

OKC

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCER:

**LEESA  
WILLIAMS**

RISING STAR:

Caitlyn Mathers

CELEBRATING LEADERS:

Jared Kennedy

NOVEMBER 2019

# SAY NO TO

LET US LEVEL UP YOUR INVESTMENT.

WE BELIEVE THAT EVERYONE SHOULD BE ABLE TO AFFORD A HIGH QUALITY FOUNDATION REPAIR COMPANY IN ORDER TO PROTECT THEIR INVESTMENT AND LOVED ONES. THAT'S WHY WE OFFER THE **LEVEL UP LOWEST PRICE GUARANTEE**.



CALL 405.812.2782  
LEVELUPFOUNDATIONREPAIR.COM

EXPERIENCE "OUR SIGNATURE DIFFERENCE"



FOSTER  
SIGNATURE HOMES



Currently building all around the Oklahoma City Metro including Blanchard, Deer Creek, Edmond, Norman, and Piedmont

HEATHER | Sales Associate | Mobile: 405.694.9294 | Email: heather@fs-homes.com



[fostersignaturehomes.com](http://fostersignaturehomes.com)

Office: (405) 801-2267 | 2500 Boardwalk Street | Norman, OK 73069





Commercial Team: Emily Myers, Commercial Escrow Processor; Paul Stuke, Business Development Officer; Ramona Riley, Commercial Closer; Penny Nelson, Vice President - Commercial Escrow Manager; Shae Naro, Residential Closer; Abi Kordsiemon, Commercial Escrow Processor; Mary Ann Nelson, President - Stewart Title of Oklahoma

## From Residential to Commercial



Sales Team: Mary Ann Nelson-Sutterfield, President; Brian Mignosa, Business Development Officer; Madison Barnard, Business Development Officer; Paul Stuke, Business Development Officer II; Stephanie Holloway, Vice President - Oklahoma Sales Manager; Barb Yeary, Business Development Officer; Lisa Rhodes, Business Development Office II

**stewart title**

www.stewart.com/OKC | (405) 232-6764

# TABLE OF CONTENTS



**18**  
Sponsor  
Spotlight:  
Greg  
Brown



**24**  
Rising Star:  
Caitlyn  
Mathers



**30**  
The Unsung  
Heroes of  
OKC Real  
Estate



**34**  
Making a  
Difference:  
Kat  
Kosmala



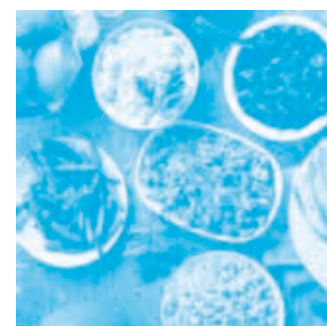
**40**  
Sponsor  
Spotlight:  
American  
Capital  
Roofing



**46**  
Celebrat-  
ing Leaders:  
Jared  
Kennedy



**52**  
Top  
Producer:  
Leesa  
Williams



**58**  
Question of  
the Month



**60**  
Schedule of  
Events



If you are interested in contributing or nominating Realtors for certain stories, please email us at [alby.luciani@realproducersmag.com](mailto:alby.luciani@realproducersmag.com).

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

MEET THE  
**OKC**  
REAL PRODUCERS TEAM



**Alby Luciani**  
Owner/Publisher  
405-429-0026



**Lauren Deavenport**  
Content Coordinator &  
Publishing Assistant



**Zachary Cohen**  
Writer



**Casey Rinaldi**  
Writer



**Katherine Fondren**  
Ads Manager



**Caleb Collins**  
Photographer



**Kennon Bryce**  
Photographer



**Carrie Sharp**  
Photographer

Purchase • Refinance • VA • Bond Loans • Mobiles • New Construction



**Have your clients been turned down by other banks?**

**Call us today and we can help them get pre-qualified!**

Brooke Meyer - 846695

DinaKay Aker - 310738

Heather Schroedter - 1462817

Kelly Ashford - 1691485

*Thankful*  
**FOR OUR CUSTOMERS**

Contact me for your free coverage review and no-obligation quote.



**Kelly Leonard**

Lead Sales Representative

14000 Quail Springs Pkwy Ste. 100  
Oklahoma City, OK 73134  
Office: 405-486-7344 | Cell: 405-481-1846  
Kelly.Leonard@Libertymutual.com



**Liberty Mutual.**  
INSURANCE

Average combined annual savings based on countrywide survey of new customers from 8/1/16 to 8/1/17 who reported savings from prior insurers' premiums when they switched to Liberty Mutual. Savings comparison does not apply in MA. Coverage provided and underwritten by Liberty Mutual Insurance and its affiliates. 175 Berkeley Street, Boston, MA 02116 USA. Equal Housing Insurer. Copyright 2018 Liberty Mutual Insurance



**(405) 697-0990 | WWW.1STCAPITALOK.COM**



# Allstate<sup>®</sup>

You're in good hands.



## Your Family is in Good Hands with Ours



Auto



Home



Renters



Motorcycle



**Taylor Evans, Agent**

**(405) 543-1333**  
2912 SW 89th St  
Oklahoma City, OK 73159



**Donnie Evans & Ada Jones, Agents**

**OKC Office**

**(405) 636-0113**  
8809 S Santa Fe Ave  
Oklahoma City, OK 73139

**Moore Office**

**(405) 265-8350**  
1740 S Broadway #200  
Moore, OK 73160



This section has been created to give you easier access when searching for a trusted affiliate to recommend. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best realtors in the area, but the best affiliates, as well, so we can grow stronger together. Please support these businesses and thank them for supporting OKC REAL Producers!

**AUTOMOTIVE DEALERSHIP**

Porsche Oklahoma City  
Ryan DeToro  
(405) 748-8080

**BUILDER**

Foster Signature Homes  
Richard Foster  
(405) 801-2267

R&R Homes  
Millie Eubanks  
(405) 441-5075

**CLOSING GIFTS**

Cutco Closing Gifts  
Marisa Maher  
(405) 370-2311

Framed in the Village  
(405) 748-7400  
Kristy Duarte

**CONTRACTOR/ROOFER**

AEP Roofing and Contracting  
Craig Cox  
(405) 361-3094

**CREDIT RESTORATION**

TRW Credit Services  
Kevin Foster  
(405) 210-4379

**DIGITAL MARKETING & DIGITAL ADVERTISING**

365 Innovation Marketing  
Brandon Stuedeman  
(405) 326-9324

**ELECTRICIAN**

Steve Ocker Electric  
Steve Ocker  
(405) 229-9321

**FINANCIAL PLANNING**

Guardian Financial  
Tim Lowe  
(405) 550-6716

**FLOORING**

Brewer Carpet 1  
(405) 917-6150

**FOUNDATION REPAIR**

Level Up Foundation Repair  
Jacob Watson  
(405) 812-2782

**HOME INSPECTION**

Dan Briscoe  
(405) 615-9691  
  
On Target Home Inspections  
Brett Lorton  
(405) 921-6048  
  
Pillar To Post Home Inspectors  
Jay Stern  
(405) 546-5204

**HOME SECURITY**

Globelink Security Systems  
Bill Davey  
(405) 295-7233

**HOME WARRANTY**

Home Warranty of America  
Penny Roth  
(918) 845-2556

Old Republic Home Protection  
Debbie Fiddler  
(405) 650-7341

**INSURANCE**

Allstate - Martinez  
Hernandez Agency  
Alex Martinez  
(405) 470-8370

Blake Hulin Insurance  
Blake Hulin  
(405) 842-5385

Evans - Jones Insurance Agency  
(405) 269-1338

FRS - Tomlinson Insurance Agency  
Darbi Tomlinson  
(405) 261-5179

Greg Brown Agency - Norman  
Greg Brown  
(405) 610-7506

Greg Brown  
Farmer's Insurance  
Greg Brown  
(405) 227-5517

Greg Whittaker Insurance Agency LLC  
Greg Whittaker  
(405) 494-6550

Huffman Insurance Agency  
Adam Nowlin  
(405) 848-6832  
  
Liberty Mutual Insurance Agency  
(405) 720-6083

MWI Insurance Brokers  
Derek Stephens  
(405) 561-1010

MetroOKC Insurance  
Michael Sohn  
(405) 603-2176

Ryan John Agency  
Ryan John  
(405) 200-1878

**JUNK REMOVAL**  
Scissortail Waste Solutions  
Brian Meister  
(405) 535-6644

**KITCHEN & BATH**  
Crowne Kitchen & Bath  
Caleb Breer  
(405) 912-5152

**MORTGAGE SERVICES**

1st Capital Mortgage  
(405) 697-0990

Alterra Home Loans  
Julia Adame  
(405) 212-9734

BancFirst  
(405) 354-3030

Cornerstone Home Lending  
Cheryl Blice  
(405) 613-1354

FBC Mortgage - Tim White  
Tim White  
(405) 410-2302

Financial Concepts Mortgage  
Brian Manwell  
(405) 818-0468

First Liberty Bank  
(405) 252-4465

First United Bank  
Ellie Wade  
(405) 206-2282

Gateway Mortgage Group  
Thomas Rosser  
(918) 289-8059

Gold Financial Services - The Cole Team  
Rob Cole  
(405) 802-2387

Great Plains Bank  
Aimee Dauphin  
(405) 410-4381

Home Loans by The McEvers Team  
Keitha Mcevers  
(405) 863-4122

**MOVERS**

All My Sons Moving & Storage  
(405) 506-6112

**MOVING & STORAGE**  
Sherpa Moving & Storage  
Jesse Gartman  
(405) 724-8750

**PHOTOGRAPHY**

Home Tours OK  
David Sharp  
(405) 429-1582

Nested Tours  
Caleb Collins  
(405) 496-6201

Peak RES  
Mary Siems  
(405) 607-9976

**PROPERTY MANAGEMENT**

Luxe Property Management  
Crystal Caulk  
(405) 816-6624

**ROOFING & SIDING**

Bass Roofing & Siding  
Kirk Maynord  
(405) 204-3802

**REAL ESTATE INVESTMENTS**

Berry Rock Capital  
Cameron Rock  
(405) 479-8620

**REAL ESTATE SIGN MANAGEMENT**

Jack Pratt Signs  
405-524-5551

**ROOFING**

American Capital Roofing  
Ty Patterson  
(405) 761-4121

Fundamental Roofing  
John Winchester  
(405) 923-2490

Land Enterprises Roofing  
Heath Clark  
(405) 361-0184

Proformance Roofing Systems

Harlan Buettner  
(405) 283-2205

Tri-City Roofing  
Kris Young  
(405) 421-2221

Ambassador Roofing & Construction  
Jay Shipp  
(405) 604-1002

**ROOFING AND EXTERIOR RESTORATION**

Hero General Contracting  
Justin Billinger  
(405) 549-7009

**SIDING & METAL BUILDINGS**

Winding Creek Construction Inc.  
Dustin Henry  
(405) 240-8831

**STAGE & DESIGN**

Amie Lynne Designs  
Amie Lynne Wilson  
(405) 819-0114

**STAGING**

My Beautiful LLC  
Amy Moore  
(405) 920-5090

**TITLE COMPANY**

Chicago Title Oklahoma  
David Patrick  
(405) 840-9191

Oklahoma Secured Title  
Brittany Rogers  
(405) 254-6448

Stewart Title  
Stephanie Holloway  
(405) 476-6288

# Closer Spotlight



We would like to welcome Kylee Littleton to Chicago Title Oklahoma at the Cross Rock office, located at 3600 NW 138th OKC, OK 73134.

**KYLEE LITTLETON**  
Closer  
**405-607-8811**  
**KYLEE.LITTLETON@CTT.COM**

*It Really Does Make a Difference Where You Close*

## MILITARY APPRECIATION PROGRAM

In appreciation of your service to our community, we want to offer you a special opportunity to save money on your home purchase/refinance.

**At First United, we take great pride in being a community bank and supporting the people who help make the lives we all live possible.**

**Let us help you secure the best possible financing:**

- Quick approval
- Construction to permanent financing
- First-time Homebuyer loans
- Jumbo loans
- Flexible repayment options
- Debt consolidation
- FHA, VA and USDA loans

 **Call us for more information or apply online today!**



**Ellie Wade**  
Sr. Mortgage  
Loan Consultant  
NMLS# 469172  
**405-820-8269**  
ewade@firstunitedbank.com  
ewade.firstunitedteam.com



**Timarra Monroe**  
Mortgage  
Loan Consultant  
NMLS# 474389  
**405-206-2282**  
tmonroe@firstunitedbank.com  
tmonroe.firstunitedteam.com



INSURANCE BROKERS

AUTO HOME LIFE BUSINESS

- We represent over 25 insurance companies to help all of your clients
- We have multiple, knowledgeable agents with 75 years combined experience dedicated to helping others
  - We educate our clients on every aspect of their insurance needs
  - We provide competitive rates without cutting coverage
- We have 3 locations throughout the metro area to better serve you

**Let us help you close your next real estate deal!**



**Michael Wiley**  
Principal  
1-405-561-1010 Ext 202



**Derek Stephens**  
Principal  
1-405-561-1010 Ext 303



**Michael Crouch**  
Agent  
1-405-938-1502



**Lydia Durlington**  
Agent  
1-405-938-1500



**Kim Troutman**  
Agent  
1-405-938-1501



**Ray Cales**  
Agent  
1-405-938-1503

**Edmond/NW OKC Location**  
16509 Network Ave. Ste. A, Edmond, OK 73012

**Newcastle/SW OKC Location**  
701 N Main St. Ste. B, Newcastle, OK 73065

**Choctaw/Harrah Location**  
14445 NE 23rd St, Choctaw, OK 73020

**1-405-561-1010 | MWWinsurancebrokers.com**



Timeless machine.  
The all-new 911.



Drive Passion,  
Drive Performance,  
Drive Porsche Oklahoma City.

12910 Broadway Ext  
Oklahoma City, OK 73114  
(405) 748-8080 | PorscheOklahomaCity.com

**PORSCHE  
OKLAHOMA CITY**  
A BOB MOORE DEALERSHIP



## Peace of Mind at the most important time.

Pillar To Post Home Inspectors offers many ways to help ensure your clients' peace of mind. Our range of added services provides an extra level of information about the home beyond the standard home inspection report. These tests inform buyers about specific conditions that can be addressed if issues are found.

- Radon
- Allergens
- Mold
- Asbestos
- Water Quality (including lead)



Jay Stern, CPI  
Certified Home Inspector  
Office: 405-546-5204  
Cell: 405-812-6240  
Jay.Stern@pillartopost.com  
OK Lic #1671



[pillartopost.com/jaystern](http://pillartopost.com/jaystern)

*Each office is independently owned and operated.*

## Experience Gateway

Local Home Mortgage Solutions with the power  
of a National Brand

When you are looking for smart solutions  
combined with a local, caring mortgage team,  
turn to Gateway.

### THOMAS ROSSER

Mortgage Sales Manager - NMLS 273804  
405.751.3800  
Thomas.Rosser@GatewayLoan.com  
[www.GatewayLoan.com/thomas-rosser](http://www.GatewayLoan.com/thomas-rosser)



Gateway Mortgage Group, a division of Gateway  
First Bank. Member FDIC. Equal Housing Lender.  
NMLS 7233. 931 W. 33rd St. | Edmond, OK 73013



**405.265.6887**

Insurance Claims Specialist License # 4264

# GREG BROWN

## Farmers Insurance – Norman RETURNING TO HIS ROOTS



As an Oklahoma native that was born into the insurance business, it seemed Greg Brown was always destined to run an insurance agency. Yet, after going to school at Oklahoma University, it would take Greg another two decades to return to his roots.

“My family has done it pretty much my whole life,” Greg reflects. “My dad was a Farmers Insurance agent. When I was in second and third grade, he would have me walk down to his office and file the papers. Back then



sponsor spotlight

By Zach Cohen  
Photos by Carrie Sharp

we weren't on computers, so bundles and bundles of papers came in and there were these file cabinets that seemed to be a mile long that I put these papers in. As soon as I got a driver's license, he would send me out to inspections. Back then they were polaroids. It's a sense of freedom, not being in an office or behind a counter. I always loved doing it.”

Greg's family has been working for Farmers Insurance for over 45 years. His brother, Rick Newby, has been in the business for 38 years himself, and Greg always considered a career in insurance. Yet, he forged his own career path, first.

“I owned furniture stores across the state,” Greg explains. “I did that for about twenty years.” Over two decades, Greg honed his skills as an entrepreneur and fell in love with the business he was a part of. But after twenty years, he was ready for a change. In 2012, Greg decided to open his own insurance agency.

“I always thought about doing insurance. It's what I call the end game. When you're in a retail environment, it requires you to keep selling, keep selling.

I've seen how successful my brother is, and I had the opportunity to join the business.”

For Greg, the best thing about his move to insurance has been his ability to help people on a daily basis. Whether he's working with customers on their home insurance policy, their life insurance policy, or their auto policy, he is able to make a positive impact on their lives.

“I saw it was important, it was to help other people. It makes me feel good. I feel good coming to work every day.”

### Above and Beyond

As a business owner for almost three decades, Greg considers one of his biggest strengths to be his ability to grow and nurture a team. He describes his ability to hire committed, trustworthy employees as luck, but he knows it's much more than that.

“I've always had good luck getting team members instead of just employees. Everyone has skin in the game and appreciation. People like working with ●●●



••• me for that reason -- they get treated as a team member, not just an employee.”

Greg’s staff goes above and beyond for their clients. “They bend over backward to help people,” Greg smiles.

Today, the Greg Brown Agency is made up of six individuals: Greg, Ashley Taylor (Producer), Albert Boytis (Producer), Lydia Caldwell (Customer Service Rep), Nicole Ivy (Lead Marketing Rep), and Terina Grady (Customer Service Rep, Producer, Office Manager).

“If you send us something, you’ll have it back within 5-10 minutes. We have a handful of real estate agents and lenders we deal with -- what they tell me is the ease and quick response we get back to them on. They really appreciate,” Greg says.

#### Beyond the Office

Greg is a family man at heart. His son, Brodan, is nine years old now; whenever Greg steps out of the office, time with his son is his first commitment.

“Family is huge to me. Mainly, my immediate family. I have a little boy that I didn’t have until I was 42 years old. He means the world to me. Every day I’m at one of his practices, games, or we’re at the lake and I’m teaching him how to wakeboard. That’s what I do when im not here... I’m very proud of everything he does.”

Greg is most grateful for his family. It may not be flashy, but it’s the truth. When push comes to shove, Greg is focused on the simple things, both in and outside of the insurance business: caring for his family and doing right by his customers.

“I’d like to be known as someone that people say, ‘He’s a good guy.’ That makes me smile.”

“ I’ve always had good luck getting team members instead of just employees. Everyone has skin in the game and appreciation. People like working with me for that reason – they get treated as a team member, not just an employee. ”



# Home Loans

by The McEvers Team



Low Fees | Low Rates | Excellent Service

Photo provided by Trails End Homes

**Keitha McEvers**  
405-863-4122 cell  
keitham@elgokc.com

**Mark McEvers**  
405-822-1957 cell  
markm@elgokc.com

Office: 405-605-1590

Come see us at our store front location  
3632 E I-35 Frontage Rd | Edmond, OK, 73013

ELG, a division of 1st Capital Mortgage

NMLS# 309401

NMLS# 303703



**SHERPA**  
MOVING + STORAGE

**Your One Stop Shop**

LOCAL/REGIONAL MOVING | FULL PACKING/UNPACKING SERVICE  
FULL LINE OF MOVING MATERIALS  
STORAGE OPTIONS | FLAT RATES | UNPARALLELED SERVICE  
VETERAN OWNED + OPERATED IN DOWNTOWN

**10% OFF DISCOUNT**

WITH FLYER CODE #SHERPAMOVE

**CONTACT US TODAY 405.724.8750**

SHERPAMOVINGOKC.COM  
SALES@SHERPAMOVING.COM



# Innovation, Creativity, & Technology

Come together to form the most effective Digital Marketing and Advertising company in Oklahoma for Real Estate Agents & Brokers - 365 Innovation Marketing.



Whether you need help with building brand awareness on Social Media or leveraging the platforms to generate leads, we can help!

As Real Estate agents, everything matters when it comes to getting leads and having a strong online presence. Not only could it be the first impression they see but the last. Let us help you today.

Call (405) 326-9324 or visit our website [www.365innovationmarketing.com](http://www.365innovationmarketing.com)

A cornucopia of reasons  
*to choose BancFirst.*

BancFirst has been a top financial source and mortgage lender for Oklahoma's building industry for years. You can count on us for a wide variety of real estate funding, including:

- Construction Financing
- Bridge Loans
- Permanent home mortgage loans

Whether building or buying, you need sound financial framework. You need BancFirst.

**Jay Emory**  
NMLS # 408358  
405.850.1382

**Suzanne Briscoe**  
NMLS # 408431  
405.206.5867

**Jon Pennington**  
NMLS # 704191  
405.613.9541

**J Thomas**  
NMLS # 512233  
405.763.7373

**BancFirst**  
*Loyal To Oklahoma & You.*



WWW.BANCFIRST.BANK MEMBER FDIC

# ON TARGET HOME INSPECTIONS, LLC

**Know Your Home Before You Own Your Home!**

Residential • Commercial • Pool Inspections • Well & Septic Inspections  
Water Well Treatment • Floor Duct & Sewer Scoping

Images of Inspection Included in ALL Reports

**Call Brett Lorton for all your inspection needs!**

**(405) 921-6048 | [ontargethomeinspections.com](http://ontargethomeinspections.com)**

No crawl space too small!

# CAITLYN MATHERS

KELLER WILLIAMS REALTY ELITE  
FAMILY AND FAITH



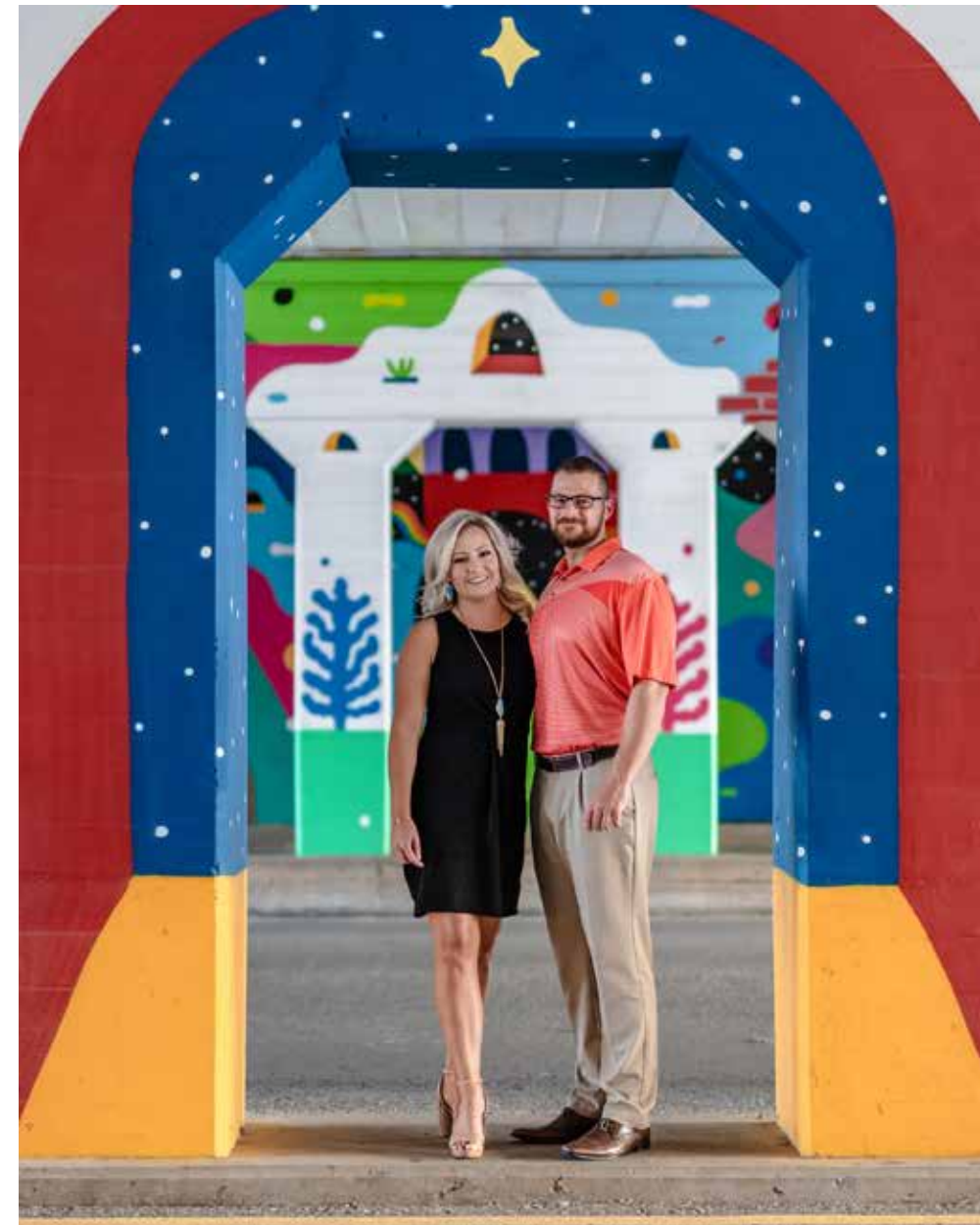
rising star

By Casey Rinaldi  
Photos by Maria Sharp

After moving across the country for many years, Caitlyn Mathers has finally settled back into her home town and has emerged as one of the Rising Stars of Oklahoma real estate at Keller Williams Elite. At 24, Caitlyn decided to put her career on hold in order to follow her husband while he was serving in the Air Force.

In 2018, she reclaimed her real estate license. “Once we got married in 2012, we moved to Phoenix, Arizona, for six months and I had my first son there. Then we moved to Las Vegas, Nevada, for a few months, then back to Phoenix, then to Houston, Texas.” At that point, her husband decided to get out of the military and find a job in Houston. Disliking their current living arrangements, and learning her husband’s mother had breast cancer, the couple “took a leap of faith” by moving again to Columbus, Ohio, to live with his parents. Her husband eventually secured a job in Cincinnati, Ohio, and the couple moved once again.

After a year in Cincinnati and having their second child, they decided to move back to Oklahoma, leading Caitlyn to regain her real estate license in January 2018. She has had some fantastic success early on. “Every-



thing just went really, really, well. My first year, I sold about \$5 million. So far this year (by the end of October), I’ll close \$8 million and my goal by December is \$10 million.” Caitlyn also noted that they have moved within Edmond three times in the past two years. “We were just so used to moving, that it’s hard for us to stay in one place for very long,” Caitlyn said.

Caitlyn revealed that her favorite thing about being a REALTOR® is the flexible hours. “I like the flexibility it allows in my schedule so that I can be at home during most of the day to take my kids to school and pick them up. I’d say that is my number one, that

I get to spend time with my kids. My number two is I like the money. It’s really good money.” She then discussed how her career in the real estate industry has directly aligned with her overall dreams and goals in life.

“My dream, always, from when I was a little kid, is that I wanted to get married, be a wife, have children, and be a good mother. Being a REALTOR® lines up with those goals in that my schedule is flexible and I can provide for them, but I’m also able to be there for them more than if I had a typical 9-to-5,” Mathers said. On the subject of industry challenges, Caitlyn actively works to overcome the stereotype

of “the agent who just wants to turn and burn houses, who doesn’t care about the people,” as well as being new to the business, since she’s only resumed working for about one-and-a-half years. “Being new, it’s sometimes hard to get people to trust you, and I’ve overcome that by working my butt off. I’m constantly working. I’ll be up late at night, I’ll show houses until late in the evenings. I’ll show houses on the weekends. What people say they associate with me is that I am always available to them. If you call me and say you want to see a house in an hour, chances are I can do that. I always have my phone on me. I’ll always answer phone calls and questions. And if I don’t know something, I’ll make sure I get the right answer before I just spout something out I’m not sure about.”

Regarding her hobbies outside of the real estate sphere, Caitlyn notes that she doesn’t really have any because she’s so busy working and caring for her family. “I used to be an extreme couponer before I started real estate. I really enjoyed that. I like the rush of a deal and shopping for free. Plus, it really helped when we were financially strapped. But now I have a 3-year-old who still doesn’t sleep through the night and

... an auto-immune disease that can make me tired, so I don't have a whole lot of extra energy to focus on things other than family and work right now."

When asked to define success, as well as what she thought has been her secret so far, Mathers had this to say: "I think customer service is lacking in a lot of different professions, including real estate sometimes. You'd be amazed at how many people don't answer their phones or just don't respond to clients. This is something so simple that I do well and people appreciate it. Success for me is being able to do something I love while also taking care of, and spending time with my family."

In the next five to 10 years, Caitlyn sees herself remaining a solo agent while still growing her business. "I like being my own boss and an independent contractor. And, I like that I don't have people under me; I don't have people over me; I just like to do my own thing. I imagine that's where I'll be at in five to 10 years. I would like to obviously grow my business and increase the amount of sales that I do, but I like being a one man band. If I can keep doing this while having flexibility in my schedule and making good money,



I'm happy where I'm at. I don't have any goals to join a team or be a part of a team."

Caitlyn also revealed that back in her extreme couponing days, she would take boxes of items to women's shelters. She does a lot of anonymous donations for women that have expressed issues that she can relate to, such as "being in a bad position, being financially strapped, stuff like that." Caitlyn also formerly worked for Positive Tomorrows and Infant Crisis Center before she returned to Oklahoma.

At the end of the day, when things are all said and done, Caitlyn revealed that she'd most like to be remembered for "being an honest, trustworthy, and hardworking person. In real estate, I'd like to become a household name in Oklahoma. But, I also want to be remembered for instilling my faith into my kids and having my kids pass that on to their families."

When asked to provide some advice for young and aspiring REALTORS® looking to get started in 2019, Caitlyn spoke about the importance of verbal affirmations. "One thing I do is affirmations, speaking out loud,



Telling myself that 'I will make this sale. I will be successful today. I will find favor in other people's eyes.' I feel like with having that mindset and that attitude, what you speak out, I really do believe comes back to you in a Biblical sense. Answer your phone. If you don't know something, call a broker before you answer incorrectly because you'd rather not make a mistake instead of backtracking and apologizing for telling someone the wrong thing," she said.

Finally, Caitlyn attributes her current fortune to her faith and wanted to thank God for his blessings. "I really think that God has allowed me to have this success. I know everything I have isn't even mine, it's given to me by Him. There's not anything super-duper special about me. I just try to be good to people and honest, trustworthy, and well-prepared."

*Caitlyn lives in Edmond with her husband, Jonathan Mathers, and their two children, Howard "Howie" Mathers (5) and Hudson Mathers (3). They also have Cola, a 13-year-old Lab. Her hobbies have been postponed until her children can sleep through the night and she has extra energy to pursue them. It's not uncommon for her to be up late on the computer working or showing homes in the evening or on weekends. She's formerly worked with Positive Tomorrows and Infant Crisis Center but now looks to reach out wherever she can. She faithfully gives her 10% tithe to the Church, as she believes none of this would be possible without God. She also donates to mothers in need through various venues anonymously. Caitlyn was also Miss Oklahoma City USA and a finalist in the National Physique Committee (NPC) fitness competition.*



Home Warranty of America™ has a 20-year track record of helping homeowners prepare for the unexpected.

13  
mo.  
WARRANTY

We've Got You Covered.



**COVERAGE BENEFITS\*:**

- ✓ FREE Seller's coverage
- ✓ VIP concierge service for agents
- ✓ Re-key service
- ✓ No cap on refrigerant
- ✓ Online orders and claims

**CONCIERGE SERVICES:**

- ✓ Dedicated, toll-free VIP number for real estate agents
- ✓ Extended hours
- ✓ Increased staffing
- ✓ Escalation email updates



**Penny Roth**  
Account Executive  
918-845-2556  
prth@hwahomewarranty.com

Call 888.492.7359 or visit  
[HWAHomeWarranty.com](http://HWAHomeWarranty.com) to learn more.

\*Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.



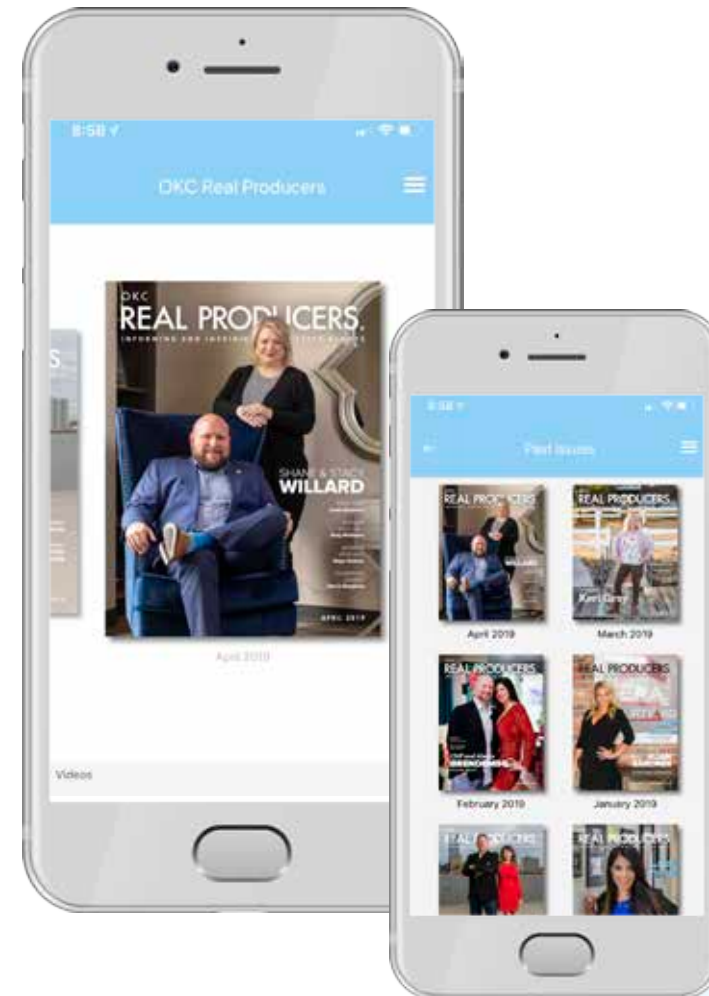
## Need a Website? WE CAN HELP!

Call us for a no obligation  
website design consultation  
today! (405) 429-1582



Committed to Your Success!

# Have You Downloaded The **OKC** Real Producers App Yet?



The response to *OKC Real Producers* has been overwhelmingly positive and I am so grateful to each of you for the support and feedback. It's very important to me that we're constantly evolving to meet your needs and providing a platform for you all to connect in ways you can't anywhere else. The biggest question I've had from REALTORS® so far is, "If I'm not in the top 500, then how can I see the magazine?" Because I've heard this so many times, I decided to invest in buying a mobile app. I couldn't be more excited! Now what's amazing about this is that any REALTOR® in OKC can download this for free in the Apple App Store or Google Play Store. It's called "DigaPub" and once you download it, you create a simple profile and log in. The first time you log in, it will ask you to select your city, and once you scroll down and select OKC, you're good to go. Then, every time you open the app it will take you to our library where you can access every *OKC Real Producers* issue. What else is amazing is you can click on advertisements in the magazine and it will take you to our partners' profile page where you can connect with our preferred partners. You'll not only be able to read about them, but you can go to their website, send them an email, or even call them directly from the application. Remember, our preferred partners are not only the people that make *Real Producers* possible, but they come highly recommended from top REALTORS® in this market. They're looking to partner with you to strengthen your value offering to your clients. In the app, you can also RSVP for our events, nominate a REALTOR® to be featured, share articles directly to Facebook, and message other top Realtors. Now admittedly, it's going to be tough for us to spread the word to all 6,000 REALTORS® in our MLS, so we're asking you to please share this information with your peers. Again, it's 100% free for REALTORS®, it only takes a couple of seconds to sign-up, and now everyone can have access to *OKC Real Producers*! As always, if you have any questions, concerns, feedback, or you just want to share some love, please don't hesitate to reach out at [alby.luciani@realproducersmag.com](mailto:alby.luciani@realproducersmag.com) or at 405-429-0026!

To download, search "DigaPub" in the Apple App Store or Google Play Store

# THE UNSUNG HEROES

## of OKC Real Estate

There are so many of you all working hard behind the scenes to ensure that every transaction runs smoothly. The ones who are working day in and day out to oversee operations, serving agents, creating marketing campaigns, and so much more! I consider them the unsung heroes of OKC Real Estate. In the spirit of this publication, we want to give these heroes a voice.

We asked some of our office administrators a few questions and here is what they had to say...

"Each day brings something different to the table and gives me the opportunity to learn something new. Outside of work I lead a Girl Scout Troop of 2nd and 3rd Grade Brownies, I like to quilt, and I like to watch my kids swim and play soccer. My five-year goal is to help Heather & Company grow!"

**Tiffany Linkous, Office Manager – Heather & Company**



"I enjoy serving my agents, creating leverage, and systems for my team. Outside of TKT, I like to hand-make jewelry and spend time with family. My five-year goals are to purchase my first home, continue to help grow the team, and perfect our team systems."

**Diane Gouge, Director of Operations & Client Care Coordinator – The Kinney Team at Keller Williams Realty Elite**

"The thing that I enjoy most about my job is the ability to serve others and assist them in accomplishing their goal(s). Whether it be our buyers/sellers, my Rainmaker, other agents on our team, others on our operations team, other agents within our brokerage, other admin/operations staff within our brokerage, our leadership team at our brokerage, or any others that I have the privilege of working with outside of our brokerage, it is my desire to be a sounding board or knowledge bank for them and to come alongside them to assist them and cheer them on as they reach their goals. Outside of work, I love to spend time with my family. I am the proud

wife of 20 years to a USAF veteran and we are raising our amazing son, who will graduate from Carl Albert High School in May and he intends to follow in his father's footsteps and join the military, as well as our three dogs who keep us busy. Due to family experiences, I am a passionate advocate for special education and for Alzheimer's and Parkinson's research as well. In my spare time, I love to sing and hope to soon get back to playing the piano."

My role as a member of The Tom Hall Group at Keller Williams Realty Elite is ever-evolving. My goals for the next five years involve assisting Tom and Amanda in further growing our team, both our home base here in OKC and branching out with expansion teams. I will eventually become the Chief of Staff that helps all locations and any other companies created to run seamlessly. I truly feel that I am Tom's 'right hand (wo)man' and that together we are a force to be reckoned with."

**Dawn Parker, Executive Assistant – The Tom Hall Group at Keller Williams Realty Elite**



"This simplistic, yet loaded, question forces me to reminisce on how I even began my career in real estate. My life was far from picture perfect or white picket fences. I worked tirelessly, from one dead-end job to the next. Pure exhaustion and sore feet became a comforting friend. I worked through the exhaustion, somehow finding my fortitude through real estate classes, studies and ultimately, passing my exam. My desire to start this journey into real estate derives from my desire to provide that picture perfect life to people. A person's home is their safe haven; it's the start of every great idea, the start of every moment, big or small in an individual's life. What I love about being a licensed marketing and transaction coordinator, it's simple. I love that I can be a part of someone starting their next big chapter. To be candid, sometimes I am classified as a professional napper. Literally, don't even challenge me into a nap competition. Because the results are in and I have been crowned champion. Besides my rigorous nap tournaments, I invest my time in people. Those are my closest friends and family. I am glued to my phone listening and advising my favorite people, being a cheerleader to their goals or a person who understands. This probably aligns with my passion to be a real estate agent. When I am not coaching my friends and family to their goals or through their problems, I am hardcore Netflixing and chilling with my fiancé Matthew and our two awesome, yet slightly high-maintenance, Australian Shepherd dogs. They are amazing. Matt is alright. Haha, kidding! Matt is incredible and deserves a large portion of the credit to any of my accomplishments. We are a

team, and that is something I have learned in real estate. One person cannot accomplish everything; it requires trust and a team. Man, I wish I could sit here and tell you some beautiful five-year perfect goal plan. The little girl, 20 years ago, would have told you some incredible plan of what my life would be and become. However, I'm not playing make believe or pretend but dealing with practicalities. I have lived my life getting by, the day-to-day. I will say, with the incredible team that I am a part of has allowed me to start tapping into the possibilities of the future. One could say, because of the opportunities allotted to me by Keller Williams and the Weber Home Team, I am starting to not only think or worry about today but to have the luxury of thinking about five years from now. Five years from now, I hope to have the privilege to grow in Keller Williams. I want to strive from working a middleman position to stepping out of my comfort zone, and grow within the team I am on. Overall, my five-year goal is to work with a company who has invested and believed in me, even at times when I didn't."

**Brittani Evans, Marketing Administrator and Transaction Coordinator – Weber Home Team at Keller Williams Green Meadow**



"I love being able to create a system that makes someone's job easier. My husband and I love music, so we go to concerts as often as possible. If you haven't been to a show at The Tower on NW 23rd, go check it out. It's one of our favorite venues in OKC Expansion! In five

years, the goal is to have several satellite teams throughout Oklahoma and be actively developing our first out of state team."

**Heather Turner Owens, Director of Operations – Webb Group Real Estate**

"I truly enjoy helping my clients find their dream home. The home buying process can be scary and it's my job is to walk my clients through the entire trans-



action. It's easy to fall in love with a home along with my clients but I always remain focused on making sure it's the right

deal for them and as stress-free as possible! My second pick, without a doubt, is being a part of a team. I love my team and getting to do life with them while working together. It makes real estate more than just a job. I am a social butterfly! I love going on new adventures with my husband, friends and family. In my free time, you can find me playing a round of golf or enjoying a good laugh while sipping on a fun drink. I also love trying new restaurants. If food was a love language, it would be my number one! I want to become a blogger (like every other millennial, haha). I plan to continue investing in my career. I see myself owning my own investment properties and helping others manage theirs. Even though I am #teamnobabies...I could see myself starting a family of my own."

**Kaylee Wiles, Chaos Coordinator – Oklahoma Real Estate Team**

# FRAMED

IN THE VILLAGE

Personalized  
Framing & Design

## Personal framing begins with personal design.

*Preserve, Protect, and showcase your special memories, collectibles, original artwork, and treasured keepsakes.*

*Dennis Duarte, MCPF is Oklahoma's only Master Certified Picture framer and only 1 of 60 in the US.*



PRESERVATION FRAMING | LARGEST SELECTION OF FRAMES  
BFA ON STAFF | ART DEALER  
MEMBER OF PROFESSIONAL PICTURE FRAMERS ASSOCIATION™

(405) 748-7400 | 10631 N May Ave. OKC, OK 73120 | [Frameitright.com](http://Frameitright.com)

# NESTED TOURS

## LIST MORE. SELL FASTER.

Our photo tours sell homes in half the time of the market average.



**Jilian Gardner**  
ERA Courtyard OKC

"I absolutely love using Nested Tours! I've used them for years and their customer service and outstanding photography never disappoints! They go above and beyond for their clients. I attribute many of the quick sales of my listings to the excellent pictures I receive from them."



**Benjamin Floyd**  
525 REALTY GROUP  
Owner/Managing Broker

"AMAZING Company, STUNNING photos, PHENOMENAL videos, and the highest quality customer service one can ask for! I've been a realtor for 18 years and can honestly say that Nested Tours is truly one of the BEST!"



**Nick Hilton**  
RE/MAX Preferred Properties

"I have been selling real estate for 12 years and consider Nested Tours a true business partner. Video and photography play a key role in the success of driving buyer traffic to my listings, so hiring just anyone is not an option. Nested Tours offers an array of products to choose from, knowledgeable and professional staff, and fair/competitive pricing. I highly recommend using their services."



405-887-4108 | [INFO@NESTEDTOURS.COM](mailto:INFO@NESTEDTOURS.COM) | [NESTEDTOURS.COM](http://NESTEDTOURS.COM)

# KAT KOSMALA

## Tying Military Service to Community Building

**Name:** Kat Kosmala

**Brokerage:** ERA Courtyard Real Estate

**Position:** REALTOR®

**How long have you been involved in this charity/organization?**

I have been a part of The Military Spouses Clubs around the world for the last 20 years. But I have been a part of The Tinker Spouses Club since 2016.

**Why are you passionate about helping Military families with Real Estate?**

Being a MilSpouse (Military Spouse) myself has allowed me the opportunity to experience firsthand what it is like to buy and sell with short notice orders. We have bought homes in locations we knew nothing about...the neighborhoods, area, schools, crime rates. The scariest part is buying a home sight unseen. Honestly, before I got into Real Estate, I was the worst Buyer. I wanted to see 50 homes in the three days we were in town for house hunting.

**What challenges do military families face regarding RE and how can REALTORS® be the most helpful when working with them?**

Agents who work with military families need to understand the extra stresses relocating Military families face when purchasing a home in a new location. It's not just the stress of buying a home, it's all the things that accompany moving your family to a new place, job, schools, friends, church. What was once their "routine" has totally been turned upside down. When you show homes to these clients, be honest with them about the areas. Have them check crime stats and school ratings. Although we as agents can't steer them in any one location, we

can provide them with the resources to get the information. They need to learn about an entire city/town in a few hours. The time you spend with them will be valuable as you share your beautiful town and what it has to offer.

Another important thing you can do for families using their VA Loan Entitlement is to ensure the homes you help them find will VA qualify. The worst thing you can do is have a Military family go under contract on a home that has several issues and gets flagged by a VA Appraiser and now your buyer has spent money on inspections and the VA appraisal. If you and the seller can't agree on the lender required items, the Buyers are now back to square one, most likely living in a hotel with their kids and pets waiting to move into a new home. So please familiarize yourself with VA appraiser requirements; this will truly help save your military families financially and spare them from wasting time.

**What personal ties do you have to the organization(s) that you support?**

As a young military spouse, I was lucky enough to live by a neighbor who "loved on me" and took me under her wing. She showed me all the resources the military had to offer. The best resource was the base's Military Spouses Club. The best way to describe this organization is the civilian's version of a Junior League. As a young Airman's Spouse, who was over 1,000 miles from home, this group of spouses became my tribe. They were the family I called when I needed a sitter, so I could attend doctor appointments while my spouse was deployed. Because of the Spouses Club, I was able to attend college due to their scholarship program. This



group of spouses taught me how to be a Military Wife. I have been a member of and served on the boards of over eight different Spouses Clubs across the world. The mentorship and friendships that have been created over the last 21 years are truly why my network of military families has been so strong. They have become my family and the village it takes to raise one.

**Why do you believe it is important to support this/these organization(s)?**

Most military bases have a "Spouses Club," but The Tinker Spouses Club's mission is to support our membership, military families, and the local community through welfare funding, educational scholarships, and fundraising events.

The Tinker Spouses Club is not just a social organization that provides a network of friends. We also have a charitable side that gives money to base, local and national organizations. We award scholarships to Military Dependents such as high school seniors, spouses, and continuing ed

students. In the past three years, we have awarded over \$55,000 in charitable requests, community givings and scholarships. Most of our charitable fund comes from the Tinker Thrift Shop. The Tinker Thrift Shop is located on Tinker AFB. 80% of the items in our shop are donated by the base community. We also take consignments; this allows people to sell items at the shop. All the profits made at the Tinker Thrift Shop goes into our Charitable Account. In return, we are able to take the funds and give back to the community.

**What has inspired you to make a difference in your community?**

I have always had a heart of service. I love volunteering and helping out any way I can. I knew years ago that I wanted to be a MilSpouse that had an impact on young spouses the way I had a spouse impact me. At each base, I make it a property to get involved. The last two years, I served as the Tinker Spouses President. I am inspired by the spouses who join our club and find their lifelong friends. When they say they were alone

“ I have always had a heart of service. I love volunteering and helping out any way I can. I knew years ago that I wanted to be a MilSpouse that had an impact on young spouses the way I had a spouse impact me. ”

••• and felt isolated until they became a member it's a reminder of why the Spouses Club is so important. Yes, there can be drama, but I believe in teaching people to be different and handle those situations differently. The bigger purpose of our club is to have a safe group of friends that shares in our daily struggles of being a military family. We are a support system that takes care of each other. We are the family that you don't have close by and we become the tribe that helps you get through your duty station until your next PCS.

**Have you experienced a specific moment in your career journey or personal life that motivated you to give back?**

My husband and I are high school sweethearts. We got married after high school and he enlisted in the USAF. Not long after he enlisted, we had our daughter Brittany. Our first duty station was Vandenberg AFB, in CA. At the age of 19, the three of us moved from TX to CA, with no family and no friends. So, there I was a new mom, a new wife in a new state. I can remember our first Thanksgiving and my husband's leadership dropping off a huge turkey basket and food certificates. We lived paycheck to paycheck and barely made ends meet. I was blessed to have a great neighbor who decided to invest in me. She was a seasoned Military Spouse and taught me about the life of a MilSpouse. She introduced me to the Spouses Club and informed me about the scholarship programs they offered. Because of her, I enrolled in college and started working on my education degree. That one gesture changed the course of my life. Not only did I earn my degree, but that experience encouraged my spouse to enroll and earn his degree as well. 10 years later, he got picked up to become an Officer in the USAF. Which is how we ended up here at Tinker AFB. I promised myself that I would always pay it forward. I want to be that neighbor that impacts a young Military Family, the way that one spouse did for me.

**How are your charitable efforts tied to your success in real estate?**

For the last 21 years and at each location that we have been stationed, I have served on Spouses Boards and volunteered to help within my husband's squadrons. Over time, the efforts I made towards building community at each unit helped me to develop unique relationships with other military families. These relationships are the core of my real estate business. 99% of my clients are military families who have been referred to me or know me.

**What are you most proud of in terms of what you have accomplished through your charitable work?**

I am proud that we have built our membership numbers from 26 to 100! I am proud that our charitable account has gone from giving \$5,000 in Charitable Request and Scholarships to over \$30,000. I am proud that last year we were awarded the Team Tinker Volunteer Angel Award for all of our Charitable Donations and Volunteer Work.

**Is there anything else you would like us to know about your organization, your journey, or the organization(s) that you support?**

The Tinker Thrift Shop is open to anyone with base access. Proceeds from the Thrift Shop go toward TSC's philanthropic work including scholarships for military dependents and welfare funds. If you have items to donate think of the Tinker Thrift Shop! If you are looking to volunteer we are always looking for volunteers to help in the Shop.

<https://www.tinkerspouses.org/thrift-shop>

The Tinker Spouses Club (TSC) is open to spouses of all military branches at Tinker AFB. We welcome spouses of ALL ranks of active duty, reservists, retirees, and base-affiliated civilians. If you are working with a Mil family relocating to the area let them know about the TSC. It's a great group for anyone looking for new friends and volunteer opportunities.

<https://www.tinkerspouses.org/what-we-do>

**INTRODUCING**  
**\$15.95/MO**  
**4G LTE WIRELESS SECURITY**  
90 INSTALLATION - 90 ACTIVATION

**HOME SECURITY REFERRALS UP TO \$200.00 CALL TODAY!**

**Bill Davey:**  
**405.200.6869**  
 WWW.OKLAHOMASECURITY.COM  
 LICENSE #795  
 Globelink LLC

Rent Collections      Marketing and Leasing

Property management created with realtors in mind

luxepm.com    405.816.6624    crystal@luxepm.com    121 W. Main Street, Suite 100 Moore, OK 73160

**LUXE**

Tenant Screenings      Maintenance and Yearly Inspections

**BERRY-ROCK**

**Your Client's Pathway to Homeownership**

**Have a client who cannot qualify for a mortgage?**  
 We will buy the house your client picks out and lease it to them with a guaranteed right to purchase. **Best of all, you keep the commission.**

Refer clients online at **www.berryrockhomes.com**

Help client find their dream home.

Berry-Rock purchases the home and client moves in upon closing.

Once client becomes mortgage eligible, they purchase the home from Berry-Rock and become home owners.

**Berry-Rock Homes**  
 6915 N. Classen Blvd Suite C | Oklahoma City, OK 73116  
 Office: (405) 479-8620 | [www.berryrockhomes.com](http://www.berryrockhomes.com)

**OLD REPUBLIC HOME PROTECTION**

**A home warranty that stands out from the crowd**

- A Home Warranty Plan for every budget – starting at \$360!
- Rekey service now included for home buyers, up to 6 keyholes and 4 identical keys – **NEW!**
- Platinum Protection Plan upgrade now covers labor and other specified costs for items under manufacturer's warranty!
- No dollar limit on adding R-22 or R-410A refrigerant when completing a covered air conditioning repair!
- Pre-season HVAC Tune-up Option – twice yearly – **NEW!**

*People Helping People*

**Debbie Fiddler**  
 Account Executive  
 800.282.7131 Ext. 1378  
 DebbieF@orhp.com

[www.orhp.com](http://www.orhp.com) | 800.445.6999

See OK 5.3 Plan for complete coverage details. This is a paid advertisement.

# We are Peak.



We commit to being community focused, growth minded, and service based.

Our standards are simple:

**lead with value, do the right thing, and never settle.**



#### Real Estate Services:

HDR Photography  
HD Video Walkthrough  
FAA Part 107 Licensed Drone Pilots  
Zillow 3D Home and Video Walkthrough  
Virtual Staging

405-607-9976 | [www.peakres.co](http://www.peakres.co)  
admin@peakres.co | @peakres



## American Capital Roofing

[www.americancapitalroofing.com](http://www.americancapitalroofing.com)

405-322-5526

[facebook.com/americancapitalroofing](https://facebook.com/americancapitalroofing)  
[instagram.com/americancapitalroofing](https://instagram.com/americancapitalroofing)

Veteran Owned  
Family Owned  
CIB License #80001285



"I'M JUST  
AROUND THE  
CORNER."

## INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS

- Home insurance
- Insurance you can tailor to meet your needs
- More options, providing you more discounts

**Call 405.610.7506 today!**

Let me help you get smart about your coverage options

**Greg Brown Agency** Your Local Agent

4300 Adams Road, Norman, OK  
[GBROWN2@FARMERSAGENT.COM](mailto:GBROWN2@FARMERSAGENT.COM)  
<https://agents.farmers.com/gbrown2>

Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit [farmers.com](http://farmers.com) for a complete listing of companies. Not all insurers are authorized to provide insurance in all states. Coverage is not available in all states.



## Wide Array of Product Options with Special Niche Programs:

JUMBO • HOME ZONE • EXPANDED ACCESS • VA • FHA • USDA  
CONVENTIONAL • CONSTRUCTION • RENOVATION • SECTION 184  
DOWN PAYMENT ASSISTANCE • AND SO MUCH MORE!



### Tim White

Mortgage Loan Originator, NMLS 291447

405.410.2302

[TWhite@FBCHomeLoans.com](mailto:TWhite@FBCHomeLoans.com)

[FBCHomeLoans.com/TWhite](http://FBCHomeLoans.com/TWhite)

**Your Home. Your Town. Your Lender.**



Equal Housing Lender FBC Mortgage, LLC NMLS 152859 • 2401 S Bryant Ave., Suite 100 • Edmond, OK 73013



## DUMPSTER RENTAL JUNK REMOVAL

[SCISSORTAILWASTE.COM](http://SCISSORTAILWASTE.COM)

**SCISSORTAIL**  
WASTE SOLUTIONS  
405.261.9105

Ty Patterson & Alan Cook:

# AMERICAN CAPITAL ROOFING

## BUILT ON VALUES

“Coming from the Airforce, one thing that’s drilled into us is integrity first,” Ty Patterson begins. “And then service before self, and excellence in all we do. Those are the three most important values that I bring to roofing.”

Longtime friends and business partners Ty Patterson and Alan Cook have come together to build American Capital Roofing. While the name American Capital Roofing may be new to the Oklahoma City market, Ty and Alan aren’t. American Capital was formed as two previous roofing companies – Sooner Roofs and Tulsa Roofing and Home Remodel – merged in early 2018.

Ty’s background in the Airforce, alongside Alan’s experience as a police officer and professor, bring forward values that have been critical to their success in the roofing business.

“I’ll put my customers before myself,” Ty continues. “Being in the business, I’ve found integrity can be lacking in the roofing industry. So that separates us. We stand by our word. We don’t cut corners. We make sure the roof is installed the way it needs to be installed.”



Ty and Alan pride themselves on their attention to detail, and it shows in the final results.

“I’ve owned multiple successful businesses, and bring a certain level of business acumen to the table. That allows me to be successful working with customers and insurance companies,” Alan adds. His business knowledge, coupled with his experience in public service, allows him to bring a sense of calm and selflessness to the work he does.

**Quality Craftsmanship, Value to Stand by**  
“No matter what level we’re doing, whether it’s a \$100,000 or \$4 million home, we’re doing a perfect job. A 100% quality job. We treat every house the same, no matter what product we put on,” Alan says.

American Capital Roofing offers prompt inspections with a full detailed report at no cost to their real estate partners or clients.



Ty Patterson,  
Co-Owner



“We offer a lot of really high-quality things to our customers and agents,” Ty adds. “That’s how we’ve thrived – by doing the right thing by the customer. By making the real estate agent look really good. We want people to be blown away by their experience with us.”

There are certain low-quality roof types that American Capital Roofing won’t put on. For example, three-tab shingles are only rated up to 60 mph winds. Here in Oklahoma, that just won’t cut it, and Ty and Alan want to ensure their customers are adequately covered.

“I’ve got to stand behind every roof that we put on, so I only put on quality roofs,” Alan says.

American Capital Roofing also offers enhanced warranties – warranties that aren’t available to the average customer. Because they are certified contractors – a status gained through the training they’ve completed and the number of roofs they’ve installed – they can offer warranties above the manufacturer’s standard warranty.

“The way that benefits real estate agents is that a lot of high-end homes have designer shingles, and a lot of real estate agents like the fact that we can put on these high-quality roofs and offer enhanced warranties with them,” Ty explains. “There are entire neighborhoods that require these designer shingles – it’s in the HOA.”

### A Valued Partnership

“There are different ways we benefit agents,” Alan continues. “Prompt, free inspections for buyers or sellers...The way we set ourselves apart is the quality of the report and the promptness of the inspection. Whether you have a seller or a buyer, we can help you in the process.”



Alan Cook,  
Co-Owner



...

And, of course, when it's time to replace a roof, you can expect top quality service and responsiveness from Ty and Alan. They each have a genuine desire to help the clients and help their real estate partners. In an effort to go above and beyond for their real estate partners, Ty and Alan will even take on the role of a general contractor, coordinating other contractors that work alongside them, just to take work off the real estate agent's plate.

"A lot of times, there's more problems than just the roof. Then the real estate agent ends up being a general contractor. We can take that responsibility from the real estate agent, so they're not spending all day being a general contractor. We can take that on. We go out of our way to help."

#### Building a Home

A home is likely to be one of the most significant and most precious investments that an individual or a family will ever make. The roof provides protection for the investment, belongings, and the people that live there - your family.

Weather such as hail, snow, driving winds, and even the sun are a constant assault on your roof. The result of these ever-changing conditions can result in both visible and unseen damage to your roof. American Capital Roofing offers our customers a wide range of options to face these issues. Ty and Alan at American Capital Roofing will help guide you through the process of finding the right roofing system.

American Capital Roofing is a family-owned, full-service roofing company specializing in commercial and residential roofing. For more information, visit [americancapitalroofing.com](http://americancapitalroofing.com).



At First Liberty,  
we're always...  
on the ball.

**FIRST LIBERTY**  
BANK

Heather Howerton • Mortgage Banking Officer  
NMLS# 408801 • 405-210-7651  
9601 N. May Avenue • OKC 73120  
Member FDIC NMLS#1215182

Are you tired of roofers not calling you back for several days?

Call **405-359-3951**  
for a roofing company that will make sure your timelines are met.

**LANDROOFS**  
ENTERPRISES  
ROOFING

f t i y landroofingokc.com

Angie's list  
Reviews you can trust.

ACCREDITED BUSINESS

# COMMITTED TO REALTORS

- 20+ different carriers available to your clients
- Extended hours for your clients
- Educating clients and providing outstanding service
- Communicating with you throughout the process
- Educating Realtors with our OREC approved CE class
- Active in the Realtor community through service on two OKCMAR committees, RPAC Board of Trustees, and membership in all area Realtor associations

**METROOKC**  
INSURANCE

AUTO • HOME • COMMERCIAL • LIFE

**Michael Sohn**  
Owner | Agent | MetroOKC Insurance  
(405) 833-8866 cell | (405) 603-2176 office  
Michael.Sohn@MetroOKCIns.com  
11901 N. MacArthur, Suite F2  
Oklahoma City, OK 73162  
[www.MetroOKCIns.com](http://www.MetroOKCIns.com)

**RENEE STONE** | AFTER HOURS AGENT  
**(405) 403-9589**  
[RENEE.STONE@METROOKCINS.COM](mailto:RENEE.STONE@METROOKCINS.COM)  
AVAILABLE AFTER HOURS UNTIL 8:00 PM WEEKDAYS

## Congratulations Brad Resser Team

on being named Oklahoma REALTOR® of the Year!



“Amie makes the impossible someone’s new home!”

— Brad Resser, OKC Real Producers Top 500 —



### Staging Services by Design

Amie Lynne Designs  
(405) 819-0114

# ALL MY SONS

MOVING & STORAGE

CALL \*\*MOVE



Let Our Family Move Yours™

All My Sons Moving & Storage  
6200 Tinker Diagonal  
Midwest City, OK 73110  
405-415-4159

US DOT No.: 1763223  
MC: 655044 IA M508205

# FREE ROOF INSPECTION WITH EVERY LISTING

Call a roofing company you can rely on. Every time.  
Prompt. Punctual. Precise.



SERVING THE GREATER OKC AREA

Call Kris - 405-421-2221  
tricityroofingpros@gmail.com  
tricityroofingok.com  
License #80003977  
Veteran Owned.



GOLD FINANCIAL SERVICES  
YOUR LOCAL MORTGAGE LENDER  
The Cole Team

RECEIVE UP TO \$500\*

CLOSING COST CREDIT FOR YOUR CUSTOMER!

“Your Golden Ticket To The Home Of Your Dreams”

rob.cole@GoldFinancial.com  
www.RobColeHomeLoans.com

# ROB COLE

NMLS #1141393

405.802.2387

Gold Financial Services | Branch NMLS # 1744726 | 6309 S. Penn Ave. Okc, OK 73159 | Branch Phone Number: 405-802-2387 | Gold Financial Services is a division of AmCap Mortgage, Ltd. NMLS#29122 | Equal Housing Lender. This offer is only valid on loans where the applications are received by Gold Financial Services between August 17, 2019 and November 30, 2019. Lender credit value will not exceed \$500. Lender credit will be applied to the final closing cost disclosure as a lender credit at closing. Loan must be closed and funded with Gold Financial Services prior to November 30, 2019. Not a commitment to lend.

We have years of insurance experience helping clients prepare for the unknown.

Home • Auto • Life  
Commercial  
Earthquake/Flood  
Boat, Motorcycle, RV

Rental, Investment, Flip Properties  
All Specialty Insurance  
Cannabis/Medical Marijuana Insurance  
Notary Service



Darbi Tomlinson CISR Agent  
405-261-5179  
DarbiT@theFRSgroup.com  
TIAforYou.com



OKC 9658 N May Ave Ste 100 • OKC, OK 73120  
Guthrie 2015 S. Division St • Guthrie, OK 73044



Jack Pratt Signs  
Since 1950

OKC REAL PRODUCERS  
TOP AGENT 2019

OKC REAL PRODUCERS  
TOP AGENT 2019

Real Producers Top Agent Riders Now Available!

Call 800.299.5551 and Order TODAY!

# Jared Kennedy

Berkshire Hathaway HomeServices Anderson Properties

*GAINING SATISFACTION FROM THE SUCCESS OF OTHERS*

Following several moves and a career in the valet business, Jared Kennedy has become a Celebrated Leader of Berkshire Hathaway HomeServices Anderson Properties of Oklahoma. Initially living in Milwaukee, Wisconsin, Kennedy decided to move to Charlotte, North Carolina, with his sister and brother-in-law during his college days. During his tenure as a door-to-door salesman, Jared began valeting cars for some extra cash on the side. Over time, he climbed the totem pole all the way to becoming the area manager for the Charlotte Douglas International Airport. “It was awesome and I made a career out of it. Not only was the money great, but I also got to meet some celebrities since we had the accounts for the PGA Tour, NASCAR, the Charlotte Bobcats, Carolina Panthers, and more.” Jared said he was “living the life.” He was 24 years old with a successful career, but he felt he needed a change. “I hadn’t gotten to be a kid. In my mid-20s I just felt like I was growing up way too fast.”

After rejecting an offer to start up a new branch in a new market of Park, Inc., Jared decided to work alongside



his brother-in-law at Legacy Building Solutions., “The job provided a lot of travel opportunities and got to spend a lot of time in Canada, Mexico, New York City, Seattle, and College Station, Texas. I went everywhere with that job and it was a lot of fun,” Kennedy said.

One year when Jared was home for Thanksgiving, he began dating a friend from high school. They hit

it off instantly and would eventually move to Oklahoma together in May 2011 and marry in November 2012. That is when he met the owner of the Prudential Real Estate franchise in OKC, Sheldon Detrick. Jared joined the team and accepted a position as Detrick’s mentee, with a plan to eventually buy the company in five years

when Sheldon turned 80. “I started out on the management side, but he wanted me to experience every job in the brokerage before taking the next step into the leadership side,” Jared said. “Real estate’s such an emotional business that he didn’t think I could advise a REALTOR® without having done something similar myself.”

After gaining experience through online marketing, lead management, REALTOR® coaching, and sales, Kennedy was eventually named the new Recruitment Director in 2014 by Detrick. “One day he walked into my office, and he said, ‘Okay, I need you to be the recruiter now.’ It was a real interesting deal because the brokerage I took over had a really good reputation and was the oldest continually-operating brokerage in Oklahoma, but they had just stopped recruiting and had gotten comfortable. Sheldon looked up one day after a market crash and realized that we needed a change and we needed it fast,” he said.

As Jared was transitioning the company from Sheldon, Prudential Relocation was bought by Brookfield Global Relocation Services; Brookfield was then purchased by Berkshire Hathaway Inc. “That messed up my plans since Berkshire Hathaway was not going to let me assume a franchise since I didn’t have the credentials or the network yet. Our position was, I could either continue on with the plan and become an independent brokerage, or I could be part of the process of helping them find a buyer who was already part of a Berkshire Hathaway HomeServices franchise.”

Since he’d become a self-described “Swiss army knife,” Jared decided to get his broker’s license in 2017. He was then asked to assume an office after one of the company’s brokers in Piedmont retired to go into the title business. “I put my license out there



“I’d like to be remembered in the industry as someone who really cared about the people that they worked with.”

... and decided I wasn’t going to wait to see what happened because I wanted to get things going. I started recruiting and building a culture, and a year later we had 50 REALTORS®, up from the 16 when I started. Sales were up, and we were doing really well,” said Jared.

When asked about his favorite part of being a broker, Jared noted that he absolutely loves helping people do better and grow their business, and also offered some advice to any prospective brokers who are considering taking on the position. “The number one thing, for me anyway, is that you need to get more satisfaction out of someone else having a closing than you would if you had one. That’s what it takes because there is a misconception in real estate that brokers make all the money, which isn’t true. The salespeople make all the money. To sacrifice that and help other people, you genuinely have to have a high level of empathy and you have to care. If you really get satisfaction from someone else getting a win, then maybe this is for you.”

Outside of office hours, Jared enjoys playing indoor soccer, biking, and playing poker, interestingly, all alongside his REALTORS®, as he feels his outside

life shouldn’t be separated from them. “I intertwine my personal life with my professional life because I hire people I want to invest in and be around. My hobbies are my REALTORS®,” Jared said.

Jared explained that his biggest challenge has been time management, a hurdle he still has yet to overcome. “Just getting myself where I need to go has been my biggest challenge since I wear a variety of hats. I know that time-blocking is important and I know how to prioritize, I’m just not great at keeping track of it in my head so thank God for smartphone technology and calendar reminders. There is such a time demand in real estate, and it happens outside of 9-to-5 business hours. My policy is if I’m awake, I answer. It’s a daily challenge. I don’t have it all figured out.”

One of Jared’s future goals is to someday write a book about his journey. “Not for money or fame, but I just want to put my thoughts on paper, so my kids will know that I did something great and will understand the importance of helping people, even if it is 10 o’clock at night.”

When asked what he’d like to be most remembered for, Jared again emphasized that it’s not about mon-



ey for him. “I grew up as poor as they come, with the greatest parents in the world who worked their butts off, but I wouldn’t trade that experience for anything. However, real estate allows me to provide for my family and ensures my kids don’t have to go through the same things that I did. I want to change my family’s trajectory and I’d like to be remembered in the industry as someone who really cared

about the people that they worked with.” Jared is also passionate about giving back and raising money for The Sunshine Kids, a non-profit organization which partners with Children’s Hospitals throughout America to send kids battling cancer on fun trips with other children in a pressure-free environment. Anderson Properties is a proud supporter of this organization and in 2015 Kennedy organized the first annual fundraising event for the company in Oklahoma. Anderson Properties holds the record for the largest yearly donation made to the The Sunshine Kids.

Jared lives in Oklahoma City with his wife, Annette and their two children, Kadence (5), and Declan (2). They have a Pitbull that they found on the road near death six years ago and his name is Lucky...for obvious reasons. When Jared isn’t working, he can be found playing indoor soccer, softball, on a bicycle, or cooking. Jared friends and family often say that the Kennedy house is OKC’s best restaurant. One day Jared hopes to own a food truck to share his delicious creations with others. Jared is on the board of directors of the Oklahoma Association of REALTORS® and he sits on the board of directors for the Oklahoma City Metropolitan Association of REALTORS®. Jared and his wife Annette have hosted a small group at their home for their church. Jared is very active with a charity called the Sunshine Kids hosting several events over the last five years. He has been named to Berkshire Hathaway HomeServices Honors society and been designated a Luxury Home Specialist for his work in sales. He has also been recognized as one of the top recruiters in the nation by Berkshire Hathaway HomeServices, including being named to the expert panel to speak at the yearly sales convention as well as recording network-wide podcasts to help improve managers and recruiters across the brand.



**Alterra Home Loans**

OKLAHOMA'S TOP PRODUCING  
BI-LINGUAL TEAM

*We hope this season is filled with lots of happiness, wealth, and prosperity. May your home be filled with joy on this wonderful occasion.*

*Feliz día de Acción de Gracias de parte de Alterra!*




**Julia Adame**  
Branch Manager  
NMLS No. 460822

(405) 279-9076 office  
(405) 474-4114 cell  
3321 S Western Ave Suite 7, 8 & 9  
Oklahoma City, OK 73109

Alterra Group, LLC is an Equal Housing Opportunity Lender. Alterra Group, LLC, d/b/a Alterra Home Loans, Legacy Home Loans Inspiro Financial, Novus Home Mortgage and Pacific Home Loans is located at 390 S. Rampart Blvd Ste. 310, Las Vegas, NV 89145, Toll Free (877)-845-4801; NMLS #133739 (www.nmlsconsumeraccess.org). This is not an offer for extension of credit or a commitment to lend. Oklahoma - Mortgage Lender License ML011324 & ML011348




# Steve Ocker

## Electrical Contractor



2604 Bedford Circle  
Edmond, OK 73034  
(405) 229-9321  
ockersteve@gmail.com

Lic # OK64960

## Diamonds aren't the only gift that lasts forever



**CUTCO**  
The World's Finest Cutlery  
Independent Cutco Sales Professional

Ask me about gifts that leave a lasting impression.



**Marisa Maher**  
The Sharpest Girl You Will Meet

(405)-370-2311 | www.giftsthatBrandYOU.com  
Sharpmaher@gmail.com

# KUFFMAN

## Insurance Agency

405.848.6832

2018 Farmers Agency of the Year



## OKLAHOMA SECURED TITLE

A TITLE MIDWEST AGENCY

### SERVICE BEYOND EXPECTATION

4005 NW Expressway Suite 103E OKC, OK 73116 405.254.6448

9175 S Yale Ave Suite 101 Tulsa, OK 74137 918.933.4136

**Two Convenient Locations**

Check out our online Rate Calculator to receive a free quote for your title or closing services.  
[www.ok-title.com](http://www.ok-title.com)



# HERO

## GENERAL CONTRACTING LLC

### Roofing & Construction

**"WE DO IT RIGHT EVERY SHINGLE TIME!"**

405.549.7009  
[WWW.HEROGC.COM](http://WWW.HEROGC.COM)



# AEP


## ROOFING & CONTRACTING, LLC

YOUR CHOICE CONTRACTOR FOR RELIABLE ROOF REPAIRS

- Attic Ventilation
- Composite Roofs
- Leak Detection and Repairs
- TPO Commercial Roofs
- Residential Roofing
- Replacement Roofing
- Shingle and Tile Replacement
- Hot Tar and Gravel Roofs
- Roof Decking
- Roof Inspections
- Storm and Wind Damage
- Membrane Roofs

(405) 361-3094 • [aepcok.com](http://aepcok.com)

Locally Owned & Operated by Craig Cox




CHANGING JOBS? OR LOOKING TO TAKE A CLOSER LOOK AT YOUR RETIREMENT FINANCES?

**TIM LOWE**

Our expertise & decades of experience can provide comprehensive & rewarding solutions!

Whether you're looking to maximize the benefits of a 401(k) plan or consider all of your rollover options, we are here to make it happen.

Imagine a product that allows you to grow your savings with tax-deferred compound interest over the years, and then can be accessed tax-free once you decide to start accessing it when you retire. Imagine turning on a tax-free income stream at retirement that can last you the rest of your life, no matter how long you live.  
*Tax-free retirement is a reality & iUL can help you get there!*

**TIM LOWE**  
405.550.6716  
[TL.GUARDIANFINANCIAL@GMAIL.COM](mailto:TL.GUARDIANFINANCIAL@GMAIL.COM)  
[WWW.GUARDIANINSURANCE.ORG](http://WWW.GUARDIANINSURANCE.ORG)



# LEESA WILLIAMS

*Keller Williams Realty Elite*

## SERVING HUMANITY

Initially, Leesa Williams didn't want to follow in her mother's footsteps when she was younger; however, she has gone on to become one of the Top Producers at Keller Williams Elite. Leesa began her real estate career in 1993, after working at both a mortgage and title company and being spurred into action by her husband's job closing its doors.

"I never wanted that kind of crazy life that she had. I told her 'no' all the time. Sometimes she didn't come home until 1:00 a.m., because she had to get copies of a contract somewhere," she said. But then one day, Leesa got a phone call from her mother that jumpstarted her real estate career."

"My daughter was 6 months old, and I was a stay-at-home mother at 26. My mom called and offered to pay me \$1,000 a month if I would get my real estate license and work for her." She had already taken RE classes but didn't have her license yet. So a week later, "I passed the test and got my real estate license and then my mom ran a full-page ad in the

*Yukon Review* welcoming me into the business." After that, she explains, "the phone started ringing, and I never ended up collecting a paycheck from my mom." That's how top producer Leesa Williams started selling real estate. "So, in essence, I started because she tricked me," she explains of her mother.

Here we are 26 years later; Leesa still lives in Yukon, OK, and believes that her mother "got what she wanted in the end." Interestingly, Leesa feels that the experience of both growing up around real estate, as well as having knowledge of both titles and mortgages, has given her a significant advantage and perspective as a REALTOR® herself. "I went everywhere with my mom. If she showed houses, I showed houses. I lived this business, and it's all I ever heard about. But after I worked at a mortgage company for three years, and then a title company for three years, I kind of got a round-about view of this job, so it does

help. When I'm doing a transaction, I already know all of the mortgage, title and lending laws, so I can watch all four corners of my blanket. My mother's also the most honest person in the world, and told me to tell what you know the minute you know it, because if you try to fix it or keep it from happening, it makes you look dishonest when [clients] find out about it," Leesa said.

She was also advised to "not make this about money," a philosophy she still follows to this very day. "That's been the theme of my business, even when people have worked for me off and on through the years. I always tell people to make it about people, because REALTORS® should serve humans, and if we do a really good job, then the money will come," Williams said. "But that can't be our top priority."

When quizzed about her favorite thing about being a REALTOR®, Leesa noted that it allows her to be protective of her clients. "I'm a natural-born protector, it's the craziest thing. When I go into something I start looking at what's wrong with the house and why I wouldn't want someone to buy it. I tear it down before I build it up, so they can make an informed decision from both sides. If it doesn't close, it wasn't meant to close. There's no reason to be afraid of that. I'm also not afraid of conflict since it's part of the business sometimes," Leesa said.

In regards to challenges she's overcome, Leesa says her main two were surviving her first market downturn in 2009, which almost

drove her to quit in 2010 before seeking coaching, as well as adapting to Keller Williams's technology-heavy approach at 53 years old.

Leesa also has a very unique take on setting goals within the industry; she doesn't have any. "I get up every day, and from when my feet hit the ground, I tell God, 'Whoever you want to send in my path, just bring them on and I'll help them, but if you don't want me involved in it, remove them from me,' but I never sit down at the first of the year and say, 'This year, I'm going to sell this much real estate'; I've never thought about that, it doesn't even cross my mind. I've had people tell me you can only be successful if you're goal-oriented, but I've only had one goal, and it's to serve people. When they started calling me a Top Producer, I thought that was so strange. They asked



▶ top producer  
By Casey Rinaldi  
Photos by Caleb Collins



••• me to come to an awards banquet, but I don't think you should give me an award for serving humans," she said.

Outside of real estate, Leesa loves working with animals, and she also enjoys going to her lakehouse in Tenkiller, riding ATVs with her husband, spending time with her grandchildren and taking care of the animals in her small home zoo.

Though she hasn't had any specific industry goals, real estate has provided Leesa with some unique advantages. "It gave me that ability to protect someone like an attorney, since I had always wanted to be one, and when my kids

were younger, it gave me great flexibility back then because it was slower. I got to stay home with my kids, and I never missed a game my daughter cheered at. I never had to put them on a school bus, and that was very important to our family. When they became teenagers, I started picking up more work."

In regards to what advice she would give new and aspiring REALTORS®, Leesa noted that she initially would ask them why they wanted to do this, "but now I say to them this: do you like conflict? Does it bother you? If they say they hate it or have anxiety, this job is not for them. This job is conflict and communication. When you're dealing with people's largest financial asset, there is going to be conflict among some of them. The worst thing I see about young REALTORS® is that they're scared to death when people get upset, instead of just handling it. I would also tell them to learn your job, and hone this craft. Make yourself an



expert in your field. Read contracts and learn what they say, or a computer's going to take over. Be ready to face conflict. Work hard and work more, and it'll all pay off if you're serving people," she said.

"I think my knowledge in mortgages, titles, and appraisal laws, helps me see dangers and pitfalls for those I'm serving, and solve conflicts before they arise. I'm also not scared of conflict, so I don't mind telling people to calm down and work things out. It's necessary to get through transactions sometimes. My husband says he's never seen anyone as good at that as me. I like to go in and calm things down," Leesa said.

“Make yourself an expert in your field. Read contracts and learn what they say, or a computer's going to take over. Be ready to face conflict. Work hard and work more, and it'll all pay off if you're serving people.”

When asked what she'd like the number one takeaway from this piece to be, Leesa hopes to be remembered for her treatment of clients, as opposed to her statistics as a REALTOR®. "When I die, the last thing someone needs to say at my funeral is that I was a really good REALTOR®. I hope that when my time's over with, people know that I loved deeply, that I served to the best of my ability, and that loyalty was always my main goal. This business is more sad than it is good. It isn't all party hats and first-time buyers. I hope when I die, I'm remembered for walking alongside as many people as I could."

*Leesa lives in Piedmont with her husband Rustin and their two kids, Landen Williams (28) and Madison Williams (27). They have four cats, Willard, Dexter, Bill, and Spidey, as well as two dogs, Sissy and Alvin. When she's not working real estate, Leesa's hobbies include spending time with her pets and grandkids, as well as going to her lake house. In terms of charitable work, she assists with the Helping Hands program, does work in Yukon schools, assists with animal rescue, and encourages those in drug and alcohol recovery programs. Some of her accomplishments include being named Keller Williams's Top Independent Agent in the state of Oklahoma for 2017.*

# THE CREDIT EXPERTS



TRW Credit Services is a 100% Ethical and Honest Credit Services Organization that works with Clients and Creditors to improve Credit Profiles by challenging Questionable, Inaccurate, Outdated, Misleading and or Unverifiable Data on Consumer Credit Reports. **We believe everyone deserves a second chance.**



**405-875-1047**

[INFO@TRWCREDITSERVICES.COM](mailto:INFO@TRWCREDITSERVICES.COM)



**RYAN JOHN INSURANCE**  
HOME.AUTO.COMMERCIAL.LIFE

405.200.1878

2990 SE 19TH ST, STE 5  
MOORE, OK 73160

## GHA GLENN HARRIS & ASSOCIATES INSURANCE

32 Years Locally Owned and Operated !



**PERSONAL AND COMMERCIAL INSURANCE**

13800 Quail Pointe Drive  
Oklahoma City, Oklahoma 73134  
(405) 842-5385

Welcomes New Agent



**Blake Hulin**

*Thank You Oklahoma !*



# SOLD

*is our favorite word*

Let this  
**AWARD WINNING COMPANY**  
stage your  
next listing for  
**BETTER LEVERAGE**



Vacant, Occupied, Photo Ready & Walk and Talk Staging Consultations

Additional Services: packing, organization, color consults & MORE

[www.MyBeautifulLLC.com](http://www.MyBeautifulLLC.com)  
3825 NW 166th Street, B9  
Edmond, Ok 73012  
Office: (405)920-5090

# IN TIME FOR PIE



CORNERSTONE'S EXPEDITED CLOSING PROCESS GETS YOUR CLIENTS CLOSED FASTER THAN THE TIME IT TAKES TO BAKE YOUR THANKSGIVING PIE.



**CHERYL BLICE**  
LOAN OFFICER, NMLS 718732

2252 36th Avenue NW  
Norman, Oklahoma 73072



Direct 405.233.3135  
CBlice@houseloan.com



*Serving the OKC Metro Since 1987*

**ROOF REPLACEMENT • STORM RESTORATION**  
Specializing in working with your clients and insurance companies.

**405-722-4535**

[www.bassroofingandsiding.com](http://www.bassroofingandsiding.com)



Kirk Maynard, Owner  
Bass Roofing & Siding, Inc.  
Cell: 405-204-3802

# What are you thankful for this Thanksgiving?

If you would like to be featured in our "Question of the Month" section, email [alby.luciani@realproducersmag.com](mailto:alby.luciani@realproducersmag.com) or [lauren.deavenport@realproducersmag.com](mailto:lauren.deavenport@realproducersmag.com).



"I am so thankful for my family, my tribe and my life. God has blessed my family and me beyond any expectation. Through some tremendous sufferings many times, I'm thankful to have faith to always carry us through. As cliché as it may sound, I'm truly thankful for *Alby* and *OKC Real Producers*, as when I was called to be featured, I was sinking after a surgery and low numbers feeling unworthy. The call made me tearful and more determined than ever to step up my game. I sold record months and had a record year and am now forced to build a team to continue the highest levels of client care as I require. It seriously changed everything by lifting me up. The timing was simply epic." —**JENNIFER GILCHREST, KELLER WILLIAMS GREEN MEADOW**



"I don't believe I can even begin to say all the things I'm thankful for: however, I would start with God, my family, living in the most wonderful United States of America, working in the Real Estate industry, my current broker. My list of thankfulness goes on and on. I'm thankful you are taking time out to recognize people in our industry." —**DANA GARRISON, METRO BROKERS OF OKLAHOMA**



"This Thanksgiving, I'm thankful to be able to serve others through my work and the community!" —**NANCY LYNN, RED DIRT REAL ESTATE OKLAHOMA**



"I'm thankful for the positive people that I work with and that surround me. I am also thankful for a family that puts God first in their lives." —**KAREN KING, KING REAL ESTATE GROUP**



"I try to thank God daily for the blessings he provides me. I truly think things that seem small can be the greatest blessings in our daily lives. I'm grateful for my faith and friends who got me through the loss of my husband, and I'm grateful for the prosperity and new friends I've gained through my work as a real estate agent. Happy Thanksgiving every day!" —**JOYCE BROWN, JOYCE BROWN REAL ESTATE TEAM**

# HAPPY THANKSGIVING!

Thank you for trusting **HOME LOANS BY BRIAN** to help your clients find their perfect mortgage.

**Brian Manwell**  
405.818.0468  
[brian@fcmortgageloans.com](mailto:brian@fcmortgageloans.com)  
[www.homeloansbybrian.com](http://www.homeloansbybrian.com)  
NMLS # 1617921

**FINANCIAL CONCEPTS MORTGAGE**  
The best value in home mortgage lending

## Voted one of the 2019 Three Best Roofers in Oklahoma City

**Performance Roofing Systems**  
"Quality Work, Professionally Done"

**405-283-2205 or 405-823-3909**  
[proformancerroofing.com](http://proformancerroofing.com)

- Free Inspections from a HAAG Certified Inspector
- One Stop Storm Restoration
- Discount for your Clients on Roof Installations
- Deductable Assistance
- Transferrable Warranty at No Additional Cost
- 10-year No Leak Guarantee
- Emergency Repairs
- Licensed and Insured
- BBB Accredited Business - zero complaints

**Residential and Commercial**

HAAG CERTIFIED INSPECTOR RESIDENTIAL/BUSINESS  
HAAG CERTIFIED INSPECTOR RESIDENTIAL/BUSINESS  
ThreeBest Award  
BBB ACCREDITED BUSINESS

THE OKLAHOMA READERS' CHOICE WINNER 2018 HOME, PLACE & THINGS

**BREWER CARPET ONE FLOOR & HOME**  
Preferred Realtor Flooring Program

**\$100 CARPET CLEANING VOUCHER**  
Brewer Carpet One will give \$100 to put towards any carpet cleaning that may be needed before you list a home or before the buyer moves into a new home.

<b>EDMOND</b> 801 W. 15th Street 405-340-5140	<b>SOUTH OKC</b> 8509 S I-35 Svc. Rd. 405-632-8620	<b>STILLWATER</b> 1506 E 6th Ave 405-372-6116
<b>NORTH OKC</b> 10521 N. May Ave. 405-755-2001	<b>YUKON</b> 126 A W Main 405-354-8762	<b>ENID</b> 3101 N. Van Buren 580-233-1182

**SERVICE AND DISCOUNTS FOR YOUR CUSTOMERS.**

As a professional in the real estate and lending industry, you want to provide the very best experience for your customers. Helping your customers with their insurance need shouldn't be complicated. As an agent from one of the largest personal lines property and casualty insurance groups, I'd like to help you by offering your customers:

- Evidence of Insurance forms on short notice and on time
- Broad coverage options for your customers
- Fast, dependable service
- Competitive rates and a variety of discounts\*

**Home Insurance discounts for\*:**

- Teachers
- Physicians
- Scientists
- Police officers
- Firefighters
- Accountants
- Engineers
- Registered nurses

Call me and let's discuss what I can do for your customers.

**405.751.9453**  
**Gregory Brown**  
Your Local Agent  
12304 N MAY AVE  
OKLAHOMA CITY, OK 73120  
[GBROWN3@FARMERSAGENT.COM](mailto:GBROWN3@FARMERSAGENT.COM)  
<http://agents.farmers.com/gbrown3>

**FARMERS INSURANCE**

\*Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit [farmers.com](http://farmers.com) for a complete listing of companies. Not all insurers are authorized to provide insurance in all states.

# NOVEMBER

## Schedule of Events

**Tuesday, November 5**

11:30am–1:00pm

**EBR Affiliate Appreciation & Expo Luncheon**  
**Hilton Conference Center –**  
**Edmond at I-35 and Covell**  
 Join EBR for their monthly luncheon and affiliate appreciation and expo. **For more information, visit [www.edmondrealtors.com](http://www.edmondrealtors.com).**

**Wednesday, November 13**

All Day

**EBR vs. NBR Blood Drive**  
**TBD**

**For more information, visit [www.edmondrealtors.com](http://www.edmondrealtors.com).**

**Wednesday, November 13**

11:30am–1:00pm

**OKCMAR Monthly Luncheon**  
**COHBA – Britton Road**

Join OKCMAR for their monthly luncheon and get the latest updates! **For more information, visit [www.okcmar.org](http://www.okcmar.org).**

**Thursday, November 14**

4:30pm–6:30pm

**OKCMAR's Annual Affiliate Table Top**  
**Remington Park**

Join OKCMAR for their Annual Affiliate Table Top at Remington Park! Also enjoy good food, a cash bar, free valet parking and of course, live horse racing!

**For more information, visit [www.okcmar.org](http://www.okcmar.org).**



## YOUR LOCAL MORTGAGE EXPERTS

With over 65 years combined mortgage experience, the Dauphin Mortgage Team will make sure your home financing experience is something you'll want to remember.



**Great Plains Bank**

**Aimee Dauphin**

SR. MORTGAGE CONSULTANT  
 NMLS # 194640  
 405.720.4746  
 ADAUPHIN@GPBANKOK.NET



Lets be **CLEAR**  
 I'm here **TO** help you **Close**

Greg Whittaker Insurance Agency  
 405-227-7333

## WAYS A COMPANY CAN SPEND \$3 MILLION:



BUY A PRIVATE JET



UPGRADE THE OFFICE WITH FANCY FURNITURE AND GADGETS



GIVE THE C-SUITE A NICE RAISE



**ENABLE THE RESCUE OF THOUSANDS OF HUMAN TRAFFICING VICTIMS WORLDWIDE**

N2 Publishing – the company behind every Real Producers magazine – believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**

TO LEARN MORE, VISIT [N2GIVES.COM](http://N2GIVES.COM)



"We are a simple company that is the best at what we do." Dustin Henry, CEO | 405-240-8831



# 18 YEARS OF BUILDING DREAMS AND COUNTING

COMMUNITIES IN MUSTANG, YUKON, OKLAHOMA CITY,  
MOORE, NEWCASTLE AND NOBLE COMING SOON

CONTINGENCIES WELCOME



PHONE: 405.441.5075 DESIGN CENTER: 3006 S SUNNYLANE RD, MOORE OK 73160



[RRHOMESLLC.COM](http://RRHOMESLLC.COM)



PRSRT STD  
US POSTAGE PAID  
WILMINGTON, NC  
PERMIT NO. 40

OK\_OKC REAL Producers



# AMBASSADOR

ROOFING & CONSTRUCTION  
RESIDENTIAL & COMMERCIAL ROOFING



# Where who we are is more important than what we do.

Call Jay Shipp (405) 413-5214 or Tanner Streater (405) 423-0631   

Jay@ambassadorconstruction.org | [www.AmbassadorRoofing.org](http://www.AmbassadorRoofing.org) | Facebook: ambassador roofing & construction