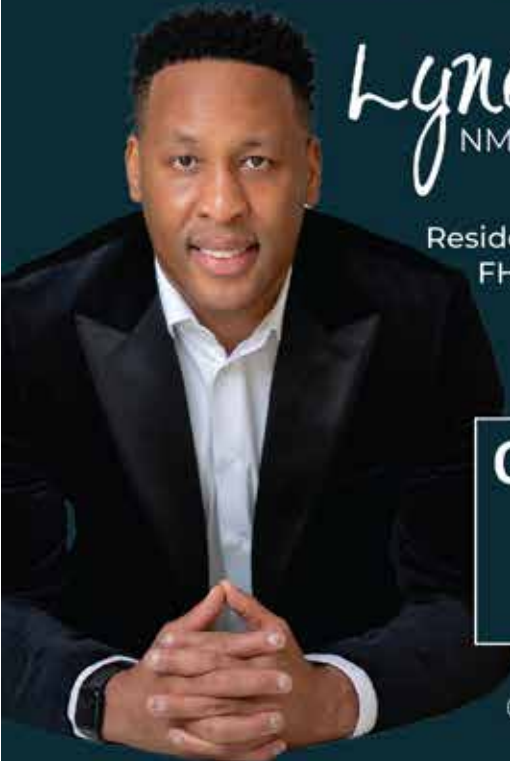
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BY CHRISTINA
KITCHEN

RICH & NOAH DOWNING:

Building Businesses,
Creating Smiles

For Rich and Noah Downing, business has never simply been about making a living. It's about creating unforgettable experiences, building lasting memories, and doing it all as a family.

As the owners of Top Tier Entertainment Experiences Group and Top Tier Foam Parties, the father-and-son team has built a company centered on one simple mission: bringing joy to people. From high-energy foam parties to mobile mini golf and interactive events, every celebration they host is designed with one goal in mind, to leave guests smiling long after the party ends.

That philosophy is what separates them from the competition.

"We're not working," they say. "We're having fun."

It's a mindset that has become the heartbeat of their business.





More Than Entertainment

Rich and Noah don't just provide party services. They create experiences.

Whether they're entertaining families, neighborhoods, schools, or corporate groups, they believe every event deserves to feel unique. Their commitment to exceptional customer service, energetic personalities, and memorable experiences has earned them a reputation for delivering much more than clients expect.

"We give the number one-rated customer service," they explain. "We also give an experience people will never forget and will always be talking about."

That commitment has helped Top Tier become known for bringing energy wherever they go. It's not just about the foam or the games. It's

about creating moments that people remember.

A Family Business with Deep Roots

While Top Tier is still growing, entrepreneurship has been part of Rich's life for decades.

Originally from Pleasanton in California's Bay Area, Rich describes his education as coming from the "school of hard knocks." Over the years, he has built, owned, and sold multiple businesses, learning firsthand what it takes to succeed through experience rather than a classroom.

Today, he also operates Window Screen Solutions in El Dorado Hills, but he considers working alongside his sons to be his greatest professional accomplishment.

For Noah, entrepreneurship started early as well.

A graduate of Oak Ridge High School in El Dorado Hills, Noah launched Noah's Auto Detailing, growing the company into two detailing crews serving the region. His success even earned him Entrepreneur of the Year recognition in El Dorado Hills several years ago.

Together, father and son discovered that combining their talents made perfect sense.

Building businesses together wasn't just a career move. It became a defining chapter in their family's story.

Family First

Ask Rich and Noah about the pivotal moment that shaped their lives, and their answer

isn't centered on business growth or financial success.

It's family.

Building businesses together reinforced something they already believed: family means everything.

That perspective influences every decision they make.

It affects how they treat customers, how they work together, and how they define success.

For them, success isn't measured by revenue or awards.

"Success is built on all the smiles we create."

That philosophy extends beyond work as well.

When they're not running events, you'll often find them relaxing at the beach, attending community events, or spending evenings

in the backyard surrounded by friends, family, and plenty of music.

Understanding People

One lesson Rich says life has taught him is the importance of understanding what people want and need.

That understanding has become one of Top Tier's greatest strengths.

Creating an unforgettable event isn't simply about equipment or entertainment. It's about reading the crowd, making every guest feel included, and delivering an experience that feels effortless.

It's also why Rich and Noah describe themselves as friendly, fun, and personable.

Those aren't just personality traits. They're business values.

Every interaction is an opportunity to make someone's day a little brighter.



Living by Simple Advice

Despite years of business experience, Rich's favorite advice remains surprisingly straightforward.

"If you're on time, you're late. Always be early. Always be first."

That mentality has shaped their work ethic.

Preparation, professionalism, and showing up ready to exceed expectations have become part of Top Tier's reputation.

Another guiding principle is Rich's favorite quote: "Work smarter, not harder."

It's advice they've applied across multiple businesses while continuing to look for better ways to serve customers.

Looking Ahead

The future is bright for Rich and Noah.

Their vision includes expanding Top Tier into many more locations,



allowing even more communities to experience the excitement their company creates.

Yet no matter how much they grow, their mission remains unchanged.

They want to be remembered for making people happy.

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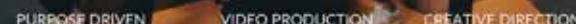
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Adrienne Zimmer



Relationships
First, Always

BY CHRISTINA KITCHEN • PHOTOS BY SARAH NELSON PHOTOGRAPHY

For Adrienne Zimmer, real estate has never been about transactions. It has always been about people.

As a Realtor with Zimmer Group at GUIDE Real Estate, Adrienne has built her business around a simple philosophy: relationships come first. Whether she is helping a family sell a longtime home, guiding first-time buyers through a life-changing purchase, or advocating for clients during difficult negotiations, her focus remains the same. She wants to serve people with honesty, hard work, and genuine care.

“I want my clients to feel supported, protected, and cared for long after the transaction closes,” Adrienne says. “Success is not just measured by production. It is measured by trust, relationships, and the reputation you build over time.”

That people-first approach has helped her build a thriving business since entering real estate in 2016. Last year, she closed 15 transactions totaling \$14.5 million in sales volume. But ask Adrienne what she is most proud of, and she is quick to move the conversation away from numbers.

Instead, she talks about family.

Built on a Foundation of Hard Work

Adrienne was born in California’s East Bay before her family relocated to Modesto when she was six

years old. Growing up, she watched her parents model the values that continue to shape her life today.

Her mother worked as an executive for Toyota, while her father worked his way up to become a vice president for a steel framework company involved in many major regional projects.

“They taught me the value of hard work by the example they lived every day,” Adrienne says. “I watched them work full days, continue advancing in their careers, and still make time for family. That balance had a huge impact on me.”

Raised alongside her younger sister and brother in a close-knit family, Adrienne’s childhood revolved around sports, community, and strong family connections.

One of the biggest influences in her early life was soccer. She played competitive club soccer for years and dreamed of playing at the collegiate level.

Then life took an unexpected turn.

Learning Resilience Early

At 16, Adrienne suffered an ACL injury during soccer practice. That injury eventually led to a diagnosis

of lupus, an autoimmune disease that forced her to rethink her future.

“At the time, my dream was to play soccer at the University of North Carolina,” she recalls. “Suddenly, my future looked very different than I had imagined.”

While it was difficult at the time, the experience became one of the most important moments of her life.

“It taught me resilience, adaptability, and how quickly life can change,” she says. “It forced me to let go of one path and find purpose





“
IT FORCED ME TO
let go of one path & find
purpose in new dreams
I MAY NEVER HAVE
DISCOVERED
OTHERWISE.”

in new dreams I may never have discovered otherwise.”

Those lessons still influence how she approaches life and business today. Challenges do not stop her. They simply encourage her to find another way forward.

Finding the Right Career
Adrienne attended Chico State University, earning a

degree in Communications with a minor in Marketing. She also spent time pursuing a Master’s in Education before career opportunities led her in a different direction.

Before entering real estate, Adrienne built a successful career in private education and admissions. She served as Director of Admissions and worked in marketing

and public relations roles, including with the California Culinary Academy Le Cordon Bleu in San Francisco.

Those experiences taught her how to connect with people, communicate effectively, and help individuals see what was possible for their future.

“Much of what we did was helping people envision what

came next,” she says. “Real estate is very similar.”

Her path into real estate came through family. Adrienne’s uncle was a respected local broker who encouraged her to pursue the profession.

She earned her real estate license while six months pregnant with her first son. After welcoming her second son, she decided to make real estate her full-time career.

What began as an opportunity eventually became a passion.

More Than Just Selling Homes

Adrienne believes every client deserves a thoughtful, elevated experience.

Rather than simply listing a property and putting a sign in the yard, she approaches each home like a launch. She helps coordinate pre-inspections, staging, cleaning, vendor services, professional photography, strategic marketing, and social media campaigns designed to tell a story.

She also believes buyers connect with more than square footage and upgrades.

“I try to market the lifestyle, not just the features,” she explains. “People connect emotionally to a home. They want to imagine family gatherings, neighborhood walks, great schools, and the memories they can create there.”

Her clients often describe her as hands-on, responsive, and deeply invested in their



success. Whether coordinating painters, meeting inspectors, helping with timelines, or solving unexpected issues, Adrienne prides herself on being present throughout the entire process.

She believes one of her greatest strengths is staying calm and solution-focused when challenges arise.

“One roadblock does not mean you stop,” she says.

“It just means you find a different path.”

What Matters Most

When Adrienne is not working, she enjoys spending time with her husband and their two sons. Family life often revolves around baseball games, bike rides, trips to the driving range, frozen yogurt runs, and making memories together.

Her favorite quote comes from Seneca: “Luck is when preparation meets opportunity.”

It is a philosophy that reflects her own journey. Through hard work, perseverance, and a willingness to embrace change, she has built a

business centered on service and relationships.

Looking ahead, Adrienne hopes to earn her broker’s license and eventually mentor other agents entering the industry.

Still, her definition of success remains refreshingly simple.

“Success looks less like titles or numbers and more like building a business my kids can be proud of while still being present for the moments that matter most.”

For Adrienne Zimmer, that balance is the goal. A thriving business, strong relationships, happy clients, and a family she loves. At the end of the day, that is what matters most. 🏡

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Hiedi DeFazio | Branch Manager & Escrow Officer

Hiedi DeFazio is known for her calm, steady presence and exceptional knowledge throughout every real estate transaction. Clients and colleagues alike appreciate her customer-first approach, sweet personality, and ability to make even the most challenging situations feel seamless and stress-free. With a genuine passion for providing outstanding service, Hiedi builds lasting relationships through trust, communication, and unwavering dedication. Outside of the office, she cherishes spending time with her sisters and her many nieces and nephews, who are the center of her world. While her calm demeanor may surprise you, Hiedi has one exciting secret passion—she absolutely loves fast cars, proving there's a little adrenaline enthusiasm behind her composed exterior.



Robyn Rodgers | Senior Escrow Officer

Robyn Rodgers is a seasoned Escrow Officer with more than 30 years of experience in the title and escrow industry. A lifelong Sacramento resident, she is known for her exceptional customer service, attention to detail, and commitment to creating smooth, stress-free transactions. Robyn specializes in resale, refinance, trust, and probate escrows, bringing extensive knowledge and professionalism to every file. Her approachable personality, clear communication, and genuine care for her clients have earned her the trust of real estate professionals and consumers alike. She takes pride in building lasting relationships and delivering outstanding service from opening to closing.



Dana D'Amico | Escrow Officer

Dana D'Amico is an experienced escrow professional with more than 30 years in the escrow and title industry, specializing in probate, trust, commercial, and residential real estate transactions. Throughout her career, she has successfully guided clients through complex escrow matters with a commitment to exceptional service, attention to detail, and professionalism. Beyond her work in real estate, Dana has received national recognition from L'Oréal Paris through its Women of Worth/Courage program for her dedication, perseverance, and contributions to others. She is also an accomplished author and co-author, having been featured in three published books, where she shares her personal journey, professional insights, and passion for inspiring others. Known for her extensive industry knowledge and client-focused approach, Dana remains dedicated to helping buyers, sellers, investors, and families navigate important real estate transactions with confidence and peace of mind.



Natalie Dudding | Sales Executive

Natalie Dudding is a Sales Executive with Chicago Title Company who brings extensive title and escrow experience to the real estate community. She began her career with Alliance Title as a receptionist before advancing into residential and commercial escrow operations, where she developed a deep understanding of the transaction process. In 2016, she transitioned into sales and has since become a trusted resource for real estate professionals throughout the Sacramento region. Natalie is passionate about helping agents grow their business through education, marketing support, industry insights, and relationship-building. Her hands-on escrow background allows her to provide practical solutions and valuable guidance to her clients. Outside of work, she is a proud mom of two boys and is dedicated to serving her community with the same energy and commitment she brings to her business relationships.



Inno Ekine | Sales Executive

Inno is a dynamic and results-driven Title Sales Executive based in Elk Grove, CA, with over 10 years of experience in luxury sales. Known for exceptional service and cultivating long-term client relationships, Inno excels at driving business growth through strategic planning and analytical thinking. A proven leader, he consistently exceeds targets by fostering strong connections and ensuring client retention. In his personal life, Inno enjoys being a dedicated dad to his 2-year-old son, balancing family time with his passions. An avid basketball and football fan, he finds joy in sports and stays active by going to the gym.

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FOUNDING MEMBER



Leo's decades-long career in the mortgage industry has been inspired by his commitment to people. As a mortgage advisor, Leo's goal has always centered around "forging meaningful relationships with his clients, becoming a trusted mortgage advisor and even their friend." Since 1993, he's done just that, guiding aspiring homeowners as they navigate the ever-changing landscape of the housing market and the various economic seasons at play.

He has spent nearly 20 years in wholesale, supporting hundreds of mortgage brokers, and managing large teams of Account Executives throughout Northern California. At this time, his wholesale personal production has exceeded more than \$4 billion. This experience has helped him transition back to being a loan originator.

A pillar in the lending community and stalwart in Sactown's business scene, Leo has been a longtime member of the California Association of Mortgage Professionals (CAMP) since 2005. His energy and love of the industry soon caught the attention of his peers, who voted him a board member for the Greater Sacramento Chapter in 2007. Leo then went on to become the president of that Sacramento chapter and served four terms as president. In 2017, he was named vice president of the California Association of Mortgage Professionals at the state level, a distinct honor and achievement.

Early 2019, Leo stepped into the next phase of his career as a founding partner of Empire Home Loans alongside Anthony Lombardo and Julie Yarborough. Combined, the trio has an impressive 75 years of industry experience and is taking the independent lender channel by storm. As Vice President of the rapidly growing brokerage, Leo is motivated by the return to his roots as a mortgage broker. "I've spent the last 20 years educating and supporting others, so I felt it was time for me to jump back into originating so that I can give my clients more personal attention." Teaming up with Julie Yarborough and Anthony Lombardo to build Empire Home Loans has made the decision to return to loan origination an easy one for Leo. What started as a crazy idea among three friends in Sacramento is now an award-winning independent mortgage brokerage with offices from sea to shining sea.

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BY CHRISTINA KITCHEN
PHOTOS BY OLHA MELOKHINA PHOTOGRAPHY

Pierre DANIEL VIARD

SERVING PEOPLE
WITH PASSION,
PURPOSE, AND
THE CAVIAR OF
REAL ESTATE

For Pierre Daniel Viard, real estate has never been about simply buying and selling homes. It is about people, experiences, and helping others step confidently into the next chapter of their lives.

With nearly two decades of combined experience in mortgage lending and real estate, Pierre has built a reputation throughout the Sacramento area as someone who leads with heart, creativity, and an unwavering commitment to service.

“I don’t look back to count,” Pierre says. “Like a farmer, I am planting seeds and moving forward, one transaction at a time.”

That mindset has guided him throughout his career and continues to shape the way he approaches every client relationship today.

Before transitioning into real estate full time, Pierre worked as a mortgage specialist and in-house lender for a prominent RE/MAX office in Canada. That experience gave him a unique understanding of both sides of the transaction and laid the foundation for the calm, solutions-oriented approach he is known for today.

But even then, he felt called to do more.

“Although I realized how important my work was, I almost felt like there was

so much more I could do to better my clients’ lives,” Pierre shares.

Today, he does exactly that.

For Pierre, real estate is not simply a profession.

“To me, it’s not a job, not a career. I see real estate as a lifestyle,” he says. “It fulfills me at so many different levels.”

That fulfillment comes from the opportunity to solve problems, remain calm in complicated situations, negotiate effectively, and help clients achieve the best possible outcome. But beyond the logistics and negotiations, Pierre believes real estate is deeply emotional.

“Real estate is first and foremost about selling experiences and emotions,” he explains.

That philosophy is reflected in one of the things that sets him apart most in the industry: Pierre personally stages all of his listings himself.

Rather than outsourcing the process, he takes a hands-on approach, carefully transforming each home to highlight

its warmth, character, and potential. His artistic eye and attention to detail allow him to create spaces that buyers emotionally connect with the moment they walk through the door.

“It gives me great joy to get listings ready,” he says. “And it helps my sellers get top dollar for their homes.”

Clients often find themselves amazed by the transformation.

“We never knew our house could look this nice,” they tell him.

Some even joke that they are reconsidering selling after seeing the final result.

Pierre’s passion for creating memorable experiences extends far beyond staging. Over the years, he has also built a strong reputation as a Relocation Specialist working with UC Davis professionals and top local government agencies, helping individuals and families transition seamlessly into the Sacramento area.

His approach to relocation is far more comprehensive than most.

One out-of-state family purchased their home without ever seeing it in person. Pierre coordinated FaceTime tours, arranged a 3D walkthrough, and once the home closed, personally oversaw renovations that included flooring, painting, electrical work, roof repairs, and landscaping improvements. He supervised contractors, enhanced the curb appeal, and even planted berries in the yard for the family’s young son.



But he did not stop there.

He helped the family find a nanny, connected them with local families, recommended physicians and service

providers, and ensured they felt supported every step of the way.

“In a nutshell, white glove services,” Pierre says.

That same level of dedication carries over to every client he serves.

While Pierre is known as a Luxury Property Specialist, he is equally passionate about guiding first-time home buyers through one of the biggest milestones of their lives. Whether he is representing a luxury estate or helping a young family purchase their very first home, he brings the same enthusiasm, patience, and devotion to the experience.

For Pierre, every client matters.

Every story matters.

Every home deserves to feel extraordinary.

His compassion and commitment are rooted deeply in his own life experiences.

Born in Port-au-Prince, Haiti, Pierre later grew up in Montreal before eventually making Sacramento home. He holds degrees in Theology and Business Administration and was raised by what he lovingly describes as a “single supermom” alongside his four siblings.

At a young age, Pierre and his older siblings helped care for their two younger sisters, who were much younger than they were. To this day, his sisters still call him “Papili” because he became a father figure for them growing up.

That nurturing spirit continues to define who he is today.

“I still have a strong desire to help and be there when needed,” he says.

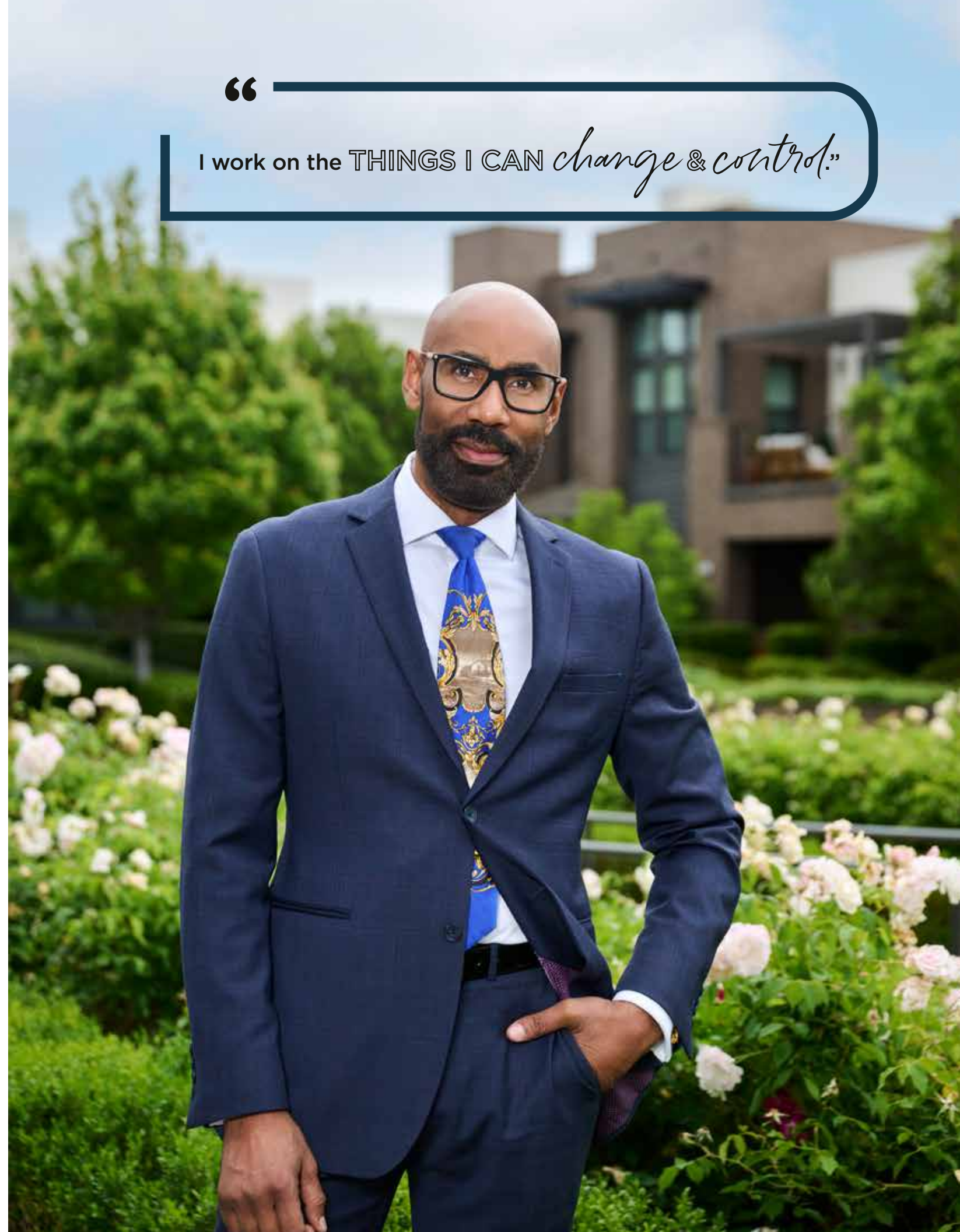
One pivotal moment that profoundly shaped his outlook on life was the devastating 2010 earthquake in Haiti. While living in Canada, Pierre and his family went weeks without being able to communicate with relatives back home.

“It was unbearable,” he recalls.

The experience reinforced just how fragile life can be and gave him an even deeper appreciation for gratitude, resilience, and perspective.

“

I work on the THINGS I CAN *change & control.*”





“Life is fragile,” Pierre says. “I don’t waste time feeling sorry for myself, having regrets, hating, envying, or keeping grudges. I work on the things I can change and control.”

Outside of real estate, Pierre enjoys traveling, discovering new foods and cultures, painting, entertaining family and friends, and spending time with his spouse and their dog. He also volunteers at hospice and remains deeply committed to giving back to his community.

Defining Success Differently

Pierre’s definition of success is refreshingly human.

“Being able to contribute to the happiness of 95 people, and still be at peace with the five who may not agree with me.”

It is not about perfection.

It is about impact.

It is also about growth. Looking ahead, Pierre hopes to step into coaching, helping new agents and professionals reach their full potential. He also envisions building a team that shares his values, allowing him to grow without ever compromising the level of service he is known for.

At the core of it all is a simple principle.

“I always put people first.”

Pierre describes his business model as representing “The Caviar of Real Estate.”

Not because of price point alone, but because of the elevated experience, intentional service, and genuine care behind every interaction.

At the end of the day, Pierre wants to be remembered for one thing above all else:

“Someone who genuinely cares for others.”



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