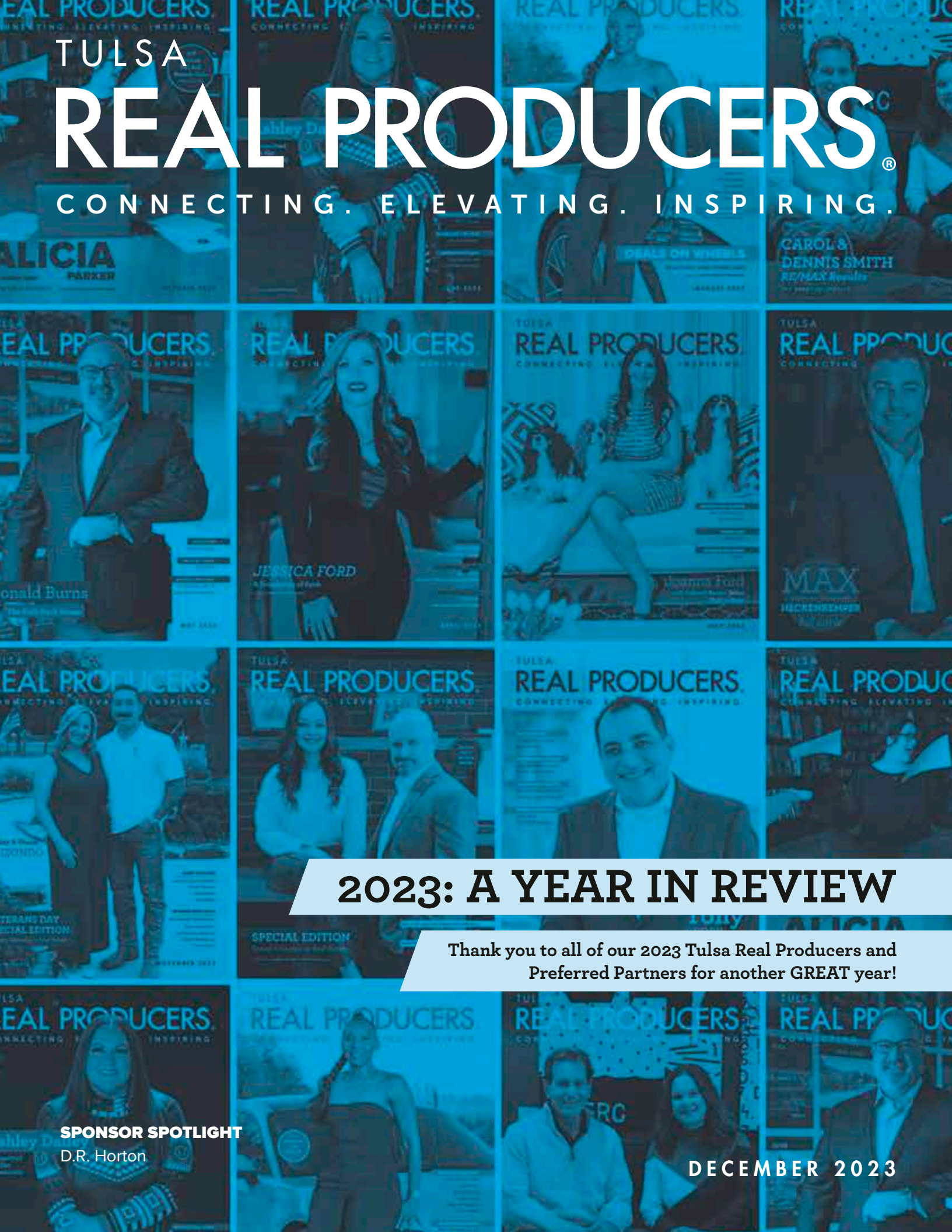


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▶▶ a recap of this year's events

All Event Photos by Kenneth Baucum Photography

## 2023 Events



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Spring Safety Event with Practical Preparedness, LLC at Stone Canyon



Summer Social at 473 Bar and Backyard



CE Day, Happy Hour, and Vendor Fair at Stokely Event Center



BONUS EVENT: Pop-Up at Andy B's - Tulsa

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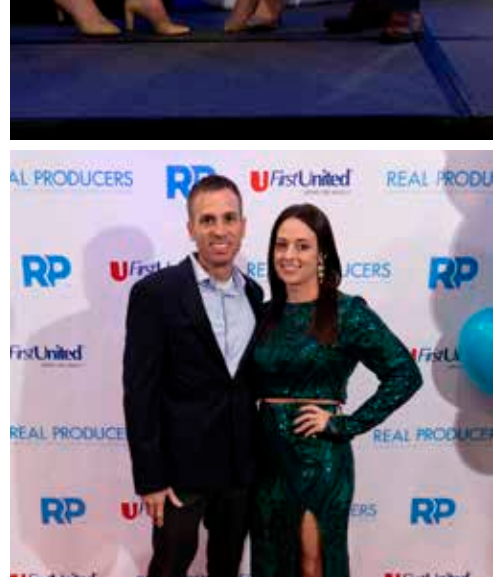
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▶▶ cover stories

# TELLING THE STORIES OF TOP AGENTS

## JANUARY

*Carol & Dennis Smith*

“My tagline recently changed to, ‘We served our country. Now, we serve our community.’ So it’s all about service to others. That’s what nurses do, and that’s what REALTORS® do. I just love to serve my community.”



## FEBRUARY

*Michael & Shelly Martin*

Being married isn’t easy, and neither is running a business together. Michael and Shelly are tasked with balancing both. “At first, it was hard,” Michael admits. “We had to really make a decision, are we going to be married or have a business? What’s it going to take to come home and stop talking about work? But we knew we could beat the odds.”



## MARCH

*Max Heckenkemper*

“This is a fun job and can be very lucrative, but you still have to do the hard tasks,” Max offers. “That’s perhaps the biggest thing I learned.”



## APRIL

*Jessica & Michael Ford*

“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.



## MAY

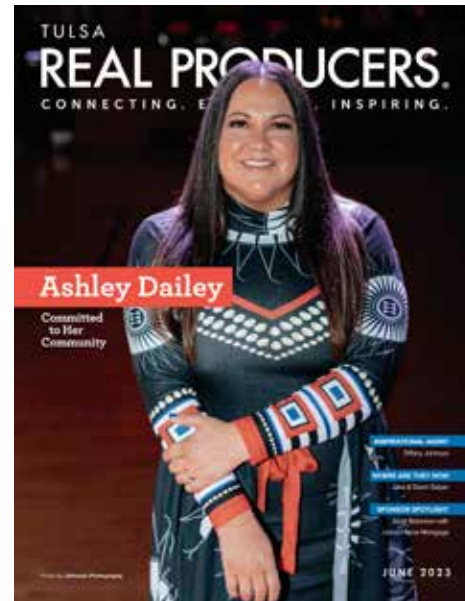
*Don Burns*

“Team building, leadership, and empowering people to be the best version of themselves — that’s what I get to do. It’s a lot of coaching and personal development. Helping them thrive and shine is what I’m meant to do,” Don says proudly.

## JUNE

*Ashley Crawford Dailey*

“My theme is I’m a comeback queen,” Ashley Crawford Dailey begins proudly. “That’s how my career has been. I’ve had a lot of setbacks and a lot of comebacks.”



## JULY

*Joanna Ford*

“It’s so rewarding, and not just financially,” she smiles. “The people I meet, my clients, become best friends. People often don’t know what their options are, so to help people out when they are making a big life change — it’s a good feeling to help people make the right choices and decisions.”



## AUGUST

*Beverley Davison*

“For me, the love of cars and the love of real estate intertwine. I love the exhilarating feeling that both give me! I love speed and old-school cars, but I am featuring my Porsche Taycan because I love that it’s electric, has speed, and has a unique look.”



## SEPTEMBER

*Tony Georr*

“I have a lot of passion for real estate because it changed my life. I feel like it can change anyone’s life that is willing to put the work into it. I am very passionate about that.”



## OCTOBER

*Alicia Parker*

“We have a great career,” Alicia shares proudly. “We’re counselors, REALTORS® — we’re everything to these people. Our job is to take care of our clients, and they become family. That’s our job — not sales.”



## NOVEMBER

*Ashley & Shaun Elizondo*

“You can do anything together. There is nothing that can get in the way when you move with common goals and commitment,” Ashley shares. “It’s less about the bad things that happen to you and more about how you respond,” Shaun adds. “Our book is still being written, and the best parts are still to come.”

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# SPOTLIGHTING BROKERS

from Around the Community



Photo by Kenneth Baucum Photography

### SUSAN BEACH

KELLER WILLIAMS REALTY ADVANTAGE

"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?'"



Denise Toombs-Dotson

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Photo by JJ Sheffield/Content Video Productions

### ALLISON SHEFFIELD

SHEFFIELD REALTY

"It's a brand-new brokerage, and I'm excited to see how it evolves and grows," Sheffield said. "It's been extremely energizing and a little bit terrifying, but it's thrilling to have something new to work on."



Photo by Peak RES

### ANGIE MCFADDEN & JAMEE SWEATS

ANTHEM REALTY

"Everything we learned and struggled with, we want to streamline those things for other agents," Angie explains. "For me, I was supporting our whole family when launching my business. I had pressure to do better faster. It shouldn't have been so hard for women to break into real estate and really support themselves. We got to a point where we learned enough and felt we could cut that timeline down for new agents. We felt like we could really help new agents find success."

# SPECIAL EDITIONS

## POWER COUPLES



### Shelly & Michael Martin

“We want to leave a legacy behind by simply showing our true selves. We can make a difference that way,” Shelly says. “Michael and I come from two different worlds, and we have a story of struggle in our backgrounds. I want to live a life that shows the people before me in my family that worked their butts off... the financial struggles they went through to make my life successful — that’s important to me. I’m trying to give thanks for lives that came before mine and heal the struggle of the past.”



### Kelli & Don Conwell

“There are so many broken relationships out there, people that go through separation and divorce. After 38 years, our relationship is as joyful as it has ever been. We try to encourage young couples to commit to the journey and enjoy the ride. The depth of peace that will come from a shared life built on commitment and faith is immeasurable. Every life has hills and valleys. Walking through them together is what makes for a life that’s rich and satisfying. We see our kids now with their own faith, great spouses, and building their families. That’s the legacy we leave.”



### Candice & Joseph Alcott

When you enjoy what you do and love who you do it with, it can make all the difference in the world. That’s the sense of gratitude you pick up on instantly when you talk with Joseph and Candice Alcott. “Our business is done with a lot of heart,” Candice says with a smile.



### Carol & Dennis Smith

“Dennis and I have dedicated our lives to serving others. Learning teamwork, attention to detail, persistence, and an unrelenting drive to do the right thing in the Navy, we carry those same traits into our real estate business.”



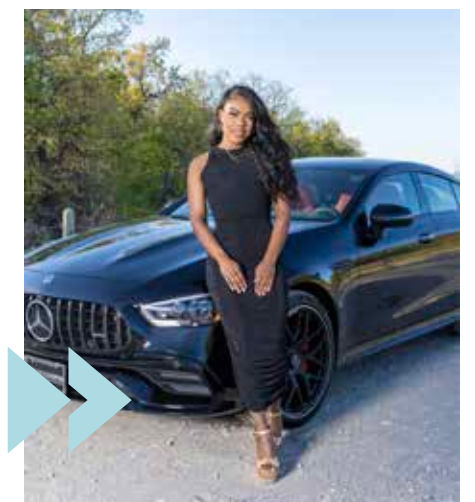
**Beverly Davison**  
Featured Vehicle:  
2022 Porsche Taycan



**Blake Montgomery**  
Featured Vehicle:  
2021 Porsche Cayman GT4



**Cheryl Patrick**  
Featured Vehicle:  
1964 Ford Falcon



**Lori Davison**  
Featured Vehicle:  
Mercedes-Benz AMG 63 S



**Gayle Roberts-Pisklo**  
Featured Vehicle:  
2015 Tesla Model S



**Amber Post**  
Featured Vehicle:  
2022 Jeep Gladiator

## DEALS ON WHEELS

All Photos by Kenneth Baucum Photography

# VETERANS DAY

All Photos by VAST Media



**Ashley & Shaun Elizondo**  
 “You can do anything together. There is nothing that can get in the way when you move with common goals and commitment,” Ashley shares.



**Genni Davis**  
 “The upbringing that I was blessed with made me truly realize, fully understand, actually recognize, and fully honor my integrity, values, morals, and ethics. I now have a full understanding of these personal attributes that I didn’t understand as a younger girl, and now these are a few of my anchors that I will never compromise.”



**Dustin Moseley**  
 In real estate, Dustin is an avid supporter of military members, too. “Whenever I make the first connection with a veteran, we share about our service time. That brings ease with them, to know I am watching out for my brothers and sisters in arms,” Dustin explains.



**Carol Smith**  
 “Veterans Day is my favorite holiday. I am very proud of my service. It is a day to celebrate ALL who have served.”

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# SPECIAL FEATURES

top producer

## LINDSAY BIPPUS

“Moving is very familiar to me, and part of that definitely shaped who I am,” Bippus said. “You have to be able to talk to people and meet people when you’re moving so much, and that is a big part of why I got into real estate. I love houses and that whole process, but then also just helping people with those transitions.”



team feature

## THE VINING STANDLEE HOME TEAM

“Whenever I added her, at one of the first team meetings, she came in and asked for everyone’s birthday, anniversary and really sweet things like that,” Vining said. “I thought, ‘These people have worked for me for years, and I’ve never thought to ask that kind of stuff.’ We definitely have our own dynamic ... she likes the culture side of things, and I’m just a rigid sales and numbers girl.”



## MICHELLE BRADSHAW

“It’s very important to maintain an emphasis on education in real estate ... and being relevant in how the market can change on a dime,” Michelle says. “I’ve been in this business and have been through two pretty hard recessions. I turn to the Tom Ferry of the worlds to motivate me and keep me moving all the time.”



## AUSTIN WOJCIECHOWSKI

“Daily, the clients I’m working with drive me. When I enter a relationship with someone, I’m committing to taking care of their needs,” Austin says with a smile. “I am motivated to do my best work for them. I take that very seriously.”



## KRISTA SEFFEL

“[The] social part of [real estate] is very enjoyable to me, and I love now that I have time if I have a friend or a group of friends that I want to meet for lunch. I never had time to do that before, and now it’s crazy to think that that’s kind of part of my job to get to do that. “It’s been great.”



## JAYBEE HAWKINS

“When I see an agent who is struggling, who may be lacking skill, confidence and knowledge I like taking them under my wing and seeing their career blossom. We work with them on everything from marketing to mindset, and before I know it, they are out there selling houses left and right,” she says. “Real estate changed my life and I want to help agents feel that very same thing.”

featured agents



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▶▶ inspirational agent

*more than*

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Tiffany Johnson

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“On February 14, 2022, Tiffany Johnson received news she never expected: she was diagnosed with cervical cancer. Suffice it to say, it was not the Valentine’s Day she was planning for. In the blink of an eye, Tiffany’s entire world shifted. By then, Tiffany was a top real estate agent and a team leader, closing over \$15 million annually. But suddenly, her health stepped into the foreground. Overcoming a sudden cancer diagnosis became priority #1.”

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- Ms. Whipp helped us navigate the difficult and complex process of estate planning and made it a seamless operation. - Cynthia C.
- If you want the boutique experience, with someone who loves their work and is invested in you, your search stops here. - Linda S.

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**RISE** ON THE **REALTORS**®

**JEREMY DELAY**  
 Tulsa Home + Design  
 “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.”



Photo by Peak RES

**ANDREW ESPOSITO**  
 Chinowth & Cohen REALTORS®  
 “I didn’t hit my goal (for 2022),” said Esposito, who also has a degree in business and commerce from the College of DuPage in Glen Ellyn, Ill. “I had a crazy goal. I had a goal of 50 units, and I did like 20 something, so it ended up being a good year. My broker said that doing \$5 million your first year is really good and like 90% of agents don’t do that, so it made me feel a little bit better about not hitting my goal, but I’m just excited about building upon that.”

Photo by Kenneth Baucum Photography

**SHOUA THAO**  
 RISE HOME of McGraw REALTORS®  
 “In my first year, I produced over \$4.7 million in sales and in my second year, over \$6.7 million in sales,” Thao said. “A lot of agents are like, ‘You were one of the top producers’, but I’m like, ‘Are you sure? I don’t know. I feel like you guys are producing way more.’”



Photo by Peak RES

# D·R·HORTON



## AMERICA'S BUILDER

Photos by Peak RES • Story by Zachary Cohen

D.R. Horton has been delivering the American dream for 45 years. Since its founding in 1978, the company has built a staggering number of homes — over a million, in fact. D.R. Horton operates in 33 states and 113 markets, including 45 of the top 50 markets in the nation. Now, it is bringing its expertise and experience to T-Town.



“**OUR FOUNDATION IS A SINGLE, GUIDING PRINCIPLE:**  
A VALUE-FIRST DEDICATION TO THE INDIVIDUAL NEEDS OF EACH  
AND EVERY ONE OF OUR NATION'S HOMEBUYERS.

D.R. Horton broke ground on its first home in Fort Worth, Texas in 1978, and over the following 45 years, rose to become one of America's top builders.

### BUILDING TULSA

D.R. Horton is quickly becoming one of Tulsa's top builders. They have communities going up in Tulsa, Broken Arrow, Bixby, Claremore, Pryor, Chouteau, Bartlesville, Skiatook, and Mannford, with a community in Owasso coming soon. Perhaps even more importantly, they are building with quality and service that is second to none.

REALTOR® relationships are another one of D.R. Horton's strong suits. They are continually educating agents on topics from construction materials to sales techniques. In

the last year, D.R. Horton paid out over \$882 million in commissions to real estate agents nationally.

### QUALITY AND QUANTITY

D.R. Horton's homes are inexpensive, but that doesn't mean they are cheap. Their economies of scale allow them to produce exceptional homes at some of the lowest costs in the area. The company prides itself on quality and craftsmanship.

“Our foundation is a single, guiding principle: a value-first dedication to the individual needs of each and every one of our nation's homebuyers,” the company shares. “Since 2002, more homebuyers have chosen D.R. Horton than any other national builder.”

D.R. Horton continues to lead the nation with more homes closed year

after year than any other home-builder. From first-time homebuyers to empty nesters, the company provides a home for every stage in life. Their highly-trained market experts provide unique, personalized services tailored to clients' needs.

Now, D.R. Horton has their sites set on expanding more deeply into the Tulsa market.

“We've come a long way, and while more people choose our family of brands over any other builder in the country, we never forget the most important thing of all — the families that choose us for their place to call home.”

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

# The Faces and Stories



## OKLAHOMA ASSOCIATION OF REALTORS®

### Will Gattenby

"When our members go to national conferences and see regulations in other states, they see that Oklahoma is a fantastic place to work and own a home," Will says. "We want to continue to make things better. We are all committed to making that happen. That's why we get involved with efforts such as first-time home buyers' savings accounts, which support buyers as they open an account toward a down payment on a home, as well as continuing our fight. We want to protect property rights."

Photo by Peak RES

## THE HEALTHCARE HEINSMAN

### Wayne Heins

"I am a compassion-based person, as I fought hard through my whole life (like so many others) to just survive. If I can offer someone else a head start, a quick tip, or some words of encouragement, then I feel like I've accomplished my goal. It's not about a transaction but rather a relationship."

Photo by Nested Tours



## FIRST UNITED MORTGAGE GROUP

### Danny Flannery & Team

"Most of the people who work with us know we are focused on making sure the loans get closed on time," Danny says. "We have long-term relationships that we have established. REALTORS® and Builders refer their clients to us knowing that we focus on getting them the best deal and closing their loans on time."

Photo by Peak RES



## UNION HOME MORTGAGE

### Scott Robinson

"I love having the opportunity to apply the wisdom I've gained through a lot of mentors in my career ... and helping families with their home mortgage needs, whether it's purchasing their first home or forever home or repositioning their mortgage," Scott says. "Real Estate and mortgage finance are where I've gained the most knowledge and where I can be most impactful in the daily lives of our clients."

Photo by Kenneth Baucum Photography



# Behind our Partnerships



## UNION HOME MORTGAGE

### Kim Altier

"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."

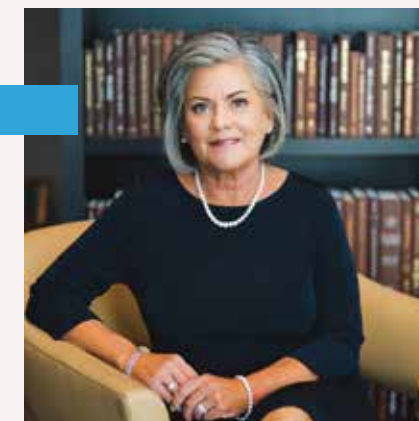
Photo by Pamela Jean

## OLD REPUBLIC HOME PROTECTION

### Debbie Fiddler

"Old Republic is a reputable company that's been in the home warranty business the past 48 years with an A+ Better Business Bureau rating," Debbie explains. "This was the company I recommended to my real estate clients during my years as a REALTOR®. In 2021 we paid \$172 million in claims for our plan holders."

Photo by Nested Tours



## FIRSTTITLE

### Melissa Herron & Team

"The success of our company is 100 percent based on our employees, they are the lifeblood of our company. We aren't just a title company, we also have Smith Brothers Abstract, an abstracting company that has been in business for over 100 years. This gives us the capability to handle all aspects of the title process including abstracting, title work and even underwriting."

Photo by Peak RES

## TITAN TITLE & CLOSING, LLC

### Jason Hadrava & Robbie Butler

"Titan is a family-owned and operated company that doesn't stop until our clients are happy. If it can be done, Titan will find a way."

Photo Peak RES





### LILY CHRIS PHOTOGRAPHY

**Liliana Gullo**

“My passion is to help business owners and highly motivated business professionals stand out in their marketing and online presence through compelling, creative, and confident images of themselves, their products, and their businesses,” Liliana explains. “I work a lot with REALTORS® and focus on them as a person, as well as their business.”

Photo by Meagan Keeney

### SEALE HOME INSPECTIONS

**Joy & Aaron Seale**

“Home inspecting is really educational. I enjoy educating buyers on what they are getting into and what the home entails — especially first-time home buyers or people that are nervous. It’s nice to be able to let them know what’s going on and present it in a way where you can see their shoulders drop, and they can feel a bit more relaxed and confident. It also helps agents have a more calm buyer. And personally, I love working on a team.”

Photo by Peak RES



### AMERICAN CAPITAL ROOFING & CONSTRUCTION

**Ty Patterson**

“In roofing, we have to be honest with people. We get up on the roof, and we tell people the truth. We don’t pressure anyone into anything that’s not good for them. I treat each customer as if they were a family member. The integrity I got from the Air Force has inspired me to run the roofing company the way I do.”

Photo by VAST Media



### HOUSEMASTER HOME INSPECTIONS

**Dan LaBrake**

“We are the only company that offers a one-year limited repair reimbursement guarantee that covers major components of the house, which gives consumers confidence that we will stand behind our findings. We provide free assistance in getting utilities turned on as well as coupons and discounts that could save them thousands after moving in. The inspection report is provided the same day as the inspection, and it’s an easy-to-read, computerized report that includes a utility to create a repair list they can present to the seller,” Dan explains.

Photo by VAST Media



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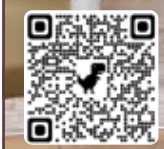
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