

TULSA

# REAL PRODUCERS<sup>®</sup>

CONNECTING. INSPIRING.



**JESSICA FORD**

**A Foundation of Faith**

Photo by Ashton Marie Photography

**RISING STAR**

Jeremy DeLay  
with Tulsa Home + Design

**CELEBRATING LEADERS**

Susan Beach  
with Keller Williams Realty Advantage

**SPONSOR SPOTLIGHT -**

Kim Altier  
with Union Home Mortgage

**APRIL 2023**

# Meet your Tulsa Mortgage Team.



## Tulsa

- |                                  |                                       |
|----------------------------------|---------------------------------------|
| Becky Baehler<br>NMLS# 793393    | Jackie Vo<br>NMLS# 1452121            |
| Candice Randolph<br>NMLS# 141599 | Kevin Swift<br>NMLS# 217982           |
| Chuck Berry<br>NMLS# 469242      | Marisa Rogers<br>NMLS# 2057907        |
| Daniel Flannery<br>NMLS# 469275  | Solange Martos Henry<br>NMLS# 2032191 |
| Debbie Robinson<br>NMLS# 782129  | Steve Brown<br>NMLS# 217516           |
| Evin Young<br>NMLS# 1179336      | Todd Piles<br>NMLS# 469172            |

## Owasso

- |                                   |                            |
|-----------------------------------|----------------------------|
| April Watson<br>NMLS# 1022914     | JD Dorris<br>NMLS# 469266  |
| Courtney Watkins<br>NMLS# 1458618 | Jason Karn<br>NMLS# 469129 |
| Emma-Kate Dorris<br>NMLS# 2164064 |                            |



FirstUnitedTeam.com



**WEIGHT LOSS THERAPY**

Let us work with you to determine the cause of your inability to lose weight. Each strategy we use is different & designed to result in the most optimal weight-loss for you. This can be achieved through supplements and/or prescription medication.



Amy Oden, MSN, APRN, FNP-C, FAAMM, ABAHP

*Wellness begins from within...*



Hormone Replacement Therapy  
Weight Loss Treatments  
IV Therapy and more!

Emerge Integrative Medicine  
9122 S Sheridan Road  
**918.922.9122**  
emergeintegrativemedicine.com



**The real estate market is on the move...**

*A competitive edge may help you sell homes faster!*

Share the benefits of an ORHP home warranty with your clients to give their listings an advantage in this shifting market.

*Contact me today for details!*

**Debbie Fiddler**  
Senior Account Executive  
800.282.7131 Ext. 1378  
C: 405.650.7341  
DebbieF@orhp.com  
my.orhp.com/debbiefiddler



*People Helping People*



This is a paid advertisement.



**TULSA'S #1**  
*Recommended*  
**REAL ESTATE  
MARKETING  
COMPANY**

- ✓ Listing Photography
- ✓ Video Tours
- ✓ 3D Matterport Scans
- ✓ Drone Photography
- ✓ Commercial Video Production
- ✓ Branding and Design
- ✓ Social Media Management



**BOOK TODAY AND EXPERIENCE THE VAST DIFFERENCE!**  
**918.212.4786 • VASTMEDIASPACE.COM**



**ROOFING • GUTTERS  
SIDING • WINDOWS**



*Owners: Druce & Lisa Smallwood*

**Free Inspections**

Locally Owned | 918.376.0842 | [mightydogroofing.com/tulsa-oklahoma](http://mightydogroofing.com/tulsa-oklahoma)

# OWN IT!

- ✓ **Competitive Rates**
- ✓ **Unique and Traditional Mortgage Options**
- ✓ **Personalized In-house Service**

The WeStreet Mortgage Team is here to help you, do you. Our Senior Mortgage Loan Officers, Debra and Blake, cover the details for a home sweet home buying experience.

For more information visit  
[westreet.org/mortgage](http://westreet.org/mortgage)



**Debra Salazar**  
NMLS#1566907



**Blake Thomas**  
NMLS#492177



© 2022 WeStreet Credit Union. All Rights Reserved. | AB2211



# TABLE OF CONTENTS



**07**

Meet the  
*Tulsa Real Producers*  
Team



**10**

Preferred  
Partners



**14**

Sponsor  
Spotlight:  
Kim  
Altier



**20**

Rising Star:  
Jeremy  
DeLay



**26**

Celebrating  
Leaders:  
Susan  
Beach



**34**

Cover  
Story:  
Jessica &  
Michael  
Ford



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

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

MEET THE

# TULSA

REAL PRODUCERS TEAM



**Kelly Kilmer**  
*Owner/Publisher*



**William Kilmer**  
*Co-owner*



**Laley Freeman**  
*Content Coordinator*



**Katherine Fondren**  
*Ads Manager*



**Zach Cohen**  
*Writer*



**Dave Danielson**  
*Writer*



**Kevin Green**  
*Writer*



**Matt and Jenna  
Giesow**  
*Photography/VAST Media*



**Jeff Sharp**  
*Photography/Peak RES*



**Jessica Jackson**  
*JJHomes Photography*



**Kenneth Baucum**  
*Photographer/Kenneth  
Baucum Consulting*

**Our Services**

**peak** REAL ESTATE SERVICES

HDR Real Estate Photography  
HD Walkthrough Videos  
WWW.PEAKRES.CO

Matterport  
Zillow Video/3D  
ADMIN@PEAKRES.CO

Virtual Staging  
Drone Photography

**FIRST CLASS SERVICE  
FIRST CLASS CLOSINGS**

**918-794-5712**

**WWW.APEX-CLOSINGS.COM**

**SEALE HOME INSPECTIONS**

- Full Home Inspections
- Sewer Scopes
- Aerobic
- Air Duct Scopes
- FULL Septic Inspections

**Our Contact:**  
918.212.4730  
info@sealehomeinspections.com  
www.sealehomeinspections.com

To view our prices just use the QR Code below.

**Hello Spring!**

Beer - Wine - Liquor - Mixers - Gifts

**parkhill's south**  
liquors & wine

10018 S. MEMORIAL • 918.528.6700  
**www.parkhillssouth.com**

ACCREDITED BUSINESS  
BBB

**Eliminate the yuck**

**FIREHOUSE** 918.516.5516  
Dryer Vent Cleaning

firehousedryerventcleaning.com

**D·R·HORTON®**  
*America's Builder*

Find your new home with  
**America's #1 Builder**

SCAN NOW TO START YOUR NEW HOME SEARCH

918.268.7485  
tulsainfo@drhorton.com  
www.drhorton.com



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**ASSOCIATION OF REALTORS®**

Oklahoma Association of REALTORS®  
(405) 848-9944

**CREDIT UNION**

WeStreet Credit Union  
(918) 921-2507  
weststreet.org

**DRYER VENT CLEANING**

Firehouse Dryer Vent Cleaning  
(918) 516-5516  
www.firehousedryerventcleaning.com

**FINANCIAL ADVISOR**

Securian Advisors  
Stephen Haney  
(918) 510-5171

**FOUNDATION REPAIR**

Triton Foundation Repair  
(918) 520-7030

**HEALTH & FITNESS COACH/ PERSONAL TRAINER**

Exercise Coach  
Chris Cannizzaro  
(918) 809-8636

**HEALTH INSURANCE**

Wayne Heins-US Health Advisors  
Wayne Heins  
(405) 423-5263

**HEATING & COOLING SERVICE**

Burks Construction LLC  
(918) 853-4415

**HOME INSPECTION**

Daily Bread Inspections  
Joey Almazan  
(918) 212-4624

**HOUSEMASTER**

Dan LaBrake  
(918) 455-4406

**INQUEST INSPECTIONS**

Todd Willis  
(918) 998-4240

**SEALE**

Home Inspections  
(405) 834-3629  
www.sealehomeinspections.com

**SPARTAN**

Home Inspection  
Joseph Alcott  
(918) 888-6867  
www.spartaninspector.com

**INSURANCE**

Farmers Insurance  
Kelly Fiddner  
(918) 619-9300

**STATE FARM**

Brent Hagar  
(918) 299-8855

**MORTGAGE**

Cornerstone Home Lending  
(918) 671-2724  
www.houseloan.com/ambermilligan/

**FIRST UNITED**

Danny Flannery  
(918) 636-1243

**FLAT BRANCH MORTGAGE**

Jeremiah Lindsey  
(918) 289-3368

**ONETRUST HOME LOANS**

Don Conwell  
(918) 601-9007

**UNION HOME MORTGAGE**

Kim Altier  
(918) 605-8060

**UNION HOME MORTGAGE**

Scott Robinson  
(505) 577-8555

**MURPHY BEDS/ CUSTOM CLOSETS**

Murphy Bed Studios  
Aleks Diky  
(918) 836-5833

**PHOTOGRAPHER**

Peak RES  
Jeffrey Sharp  
(918) 766-6891

**PHOTOGRAPHY**

JJHomes Photography  
Jessica Jackson  
(918) 312-5937

Kenneth Baucum Consulting LLC  
(918) 200-9179

**VAST MEDIA**

Jenna Giesow  
(918) 212-4786

**ROOFING & CONSTRUCTION**

American Capital Roofing and Construction  
Ty Patterson  
(918) 902-2277

Precise Roofing and Contracting  
Cade Lewis  
(918) 366-7663

**ROOFING / GUTTERS / SIDING / WINDOWS**

Mighty Dog Roofing  
(918) 376-0842  
mightydogroofing.com/tulsa-oklahoma

**ROOFING RESIDENTIAL / COMMERCIAL**

Kennedy Roofing Solutions  
kennedyroofing.com/solutions.com

**SELF DEFENSE & SAFETY**

Practical Preparedness LLC  
(405) 416-4405  
www.practicalpreparedness.us

**SIGNS & GRAPHICS**

Jack Pratt Signs  
Monte Pratt  
(405) 205-0460  
www.jackpratt.com

**TERMITE INSPECTION & PEST CONTROL**

Superior Termite and Pest Control, Inc  
Randy Wisdom  
(918) 251-7378

**TITLE COMPANY**

Allegiance Title  
(918) 392-7100

**FIRST TITLE**

Daryn Fox  
(918) 352-1301

**OKLAHOMA SECURED TITLE**

Brent Cariker  
(918) 933-4136

**TITAN TITLE & CLOSING**

Jason Hadrava  
(918) 299-2300

**WELLNESS SPA**

Emerge Integrative Medicine  
(918) 922-9122  
emergeintegrative.com/mcmedicine.com

**WINE / LIQUOR / BEER**

Parkhills South Liquor & Wine  
(918) 528-6700  
parkhillssouth.com



*Kenneth Baucum*  
PHOTOGRAPHER

**RELIABLE & EASY-TO-SCHEDULE PHOTOGRAPHY**

Residential | Commercial | Headshots | Events



Contact me today for 25% off your first property shoot

Lightning-fast turnaround  
20+ years of photo experience

**918-200-9179**  
**KENNETHBAUCUM.COM**

Client: Cornerstone Home Lending  
Size: 1/3  
Location: Standard



Joey Almazan  
OK License #7002507  
Internachi #NACHI21061904

dailybreadinspections.com  
info@dailybreadinspections.com

918.212.4624

**\$50**


SCAN HERE

CODE: REALPRODUCERS

Keep up on Social

THE GOLDEN RULE: WE INSPECT HOMES AS IF IT WERE OUR OWN






THE  
*Altier Mortgage Team*

**Tulsa's Preferred Mortgage Lender!**

- Large variety of loan options
- Into underwriting before contract
- Close on time, every time!

**Let's get your clients "clear to close"!**

**Kim Altier**  
Sales Team Lead  
NMLS ID# 217984  
918-605-8060



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

**Here's the deal.  
I'll be there for you.**




Melissa Freeman - Amanda Elliott - Andria Lewis - Jenny Dean

**TULSA**  
918-933-4136  
8215 S. MINGO RD., TULSA, OK 74133

**OKC**  
405-254-6448  
4005 NW EXPRESSWAY, STE. 100E OKLAHOMA CITY, OK 73116

WE ARE AN EXPERIENCED, KNOWLEDGEABLE AND ACCURATE SOURCE FOR RESIDENTIAL AND COMMERCIAL SERVICES, INCLUDING:

**Title Insurance, Commercial, Escrow, Lot & New Construction Closings, Purchase & Refinance Closings, 1031 Exchanges**

**Creating Peace of Mind**

**OK-TITLE.COM**



The future has a lot of what ifs, and it's a good feeling to have someone in your corner and around the corner to help you plan for them. Call me today.

Like a good neighbor, State Farm is there.®

**Brent Hagar, Agent**  
324 W Main Street  
Jenks, OK 74037  
Bus: 918-299-8855  
brent.hagar.prfh@statefarm.com



State Farm  
Bloomington, IL  
2001295



» sponsor spotlight

Story by Dave Danielson • Photos by Pamela Jean



# Kimberly Altier

with The Altier Mortgage Team

## making sure the pieces fit

As you know, each real estate transaction comes with what can be an almost endless line of moving parts. That's why it means so much to have a partner on your side to make sure they all come together in the end.

That's where Team Lead Kimberly Altier and The Altier Mortgage Team with Union Home Mortgage come into the picture with experience, expertise and true individual care.

"I like helping my first-time homebuyers get into a home. That's the bottom line. Along the way, I really enjoy the interaction with my title and REALTOR® partners," Kimberly explains.

"For me, it's about the whole package. It's fun to facilitate the process with all these people I work with. It's about the motion of it all and bringing everyone together. It's a puzzle and we enjoy making sure the pieces fit."

### Learning and Growing

Kimberly brings a true wealth of experience to each interaction with her partners and clients. In fact, she has been in the industry since 1991. Through time, she owned a credit reporting company for the first 20 years of her career. She also gained experience in wholesale lending before turning her attention to retail lending with consumers in 1999.



"That's where I really found my love for the industry," she says with a smile. "It changed my life. I have helped so many customers. I helped a guy who was living in Austin in his car. That's how I got into the business."

### Team Effort

Through time, Kimberly has enjoyed sharing the journey with others who have joined the team, including Jonathan Powers, who she brought on 10 years ago.

"He is my right-hand man. We're also proud to have Kelsey on the team as our marketing person," she smiles.

One of the key differences those who work with Kimberly and her team notice is the extreme service and communication they experience.

"We call every buyer, buyer's agent and listing agent every Tuesday for every contract. We really do that. We probably make 25 to 100 calls, and we do it, because in this business, it really is about the communication," she explains.

"Through that process, we find out everything that can go wrong and nip it in the bud. That's how we can close any loan in three weeks because we do things immediately."





“  
No one is  
a number for us. All  
that we do is based on  
relationships and extreme  
customer service.  
”

**True Partnership**

Kimberly and the team also take pride in supporting their partners’ business by circling back when it’s time to move forward.

“We really track everything. In some cases, clients may need credit repair before they can move forward. In those cases, we work with them,” Kimberly says.

“Then, once they are ready to move ahead, we circle back to their REALTOR® and let them know that they are ready to move forward with the process again. We call it extreme customer service.”

In addition, Kimberly and her team are available to support their partners and clients on the weekends, as well.

**Family Fulfillment**

Away from work, Kimberly’s world is made much richer by her family.

She looks forward to time with her husband, Robert Kleven of Concept Building.

She also likes spending time with their two dogs and their cat.

In her free time, she enjoys time spent at her family’s cabin, enjoying boating on the lake. She also has a passion for cooking.

Other favorites include walking, and spending time in the sun and water. She is also looking forward to completing work on her family’s pool.

When you’re looking for a partner to help you make all the pieces fit, look to Kimberly Altier and The Altier Mortgage Team.

“It’s our mission to be informative and caring,” she says. “No one is a number for us. All that we do is based on relationships and extreme customer service.”



**Contact The Altier Mortgage Team Today!**

**AltierMortgageTeam@UHM.com**  
**AtierMortgageTeam.com**  
**Cell Phone: 918-269-4618**

**N2 GIVES**

SINCE 2016, N2 HAS DONATED

**\$20 MILLION**

TO HELP END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That’s why The N2 Company — the organization behind this publication and hundreds like it — is financially committed to end human trafficking.

**FOR EVERY AD SOLD, N2 DONATES ENOUGH MONEY TO FREE TWO SLAVES FROM CAPTIVITY.**

Thanks to the businesses within these pages, our local publishers, and readers like YOU, we’re able to break the chains of this horrible reality.

A GIVING PROGRAM BY THE N2 COMPANY

Visit [n2gives.com](http://n2gives.com) to learn more about our fight.

**HouseMaster**  
Home Inspections. Done Right. Guaranteed.™  
a neighborly company


**1-YEAR LIMITED GUARANTEE\***


**HOUSEMASTER® OFFERS:**

- Serving Oklahoma for 20+ years
- Multiple Inspectors/Quick Scheduling
- Same-day Online Reports with images
- Certified EIFS Inspections
- Sewer Line Video / Slab Ducts Video
- Mold / Radon / Pool / Sprinkler
- Termite / Engineer / Septic
- \*Terms and conditions apply

**Contact us today! 918-455-4406**  
[housemaster.com/tulsa](http://housemaster.com/tulsa)  
Email: [tulsa@housemaster.com](mailto:tulsa@housemaster.com)

\*HouseMaster is a registered trademark of HM Services, LLC. Each HouseMaster Franchise is an independently owned and operated business. Contact your local franchise for a copy of all program terms and conditions including, but not limited to the Limited Repair Reimbursement Guarantee and Referral Liability Protection. Not all services available at all locations. © HouseMaster 2021

 **JEREMIAH LINDSEY**  
Senior Mortgage Banker  
**M: 918-289-3368**  
NMLS: 14474953



**FB:224149 | EQUAL HOUSING LENDER**

7506 E 91<sup>st</sup> St  
Tulsa, OK 74133

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



# Offering Traditional, Reverse, Portfolio and Commercial Loan Programs

- ▶ CONV, FHA, VA & Jumbo up to \$3M
- ▶ Bank Statement Loan Program
- ▶ Reverse Specialty age 55+, up to \$4M in LA and \$10M in MCA
- ▶ Reverse HECM age 62+ with max MCA \$1,089,300
- ▶ HECM for Purchase
- ▶ Doctor Loan
- ▶ Rehab / Fix & Flip
- ▶ Bridge Loan - Residential & Commercial
- ▶ 2nd Mortgages
- ▶ Construction - Small Commercial / Mixed Use
- ▶ Land Loan - 2 Year
- ▶ NonQM 5/6 ARM Residential & Commercial / Mixed Use
- ▶ Lot Loan
- ▶ Partnership Loan - Acquisition & Construction
- ▶ Developer Acquisition Loan
- ▶ SBA Loans
- ▶ Construction - Assisted Living Center
- ▶ 1x and 2x Close Construction - Residential
- ▶ Construction - Multifamily

**CALL YOUR HOME FINANCING TEAM TODAY!**

### DON CONWELL

Branch Manager  
NMLS #453975  
O: (918) 601-9007  
M: (918) 230-7458

E: dconwell@onetrusthomeloans.com



### AUSTIN CONWELL

Sales Manager/Senior  
Mortgage Loan  
Originator  
NMLS #1069480  
O: (918) 601-9011  
M: (918) 284-8469

E: aconwell@onetrusthomeloans.com



NMLS #46375 3838 Camino del Rio N Suite 305, San Diego, CA 92108  
Licensed by the Department of Financial Protection and Innovation under California Residential Mortgage Lending Act, Branch License # 4131248 CalCon Mutual Mortgage LLC, dba OneTrust Home Loans is an Equal Housing Lender NMLS #46375; 3838 Camino del Rio N Suite 305, San Diego, CA 92108. Corporate phone (888) 488-3807. For more licensing information visit: <https://onetrusthomeloans.com/licensing-information/>. All products are not available in all states. All options are not available on all programs. All programs are subject to borrower and property qualifications. Rates, terms and conditions are subject to change without notice. This is an Advertisement.

**INQUEST**  
INSPECTIONS  
INTERNACHIET  
CERTIFIED

• Home Buyer's Inspections • Seller's Pre-Listing Inspections  
• Termite Inspections • Investment Property Inspections  
• Septic System Inspections • Pool & Spa Inspections  
• Well Water Sample Testing • HUD 203k Consultations

(918) 998-4240  
Todd@InquestInspections.com  
www.InquestInspections.com  
OK-Licensed Home Inspector #70002101

*Serving the Great State of Oklahoma*

**PRECISE**  
Roofing & Contracting

PRECISELY COVERING YOU  
(918) 366-ROOF  
KEEPITPRECISE.COM

DON'T WAIT  
UNTIL IT'S  
TOO LATE

REPAIR YOUR  
ROOF NOW & SAVE  
MONEY ON  
REPAIRS LATER

ALLEGIANCE  
TITLE

**TULSA'S**  
PREMIER TITLE COMPANY

TULSA OFFICE  
4521 E 91st St Suite #101,  
Tulsa, OK 74137  
(918) 392-7100

OWASSO OFFICE  
201 S Main Street  
Owasso OK 74055  
918-376-4411

Burks Construction  
HEAT • AIR • GENERAL CONTRACTING

- Local, family owned company
- Residential and Commercial Heating, A/C, and Refrigeration
- Honest, quality maintenance and repairs

Don't replace what can be fixed!  
**Get a Quote Today**

**John Burks**  
918-853-4415 • burksconstruction918@gmail.com

Find us on social media!

# JEREMY

WITH TULSA HOME +  
DESIGN REAL ESTATE

## DeLay

Things have a way of coming full circle.

While pursuing a bachelor of science degree in business administration at Oklahoma State University in the late 2000s, Jeremy DeLay became associated with Jennifer Hands — then with the surname Magers — and her future husband, Roderick, through her brother Justin, one of his best friends. Even as life sent them in different directions, with DeLay moving on to earn a master's of business administration from Oklahoma Wesleyan University in Tulsa and starting a family with his college sweetheart, Maria, it proved to be a friendship that was forged to last.

Little did he know their reconnection years later would change the trajectory of his career.

### RECONNECTING WITH OLD FRIENDS

Fast forward several years and, DeLay, who was busy bolstering his resume with various sales and business development jobs, reached out to Tulsa Home + Design — owned by Jennifer and Roderick Hands — to have his house looked at for a renovation project. What they proposed took him by surprise and was even better than a quick quote. The Hands offered him a job as a real estate agent with their brokerage.

“They were like, ‘Why don’t you come sell for us and do real estate?’ And at first, I was like, ‘I don’t know if I want to do real estate,’” DeLay said. “But I’ve always had a sales background, and eventually the timing just worked out to jump on and join

them. My career is, fortunately, falling forward because a lot of unexpected things have happened. There have been some big life-changing things where I just wasn’t expecting what was coming next to come next. I feel like I’ve been at the next step, and it’s like I didn’t realize this was gonna happen. That’s why I say it’s kind of like falling forward because it’s all worked out. “It just kind of came out of the blue.”

### STARTING IN REAL ESTATE

After getting his real estate license in April 2021, DeLay spent the first year learning about the industry and spreading his name around the Tulsa area. That patience paid off because when the market went bonkers in 2022, he was ready to put his new and old sales skills to the test.

“The first year was just super slow,” DeLay said. “It was learning, and I was like, ‘Oh, I need to figure out how to get this thing off the ground.’ Then my first deal closed in May of ‘22, and in between May and August, I did like \$4 million in sales. It was just like one transaction to another, and it was also super fun. The market was insane, and it felt like people were just coming left and right to buy houses.”

His long-term goal is to work in real estate full-time with the Hands family, but in the meantime, he continues to build his presence by utilizing social media and sending out mailers to potential home buyers in his network.

COMING  
FULL  
CIRCLE

▶▶ rising star

Photos by Peak RES  
Story by Kevin Green

“ There have been some big life-changing things where I just wasn’t expecting what was coming next to come next. ”

## SPREADING THE WORD

DeLay and his wife, Maria, also use her charcuterie business, The Grazing Table, to further introduce him to potential customers via the company's growing social media pages, which feature more than 8,000 likes and followers across Facebook and Instagram. The business took off quicker than they imagined, but it has been a blessing to the DeLays, who have been married since December 2010 and have two sons — Stone Ryan (6) and Rhett Daniel (2).

"Having her just give me exposure is great as well," DeLay said. "Our dream is her running The Grazing Table and me doing real estate, and that just kind of being the things that we have in life going forward would be ideal."

According to The Grazing Table's website bio, Maria's eye for charcuterie started as occasional date-night treats for her husband but quickly grew from its humble beginnings to a booming small business that often sells out of its popular holiday specials.

Much like how The Grazing Table helps promote DeLay's real estate business, DeLay is more than willing to spread the word about the entrepreneurial ventures of his wife any chance he gets.

"I share all her stuff on my page, and she shares my stuff on hers," DeLay said. "We talk a lot about each other. She's honestly more popular than I am ... she's gotten me some sales."

"She's super supportive."

## FAMILY TIME

When DeLay, a Tulsa-area native who graduated from Bixby High School, isn't selling homes to his growing client base, he enjoys spending his downtime with his wife and taking his boys to local spots like the Tulsa Zoo, the Oklahoma Aquarium in Jenks, the Gathering Place and the associated Discovery Lab Children's Museum.

The DeLays also frequent OK Cookie Momster and Barbee Cookies for their dessert needs.

For DeLay, supporting those establishments is all about giving back to the community and city that helped shape him into the successful person and businessman he is today. With that in mind, it is no wonder he has developed a passion for helping other people find and establish roots in Tulsa.



"I was born here, I met my wife here and we had our kids here," DeLay said. "So it's important to me that my kids are getting to have experiences that I had growing up in Tulsa. We have options of where we can live, but we choose Tulsa because it is such a great place for our family, and there's really no other place we'd want to live."

## UNEXPECTED BLESSINGS

Reconnecting with friends led an unsuspecting DeLay to find more meaningful work as a real estate professional, further developing his bond and business partnership with Tulsa Home + Design and the Hands family in the process.

He is now on the fast track to success in a market filled with talented real estate agents, establishing himself as a familiar and friendly face that hopeful homeowners now and in the future can rely on and trust.

"I love and appreciate Tulsa Home + Design, and Jennifer and Roderick in particular," DeLay said. "That's such a huge part because I wouldn't be doing this if it weren't for them and the opportunities they've given me. They paid for my licensing upfront, they paid for all of my dues upfront until I started selling and really put me in a position to succeed, which has been awesome. "I wouldn't be doing it if it weren't for them."



“ We have options of where we can live, but we choose Tulsa because it is such a great place for our family, and there's really no other place we'd want to live. ”



### Two Convenient Tulsa Metro Locations

#### MIDTOWN

1401 S Boulder Ave, Tulsa, OK 74119 | (918) 250-1641

#### BROKEN ARROW

4500 West Houston Street, Broken Arrow, OK 74012 | (918) 250-1641

For more information on any of our 22 Oklahoma Locations, visit [www.FirstTitle.com](http://www.FirstTitle.com)

## IT'S ALREADY STORM SEASON...

FIND OUT WHAT REALTORS® ARE DOING TO SERVE AND SUPPORT THEIR COMMUNITIES WHEN DISASTER STRIKES.



*OHF IS THE NON-PROFIT ADMINISTERED BY THE OKLAHOMA ASSOCIATION OF REALTORS® TO SUPPORT OUR NEIGHBORS IN TIMES OF CRISIS AND NATURAL DISASTER. LEARN MORE, DONATE, OR HELP SOMEONE FROM YOUR COMMUNITY APPLY FOR A GRANT AT [OKLAHOMAHOUSINGFOUNDATION.COM](http://OKLAHOMAHOUSINGFOUNDATION.COM).*



## TERMITE INSPECTIONS

### 918-251-7378

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

Servicing Tulsa, Oklahoma City and all surrounding areas



\*Reports sent immediately at time of inspection  
\*Full Service Operations - Providing inspections and treatments to address all findings

# 4 REASONS to call TRITON!



**Quick Scheduling  
Under a Week!**



**Discounted Pricing  
for Realtors**



**Same-Day  
Proposals**



**Lifetime Warranty  
Steel Piers**

\*\*\*\* **PAY AT CLOSE OPTION AVAILABLE!** \*\*\*\*

## HONEST EVALUATIONS!

If you need a repair, we want to do it, but if you don't, we will tell you!

### CONTACT INFO:

T: 918.520.7030  
[tulsa@tritonok.com](mailto:tulsa@tritonok.com)  
[tritonok.com](http://tritonok.com)



# SUSAN BEACH



▶▶ celebrating leaders

## with Keller Williams Realty Advantage

Photos by Kenneth Baucum Consulting • Story by Kevin Green

Susan Beach is asked the same question probably three or four times a week: “Is retirement in your near future?”

### FIVE DECADES THE WORKFORCE

It is no doubt a relevant inquiry. After all, Beach has been in the workforce for about 55 years — the past 29 of which were spent serving her local community in the real estate business through Keller Williams Realty.

According to the Social Security Administration, the Normal Retirement Age — also referred to as Full Retirement Age — varies from age 65 to age 67 by year of birth. Beach is due and more than deserving of retirement and the benefits that come along with it.

When the topic comes up and she thinks about her tenure, questions of her own penetrate her mind. “Am I looking that much older? Is it that obvious?” However, there is no hesitation in her voice when she answers with a firm “No”, and her reasoning has to do with her purpose in life.

“My role is very far-reaching, so I get to really do what I love and stay interested in what I do every single day. So I’m like, ‘Why would I retire?’”

Right now, that purpose revolves around her duties at Keller Williams Realty Advantage.

That isn’t to say Beach doesn’t enjoy the small things in life — cooking, walking, spending time with her family and traveling are among her favorite hobbies. She is simply passionate about her work, and withdrawing from that at this time would leave a hole she wouldn’t know how to fill.

“If I think about retiring, I’m like, ‘What am I gonna wake up and do every day?’” said Beach, who spent three years in production before accepting a position in leadership. “My role is very far-reaching, so I get to really do what I love and stay interested in what I do every single day. So I’m like, ‘Why would I retire?’”

### BEFORE REAL ESTATE

Before getting her real estate license in December 1994 and joining Keller Williams in January 1996, Beach worked in the wholesale apparel industry with her husband for 26 years. The job kept her busy as she traveled back and forth between Oklahoma and Arkansas, doing business with all JCPenney stores in the area while her husband dealt with luxury retailers like Neiman Marcus in Oklahoma and Texas.

It was a fulfilling gig through her 20s and 30s, but as she continued getting older, the grind of constantly traveling started taking its toll. Walmart began its rise in the corporate landscape around that same time, changing the complexity of wholesale and retail for

the foreseeable future. For Beach, that was another sign that a career change might be a good idea.

“The margins were going to be very different for these retail stores,” Beach recalled. “Who’s the wholesaler going to cut first? The wholesaler is going to cut the middleman, and we were the middleman. It didn’t matter how successful we were, we were still in the middle. We kind of anticipated that, so about five years before we took the dive, we knew it was coming; we knew we had about five years to go.”

### A NEW DIRECTION

Beach and her husband looked into many different opportunities that could have suited their desired lifestyle, and the occupation that correlated with the least amount of financial risk was, of course, real estate. It took some convincing from her significant other, but she ultimately decided to join the industry. The rest is history.

“Truly, it was not my first choice,” Beach said. “My husband had to literally talk me into it. I just didn’t think I was going to like it.”

It takes courage to leave the comfort zone of a nearly three-decade career, but Beach was no stranger to difficult situations. Growing up the youngest of four children certainly had its obstacles, but it was those challenges and her relentlessness to overcome them that spurred her to a life of success and progress and the feeling of accomplishment.

l e t t i n g   p u r p o s e   l e a d   t h e   w a y

“Hands down, I would not be who I am today without that because I had to be strong,” Beach said. “I had to be resilient. I had to pat myself on the back. If I wanted to succeed, I had to succeed because I wanted to succeed.”

And succeed she did.

#### **FINDING PURPOSE IN LEADERSHIP**

Beach carried her strong-willed mindset into adulthood, and her peers picked up on her positive and purposeful attitude. Her desire to be good at her trade put her in positions to make a good living, but there was still something missing until Keller Williams approached her about going into leadership.

Regardless of whether it was wholesale apparel or real estate production, she was good at what she did. However, she never thought about loving or hating her job — it didn’t matter as long as she was making money. That all changed, though, when leadership became a part of her everyday life, weaving itself into her very being.

“Once I got into leadership, and I say this even today all these years later, I should have been doing that all that time,” Beach said. “That’s where my passion is. I’m really good at sales, but I can’t say that I love it or I hate it; it’s a vehicle. But I love my leadership position.” Beach is responsible for four pillars within her leadership position — growth, productivity, profitability, and culture — and each has its own requirements.

Growth entails hiring the right people for the company, and productivity directly relates to the talent chosen for hire. Meanwhile, profitability ties in with the Keller Williams economic model and making sure the people brought into the company produce at a high level. However, perhaps the most important of all the pillars is culture.



Once I got into leadership, and I say this even today all these years later, I should have been doing that all that time. That’s where my passion is.

”

“The culture is really what pulls it all together in terms of having a productivity-specific environment that people can really thrive in and be transparent and authentic with each other and come from a place of contribution, not scarcity,” Beach said. Even with all those responsibilities, Beach is only touching the surface of what she hopes to accomplish in the coming months and years.

#### **A GROWTH MINDSET**

She is already in charge of seven offices ranging from the central office in Midtown to other communities like Glenpool, Sand Springs, McAlester, Coweta, Okmulgee and Bristow, and those were opportunities she created for herself. Nothing was given to her. Furthermore, according to Beach, her branch is number one in the city, in production and closed volume.

“That’s a big deal, and it’s a big deal because I made a conscious decision

that there’s opportunity all around me,” Beach said. “All I have to do is go seek it out.” And with so many opportunities still to be grasped, it is no wonder Beach has no plans to retire. She is focusing on not only her future, but the future of real estate in Oklahoma as well.

If she keeps pushing for the betterment of the industry to further improve service to the community, the legacy she leaves behind once she does finally retire will be everlasting and beneficial well into the future.

“That is profound to have been with a company as long as I’ve been and to still feel as passionate about that company as I did when I interviewed 26 years ago,” Beach said. “I think there’s any number of things I could do, and I’m sure something will come up.

“I’m always looking.”





## Kelly Fiddner Insurance Agency

YOUR LOCAL AGENT

### Kelly Fiddner Agency

1416 E. 11th Street, Ste. 2

TULSA, OK 74120

[kfiddner@farmersagent.com](mailto:kfiddner@farmersagent.com)

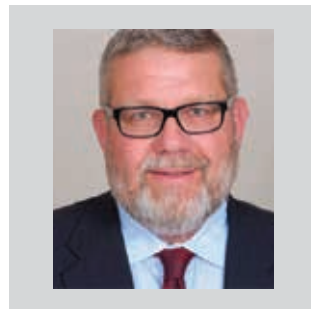
- Homeowners insurance
- Automobile insurance
- Business insurance
- Life insurance



Call 918.619.9300 today!

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 for a complete listing of companies. Not all insurers are authorized to provide insurance in all states. Coverage is not available in all states.

## DEVELOP YOUR BUSINESS WHILE YOU HELP YOUR COMMUNITY



**ROBERT IRWIN**  
DISTRICT MANAGER

4739 E. 91ST. STREET  
STE. 100  
TULSA, OK 74137

[rirwin@farmersagent.com](mailto:rirwin@farmersagent.com)  
918.232.7444 CELL

A CAREER WITH NO LIMITS

## SERVE YOUR COMMUNITY WITH A SMARTER STARTUP.

See how owning a Farmers agency can help you achieve your dreams.



### Be a Farmers Agency Owner

As a Farmers® agency owner, you can enjoy the financial and personal opportunities that come with ownership. And one of the great rewards of owning your own Farmers Insurance® agency is having the potential to do something meaningful for your family, your friends and the world around you.

Every community could use a dedicated insurance provider. Maybe that person should be you. Call me today.

## 20-MINUTE WORKOUTS FOR PEOPLE WHO JUST WANT RESULTS



FEATURED BY



NEW CLIENT SPECIAL  
2 FREE PERSONAL TRAINING SESSIONS

## The Exercise Coach

8917 S Yale Ave, Suite 100  
Tulsa, OK 74137

Call or Text  
(918) 982-6024

S Yale Ave

E 91st St

For more locations/infor, visit [exercisecoach.com](http://exercisecoach.com)

## REALTOR® SAFETY TRAINING COURSES

### TOPICS INCLUDE:

Safety Checks | Prevailing Mindset  
Identifying a Threat & What You Can Do  
The Art of Situational Awareness  
Knowing the Laws of "Reasonable Force vs. Deadly Force"  
How to Take Up a Defensive Position and Use the Tools the Agent has Available to Them  
Interacting with Law Enforcement after an Emergency Event



### INSTRUCTORS:

**Timothy Brashier**  
FOUNDER & OWNER  
Certified Firearms and Preparedness Instructor for over a decade



**Jerry Bryant**  
SHIHAN & MASTER INSTRUCTOR  
Holds rank of 8th degree in Okinawan Kempo



**Andres Carrillo**  
USMC SERGEANT  
8 years active duty and 2 years active reserve  
Certified Chief Instructor



**REGISTER TODAY** at: [PracticalPreparedness.us](http://PracticalPreparedness.us)  
EMAIL US: [thepacticalpreparedness@gmail.com](mailto:thepacticalpreparedness@gmail.com)



## Online Real Estate Education

Unlock success at every stage of your career.

**SAVE 25%**  
on your Real Estate courses

LIMITED TIME

[RealProducers.TheCEShop.com](http://RealProducers.TheCEShop.com)







*Now Serving You in Seven Locations!*

**JENKS**

918.299.2300  
110 E. A. STREET  
JENKS, OK 74037

**TULSA COMMERCIAL**

918.528.5700  
5022 E. 101ST ST.  
TULSA, OK. 74137

**BROKEN ARROW**

918.893.6992  
3101 W. KENOSHA ST.  
BROKEN ARROW, OK 74012

**OWASSO**

918.376.4600  
9455 N. OWASSO EXP.  
OWASSO, OK. 74055

**CLAREMORE**

918.923.2508  
320 S. MISSOURI  
CLAREMORE, OK. 74017

**PONCA CITY**

580.765.6806  
1922 LAKE RD.  
PONCA CITY, OK. 74604

**OKLAHOMA CITY**

405.600.9495  
6301 WATERFORD BLVD.  
SUITE 325, OKC, OK 73118

ALBRIGHT ABSTRACT & TITLE GUARANTY CO.  
580.362.2525 | 100 N MAIN ST, NEWKIRK, OK 74647



[WWW.TITANTITLECLOSING.COM](http://WWW.TITANTITLECLOSING.COM)



OFFERING EXPERIENCE, A DEDICATED TEAM AND INNOVATIVE  
TECHNOLOGY SOLUTIONS TO OFFER PEACE OF MIND.

# JESSICA & MICHAEL FORD

▶ cover story

Photos by VAST Media and Ashton Marie Photography • Story by Zachary Cohen

When Jessica and Michael Ford began dating nearly twenty years ago, they quickly discovered they were aligned in their deepest values and dreams. Both had a deep commitment to their faith and serving others. They also shared an entrepreneurial spirit that would eventually take them into several businesses together.

“We both had graduated from the same bible college, had attended the same church, and had a love for helping others. I helped start a children’s home overseas, and Michael has been overseas with other projects helping underserved communities,” Jessica reflects. “The foundation of it is that we both love outreach and service. That’s how we got involved in real estate investing, too. We wanted to help people who were hurting.”

“  
What separates us as agents is our communication. We are able to take clients step by step through the process. We have a system and process for everything we do.  
”

#### Entrepreneurs, Investors, REALTORS®

Today, Jessica is a top REALTOR® and the face of Jessica Ford & Associates with Chinowth & Cohen, while Michael is co-owner and COO, handling the backend of the business, but their entrepreneurial histories go back much further.

Jessica ran a salon business and was a top cosmetologist for many years, while Michael ran several direct sales businesses. Michael began investing in real estate in the early 2000s, and Jessica joined him after they married in 2007. The couple bought and flipped foreclosed homes through the recession, falling in love with the real estate business as well as the opportunity to serve their community. When the market began to recover, Jessica and Michael transitioned their investment

business to a rental portfolio and opened SlimGeneration, a medically supervised DNA-based weight loss clinic.

“We were helping people who were severely obese and dealing with medical challenges. We did a DNA program to get a full workup and develop a process for them to lose weight and get healthy,” Michael explains. “We did that for several years, but real estate has always been our passion as a couple.”

#### Following Their Passion

Real estate has long been Jessica and Michael’s passion. In 2018, Jessica was licensed and Michael joined her in a support role, beginning the next stage in the evolution of their real estate careers. Over the past five years, the business has grown exponentially. Jessica Ford & Associates closed 76 transactions for \$19 million in 2022.



A FOUNDATION OF FAITH

“

We want to serve people and to love people well. We are here to show love to people, to show them that we care and they do matter. We love our community.

”



“What separates us as agents is our communication,” Michael says. “We are able to take clients step by step through the process. We have a system and process for everything we do.”

“Being in the cosmetology industry, you build a lot of relationships. It is easy to talk to people to find out what’s going on



in their world and what their dreams and aspirations are,” Jessica adds. “So, I’ve always found that real estate is very much the same way. It’s all about building relationships with people, finding their dreams and aspirations, and matching them with a house.”

“As a husband and wife team, business owners, and investors, we want to be of value to the community and pay it forward. One of the ways we want to do that is by sharing our love for Tulsa,” Michael explains.

With extensive industry knowledge and a large network, Jessica and Michael are well-equipped to guide buyers, sellers, and investors along their real estate journey.

Jessica and Michael first connected through their shared commitment to their faith, and their faith remains a central part of their lives. They are involved in various nonprofits and other local organizations, including their church and a new program they created, Backpacks for First Responders. This organization provides backpacks for children that have been removed from their homes for domestic or substance abuse. Inside the bag are different toys and tools to support the child during the transition.

**Adding Value to Their Community**

Jessica and Michael provide some unique value-added services, too. One of their unique offerings is linked to their new company, Low Demo Reno.

“We work with sellers who would like to renovate to sell for top dollar. We look at their home, price up a renovation to make it move-in ready for the next family, and then we renovate it at no [up front] cost to them. They simply pay at closing. It’s a huge value add for sellers to get top dollar for their property,” Michael explains.

“Our legacy is all about paying it forward to the next generation,” Michael says. “We are, more than anything, faith-based — living right, doing right, using our gifts and talents, and teaching our children to be that way. Ultimately, we are here to help our fellow man.”

Jessica and Michael are also the hosts and co-producers of American Dream TV, Selling Tulsa. Their role as lifestyle and real estate experts allows them to share inspiring stories of business owners, charities, and nonprofits in Tulsa.

“We want to serve people and to love people well. We are here to show love to people, to show them that we care and they do matter. We love our community,” Jessica says.



**FAMILY SPOTLIGHT**

Jessica and Michael have two children, Juliana (12) and Destin (8).

**Murphy Bed Studios** has a new look and models to show off!  
 The featured London Collection is our fanciest best seller. Use the space, **AND** the bed in more ways than one!



**Murphy Bed**  
STUDIOS

CUSTOM SLEEP AND STORAGE SYSTEMS

918-836-5833 | 15110 E Pine St. | Tulsa, OK 74116  
 murphybedstudios.com | murphybedstudios@gmail.com

PROTECTING WHAT MATTERS TO YOU. EVERY STEP OF THE WAY.  
 NOW AND INTO THE FUTURE.

Storm Damage    Roof Repairs & Replacements    Insurance Claims Help

Contact Us :    3701 S. Harvard Ave Suite A, PMB #566  
 Tulsa, OK 74135  
 918-840-2980 | 918-853-9179

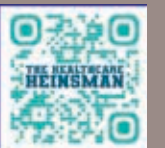


*No Open Enrollment Limitations with Our Health Plans... So Reach Out, As We Can Still Help!*

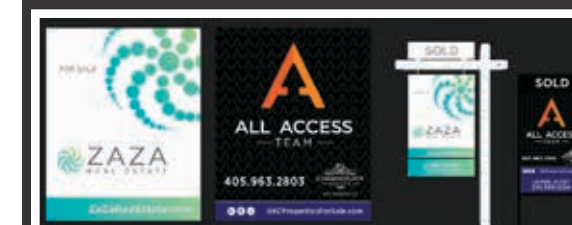
*The Healthcare*  
**HEINSMAN**  
*Team*

**CONTACT**

- Oklahoma Based/Nationally Operated
- 405.423.5263
- INFO@HEALTHCAREHEINSMAN.COM
- HEALTHCAREHEINSMAN.COM



**CUSTOM REAL ESTATE SIGNS FOR ALL OF OKLAHOMA,**



*Let's design yours today*



**Jack Pratt Signs**  
 Since 1950

(405) 524-5551 • 409 NE 40th St Oklahoma City, OK 73105  
 info@jackpratt.com



**SPARTAN HOME INSPECTION**

VETERAN OWNED & OPERATED



All Veterans & First Responders Receive a Discount

FREE Termite Inspection with Every Home Inspection

Guaranteed Next Day Inspection Report

Easy to Schedule Inspections

**WEBSITE**  
Check out our website and what we can do for you!

**PRICING**  
See our Upfront pricing and ask us about our Military & First Responder discount

**Like us on Facebook**  
Follow us on Facebook for updates and special promotions

918-888-6867  
SpartanInspector.com



**AMERICAN CAPITAL ROOFING & CONSTRUCTION**

Tulsa Metro: 918-902-2277  
OKC Metro: 405-322-5526

GAF Certified Contractors  
CertainTeed Shingle Masters  
CIB License #80004606



ACCREDITED BUSINESS  
CIB  
GAF Certified  
ORCA



# Your trusted local lender

At UHM, we believe in Promises Kept. Whether you're buying your first home or fifth, you'll rave about our world-class service, simple and transparent mortgage experience and convenient technology. Experience is everything, and we want to help make it World-class experience.

Scott and his team have helped over 300 families each year for the past 2 years, and we look forward to helping many more with you.

**We want you to be our next raving fan.  
Contact us today to get started!**



**Scott Robinson**  
Producing Area Manager

NMLS 202265 | NM 202265 | OK MLO05972  
CO 100507332 | TX 202265 | FL LO107003

**O:** (918) 923-3861 | **C:** (505) 920-9992

teamrobinson@uhm.com

uhm.com/srobinson

1425 E. 41st PL. | #100 | Tulsa | OK | 74105



**securian FINANCIAL**

SECURIAN ADVISORS MIDAMERICA



**Stephen Haney**  
Financial Advisor  
918-459-9349 - Office  
918-510-5171 - Cell  
Stephen.Haney@securianma.com

Stephen is a Registered Representative and Investment Advisor Representative of Securian Financial Services, Securities and Investment Advisory Services offered through Securian Financial Services, Inc. Member FINRA/SIPC. Securian Advisors MidAmerica, Inc. is independently owned and operated. Securian is a trademark of Securian Financial Group, Inc. and has been licensed for use by Securian Advisors MidAmerica, Inc.



**FIRST CLASS SERVICE  
FIRST CLASS CLOSINGS**

**918-794-5712**  
**WWW.APEX-CLOSINGS.COM**



**JJHOMES**  
photography

*24-HOUR TURN AROUND TIME!!*

- ✓ *Professional Real Estate Photography (Interior, Exterior, and Aerial Photos)*
- ✓ *Professional Cinematic Video Tour*
- ✓ *Professional Headshots*
- ✓ *MLS Room Measurements*
- ✓ *Twilight Photos*
- ✓ *Virtual Staging*
- ✓ *Floor Plans*
- ✓ *Team Photos*
- ✓ *Reels*



*Contact us today to receive your first session 50% off!*