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Photo by Meagan Keeney

ELEVATING YOUR BRAND AUTHENTICALLY

LILIANA GULLO

with Lily Chris Photography

Story by Zachary Cohen

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Liliana Gullo, the creative force behind Lily Chris Photography, is more than just a photographer. She has a passion for helping business owners stand out in their marketing and online presence. Through compelling photography, Liliana aims to capture more than high-quality photos; she seeks to capture the essence of individuals.

Carving Out Her Niche

Liliana began her photography career two decades ago working in a film development studio, and she gradually transitioned to capturing various subjects, from seniors and families to weddings. Over the years, her focus has evolved to embrace the art of branding and storytelling for professionals, with a particular emphasis on the real estate industry.

With Lily Chris Photography, Liliana has carved out a niche in brand marketing. She considers herself an “influential brand and portrait photographer.”

“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.”

Liliana understands the importance of showcasing REALTORS® as individuals rather than simply highlighting the properties they sell. Her process begins with an initial consultation, during which she delves into her clients’ brands and personalities, seeking to understand what sets them apart.

“I don’t like taking all my clients to big old million-dollar homes and taking photos. It can be included, but I also like to get pictures of them in

their lives — capturing their personalities and having them be the focus of the pictures instead of just the houses they are selling. We are working on getting the community to know, like, and trust them as individuals,” she explains.

Liliana also focuses on authenticity over flashiness. “It excites me during a photoshoot when people can see themselves and feel confident. I have a hair and makeup artist, Rachel Toops, as an additional service, and I aim to really enhance people’s beauty. But we don’t do anything over the top. We want people to look like themselves. People are beautiful the way they are,” Liliana says confidently. “At the end of the day, I want my clients to look like the best version of themselves.”



“““

My passion is to help business owners and highly motivated business professionals stand out in their marketing and online presence.

“”

I want to be known for how I make people feel.

With my children and clients, I want them to feel loved, appreciated, and seen.



Photo by Meagan Keeney



Photo by Mariah Wynkoop

The Content Resource

In addition to traditional photography services, Lily Chris Photography provides content for social media, websites, and marketing materials. Liliana offers programs that cater specifically to REALTORS®, too.

One such program is her subscription option, which provides REALTORS® with regular content they can use in a variety of ways, like video footage to create reels and engage with their audience through social media. The subscription plans offer priority scheduling and

additional benefits, ensuring real estate agents receive fresh, captivating images on a regular basis to support their marketing efforts.

“I know how insanely hectic and busy REALTORS® schedules are, and it changes at any given moment. I am here to help take that task of knowing what content to post each week. I will take that on and get that off their plate while being flexible with scheduling,” Liliana says.

A Life Well Lived

Outside of her business, Liliana cherishes her role as a single mom

to her five children, Mitchell (14), Gideon (12), Canaan (11), RoseLynne (8), and Hazel (7). If she’s not running her kids to their various events like football, show choir, soccer, gymnastics, and other activities, you’ll find Liliana and her family going for walks with the dog, playing card and board games at home, or attending church.

Whether with her clients or her children, Liliana aims to make people feel loved, appreciated, seen, and confident. Through her photography, she strives to enhance her clients’ self-worth and leave a lasting impact on their lives.

“Throughout the years, I have grown to really love the branding and storytelling of professionals in a unique way. I want to be known for how I make people feel. With my children and clients, I want them to feel loved, appreciated, and seen. I want them to leave feeling confident and worthy, maybe more so than they had before I had the chance to work with them.”



Make Up Artist, Rachel Toops, working her magic on real estate agent, Gabby Grijalva with Chinowth & Cohen REALTORS®



For more information about Liliana Gullo and Lily Chris Photography, visit lilychrisphotography.com.

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LINDSAY BIPPUS

with Dream Maker Realty

Lindsay Bippus is a big supporter of her local community.

Whether its shopping local, serving as a board member for the Greater Tulsa Association of REALTORS® (GTAR), the Oklahoma Association of REALTORS®, the Owasso Sales Tax Oversight Committee or sitting on the Professional Standards Committee, she is always ready to give back.

“I just always felt like getting involved in things because it was a great way to meet people and just get to know other people,” said Bippus, crediting her father for setting a good example for her growing up through his involvement in several communities. “It’s just who I am. It’s just how I’m wired, sometimes to a detriment, where I’m like, ‘Oh, why do I have 10 meetings? Oh, that’s my fault. I signed up for this.’”

FOSTERING LOVE

With that in mind, it is no surprise her heart was touched by the kids she encountered while volunteering at a local children’s center.

Bippus, who is the broker and owner of Dream Maker Realty, couldn’t ignore their situations when she knew she had the resources to make a difference.

“Knowing my kids had their own beds in their own rooms and the matching pajamas and a story read to them every night, it just felt like I couldn’t see that and know what was going on and not try to do something about it,” Bippus said. “Especially when at the time I was a stay-at-home mom, and we had extra bedrooms. It just felt like the right thing to open up our home.”



▶ top producer

Story by Kevin Green
Photos by Kenneth Baucum Photography

A Dream Maker

“It just felt like the right thing to open up our home.”





“ 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.”



Before long, Bippus and her husband Michael's foster care and adoption journey was underway.

Their first placement was a pair of 2-year-old twins who stayed with the family for six months. They quickly became part of the family, and though there was a grieving process after the twins departed their home in Owasso, there were more happy times on the way.

The Bippuses went on to adopt two sons who are now 9 and 5 years old, completing their family of six — including a biological daughter (16) and son (14).

“That's kind of part of our story, too,” Bippus said. “We have a pond that we love to go fishing in, and my daughter shows sheep and horses ... That's a big part of who we are, just sort of the country life with chickens and horses.”

DREAM MAKER RANCH
Bippus cares for chickens, horses and sheep on the 23-acre ranch, and cows could eventually join the mix as well.

They also run a boarding and training facility for horses, which Michael — who works in the oil and gas industry — handles for the most part.

However, the Bippuses are fairly hands off in the day-to-day operations of the establishment because they are leasing the barn to a horse trainer.

But that's not all that is happening on the property.

“I also operate an Airbnb business; we have a little farmhouse on our property,” Bippus said. “People rent it because it's kind of in the country, and it's just a cute little farmhouse.”

ON THE MOVE
Bippus moved a lot while growing up because of her father's job as a prison warden, attending three different high schools. The longest they ever stayed in one place was a 4 ½-year stint in Ringgold, Georgia, which is less than an hours drive from Chattanooga, Tennessee.

Coincidentally, one of the places she lived was Owasso.

She met her future husband Michael during her time as an Owasso High School Ram, and the two dated until Bippus moved once again a year and a half later to Tennessee. That wasn't the end of their story, though.

The two reconnected years later in graduate school at Oklahoma State

University in Stillwater, and the rest is history. They've been back in Owasso for nearly 17 years.

“We always stayed connected and then got back together after college,” Bippus said.

HELPING OTHERS MOVE
All that moving experience from her childhood and young-adult life came in handy for Bippus when she ventured into the real estate industry eight years ago.

With her roots now planted firmly in Owasso, she is able to help others navigate their moving journeys, whether they are coming to the Tulsa area from nearby or afar.

“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.”

Bippus has been consistently ranked among Tulsa's top 500 real estate professionals since 2016, and thanks to Dream Maker Realty — which she opened five years ago — she can help her clients realize their home-owning dreams more than ever.

HER WEBSITE BIO SUMS UP HER SUCCESS PERFECTLY:
Although her warm and thoughtful nature endears her to people and builds trust, it is her honesty, transparent communication and dedication that turn these interactions into lasting relationships.

“I just wanted more of a family-oriented type of brokerage that was just a team environment, where you're not getting lost in the mix,” Bippus said. “We operate like a team. We're just a boutique brokerage.”



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Angie McFadden

Jamee Sweats

▶▶ celebrating leaders

Photos by Peak RES
Story by Zachary Cohen



WITH ANTHEM REALTY
leading with a servant's heart

“If there’s one thing we’d want people to know, it’s that we lead with a servant’s heart. That is the culture at Anthem Realty.”

—Jamee Sweats

Toward the end of 2022, Angie McFadden and Jamee Sweats took a big leap in their business, founding Anthem Realty. While profit and growth are essential to the success of any brokerage, Angie and Jamee’s primary intent is to serve their community and those around them. In founding Anthem, each draws on their personal journey as a mother and REALTOR®, aspiring to create a brokerage where families can thrive, REALTORS® can succeed, and the community can be uplifted alongside them.

“It’s not just a business for us,” Angie says. “It’s all about the relationships for us. The people in our lives, we want to draw them in. How can we help you? We love being part of this community, and we want to be the REALTORS® that serve our community.”

A Meeting of Minds

Angie began her real estate career in 2004 while living in Arkansas. Still in her early twenties, she achieved some success over the next four years, but her growing family and desire to continue her education eventually pulled her away from the business. Angie returned to school at OSU and worked in oil and gas for several years while raising her kids. In 2016, she returned to real estate.

“Real estate is all about helping people. I went to school for teaching, and I have always loved teaching buyers and sellers. It’s a huge process. They are nervous when they come to you. So I’ve become accustomed to educating them on the process. That’s my passion in the business,” Angie says.

Jamee was born in Tulsa and spent much of her childhood in Colorado. But Tulsa has always felt like home, and she returned to Oklahoma once she turned 18.

“I didn’t want to leave here and I was always coming back,” Jamee says proudly.

Jamee began her real estate career in 2017 after years in the medical field. She started her real estate journey intending to use her license for personal investments, but it quickly morphed into much more. Jamee’s natural ability to connect with others allowed her to grow a book of business she’s proud of.

“I’ve always loved homes, and the opportunity to serve people is huge,” she says.

Angie and Jamee were friends before they were business partners. The pair met at Life.Church and quickly became best friends. It just so happened they also shared a common interest in real estate.

“We talked all day, every day. We were best friends and already in the same business. Even when we worked for separate companies, we still did things together,”

Jamee reflects. “So it just made sense to team up.”

Angie and Jamee began their partnership as a collaboration of individual agents. It soon evolved into a formal business partnership as team leaders of Anthem Realty.



We love being part of this community, and we want to be the REALTORS® that serve our community.



FAMILY SPOTLIGHT

Jamee has five children, Noah (22), Riley (20), Caleb (18), Bryant (5), and Brooks (4). Her husband, Nathan, leads sister companies Anthem Construction, Anthem Pools, and Anthem Homes. Jamee and her family enjoy going to church, taking short weekend getaways, and hanging out at the roller rink.

Angie has four children, Blaise (20), Aley (18), Cam (13), and Harper (4). Her husband, Zach, is in the process of getting his real estate license and joining Anthem. Angie and her family enjoy simple family time, sporting events, and attending church.

Founding Anthem

By 2022, Angie and Jamee were leading a team of over 15 agents. They were thriving but lacked the support they desired from their brokerage. So, they decided to take matters into their own hands, founding Anthem Realty toward the end of the year.

“We were always taking steps to get closer to that vision. As we moved from brokerage to brokerage, we were becoming more independent. The next step for us was to open our own brokerage,” Angie explains.

“Anthem Realty was always going to happen. It was just a matter of when,” Jamee offers. “By the end of the year, we came to a point where it needed to happen now.”

Today, Anthem Realty is a group of 23 agents and growing. They are a Christ-centered company with a specific appeal to parents and families. Anthem’s family-friendly atmosphere has space for parents to bring their kids to the office and offers ample support when the inevitable family emergency crops up.

“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.”

Growing Into the Future

Angie and Jamee are intent on growing Anthem Realty and serving more people within their community — whether that be agents or clients.

“It is not easy to break into our industry, and if we can help a mom or dad whose primary role is taking care of the kids’ day-to-day life, we want to make that easier for them. If an agent wants to be able to build their business so they can quit another full-time job and become a full-time REALTOR®, we want to help them get there. If someone is looking for additional passive income, we want to help them achieve that. It’s really been a calling and a blessing.

“I always remind myself and our agents that we get to do this work. We get to help people into homes. It’s truly amazing.”

Everything we learned and struggled with, we want to streamline those things for other agents.



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Story by **Zachary Cohen**
Photos by **Denice Toombs-Dotson** with Lasting Impressions Tulsa

The **PLACE** to Be

For the past 30 years, Stacey Turnage has devoted herself to the real estate industry. After many years on the periphery of real estate transactions, she took a leap of faith in 2017 to become a REALTOR®, and the results have been nothing short of outstanding. Now a team leader with Rockford Ave powered by PLACE, Stacey is leading the way by providing innovative real estate solutions for her clients.

The **PLACE** to Be

Stacey's real estate career began in 1993 when she answered an ad to become a loan processor. Over the ensuing years and decades, she worked in various corners of the industry, from working in affordable housing to becoming a Vice President of Mortgage Banking Operations to becoming a foreclosure manager. In 2017, she returned home to Tulsa and launched her career as a REALTOR®. "It was a natural transition for me," Stacey offers. "My kids are grown, and I'm an empty nester, so I could throw all my time into it."

“
I've always been in this industry from a support perspective, but I had never experienced the joy of handing the keys to a new homeowner. That was something else.”

Stacey began her career as a solo agent and, despite her fair share of early challenges, rose to become one of Tulsa's top agents.

“When I closed my first transaction, I realized this is what I'm meant to do. I've always been in this industry from a support perspective, but I had never experienced the joy of handing the keys to a new homeowner. That was something else.”

In July 2022, Stacey made another big move in her business, joining PLACE and founding her team, Rockford Ave. Stacey describes her team, which now includes five agents, as “an old-school neighborhood where everyone helps, energizes, supports, and cheers for each other.” In 2022, Stacey closed \$8.2 million on her own prior to founding Rockford Ave, and the team closed \$9.2 in the second half of the year.

“I'm so excited about his partnership with PLACE,” Stacey beams. “It's an end-to-end technology platform that is revolutionizing the industry and fuels Rockford Ave. As a PLACE agent, I have access to tools and features that make buying and selling easier and more transparent. We're doing a lot. We have an end-to-end CRM that is valuable for agents and clients who get a peak into their transactions. They can follow the transaction from beginning to end.”

On the Horizon

Outside work, you'll find Stacey traveling, spending time with her four adult children and two grandkids, or enjoying a good margarita on the beach. For her, there's only one thing that beats an Italian-made pair of sandals and a walk along the coast — coming through for her clients.

One of Stacey's favorite local events is Hey Tulsa, an event she puts on. Every

month, she gathers community members for a happy hour or brunch with the intent to connect and educate on real estate. As Stacey says, "It's a mix of coming out and having a drink and talking to the community to educate them and connect. It's a different way to approach community building."

Looking ahead, Stacey envisions many more years of real estate success. Although she's been in the

industry for 30 years, in many ways, she's just getting started.

"I see a future of production, collaboration, and making sure we continue to provide exceptional client service," Stacey says proudly. "My legacy is one of fairness, one of genuineness. I aim to teach people to live as their authentic selves by watching my journey."

Fun Fact

Rockford Ave is named after the Tulsa street where Stacey was born and raised. "It's a nod to my childhood and my roots," she says.



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CLASSIC COCKTAIL Old Fashioned

Recipe: Old Fashioned from the kitchen of Parkhill's South

Ingredients -
2 parts Bourbon whiskey
2 teaspoons simple syrup
3 dashes bitters
Orange peel

Combine all ingredients in a mixing glass with ice. Stir until well chilled. Strain into a glass over fresh ice. Garnish with an orange peel, expressing the oils over the top of the drink and placing the peel in the glass.

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cover story

Photos by **Kenneth Baucum Photography**
Story by **Zachary Cohen**

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Born and raised in Beirut, Lebanon, Tony first came to the US in 2000, when he traveled to Los Angeles to photograph the World Championship Of Arts sponsored by former vice president Al Gore. Tony had no intention of going back to Lebanon before obtaining his citizenship.

“It’s everybody’s dream to be in the United States,” Tony says frankly. “I was born in 1974 and grew up during the civil war in Beirut. It wasn’t a childhood that any parent would wish for their kids, but it was an experience that taught me how to appreciate opportunities later on in life.”

After working as a dental technician for eight years in California to obtain his citizenship, Tony moved to Tulsa in 2009 amid the recession. His wife Priscilla followed him in 2010.

“I came to Tulsa to drive a taxi. I had a friend who lived in California and moved out here, and he drove a cab and knew my situation. It was a financially dramatic situation after the crash. He hooked me up, and Tulsa was affordable, so that’s what brought me here,” Tony reflects.

Tony came to Tulsa to get out of debt, but soon enough, he fell in love with the community. He found people to be kind and laid back, and soon, he decided to make Tulsa his permanent home.

Real Estate Calls

Tony drove a cab in Tulsa for the next seven years. By 2016, ride-sharing companies began taking significant market share from taxi drivers, and Tony saw the writing on the wall. He needed a different career.

“We couldn’t make a living anymore. I was looking for real estate classes on Facebook because, one day, I picked up a broker from Florida early in the morning to give a ride to the airport. She is the one who encouraged me to get my license,” Tony reflects. “So I saw an ad on Facebook: Get your real estate license in ten days for \$350. I applied. I went and took the course, paid the tuition, and it took me six attempts to get my license because I didn’t have any educational background. But with two little kids, I didn’t have any other options but to keep trying. Finally with the amazing support of my wife Priscilla, who had tremendous faith in me, I obtained my license.”

The five years Tony spent as a photographer and the seven years he spent driving a cab has helped him significantly. Through pure grit, he closed 27 homes in 2017, building a strong reputation for his integrity and service. From then on, his business soared.

Fast forward six years and Tony is the team leader of The Tony Georr Realty Group at eXp Realty, which closed over \$10 million in 2022. There are four agents on the team, including his wife, Priscilla.

Tony is now looking to take the next step in his career. He's in the process of getting his broker's license with the intent to open his own brokerage in the future. He also recently founded an investment company, Ray N Dav Properties, which is named after his sons.

"It's all about helping other agents," he says. "Traditional brokerages hire agents, provide them with the tools and education, and send them out to seek business. My vision is to do what nobody else is doing — one on one support, provide them with leads, coach them properly, hold them accountable, and teach them how to invest."

A New Life

Tony feels tremendous gratitude for his life. Just six years ago, he couldn't imagine the success he's enjoying. Real estate has brought great joy and abundance into his life.

"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," Tony says.

"From being in a difficult financial situation to becoming a businessman, an entrepreneur, and an investor making six figures, with a lot to show for... I've gained a reputation and respect.

"This is what advice I'd share about my journey: Take advantage of the opportunities that this country has to offer. Take



Family Legacy

Tony and Priscilla have been married since 2006. They have two boys, Raymond (11) and David (9), who enjoy boy scouts, soccer, basketball, and chess. Tony and his family enjoy traveling, especially to Lebanon and California, to visit family and friends. "We are living the dream."

action. Don't just aim; pull the trigger! If you miss, that's okay. Shoot again. Believe that there's a light at the end of the tunnel. If you can't see it, keep

moving forward until you see it. It's that simple. Keep hammering that wall until it falls, and you'll see what's behind it. Keep going."

“
TAKE ACTION.
DON'T JUST
AIM; PULL THE
TRIGGER! IF YOU
MISS, THAT'S OKAY.
SHOOT AGAIN.”



▶▶ upcoming events

EVENT DETAILS

Follow along with us on social media to stay up-to-date with the latest RP news and announcements!

CE DAY & HAPPY HOUR

Join us at Stokely Event Center on September 21, 2023 from 1:00-6:00 pm for our annual CE Day! This year, we're shaking things up. The education portion of the day will take place from 1:00-4:00 pm and will be directly followed by a happy hour networking event from 4:00-6:00 pm. Follow along with us on social media for more details!

PS - Nominations for this year's Fall Ball Awards Ceremony Recipients will be taken at THIS event and will only be open for a limited time. Don't miss your opportunity to submit your nominees!

3rd ANNUAL

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Marci Deanette Utter
October 16, 1978 - July 24, 2023



Denise Lynn Mink
October 23, 1963- August 9, 2023

It is with great sadness that we recognize the loss of two outstanding REALTORS from our community. Please keep these families in your thoughts and prayers.

Marci Utter with Coldwell Banker was a consistent top 500 REALTOR since the production of *Tulsa Real Producers* in 2020. Marci was also recognized as a Tulsa People, TOP 100 this year, an amazing accomplishment.

Denise Mink was a long time top REALTOR over the years working with RE/MAX Life, Chinowth and Cohen, Gibson Homes and others. Denise had recently turned her focus toward other businesses and giving back to the community she so loved. Her daughter Kelsey Mink is a part of our REALTOR community as well, working with Century 21.

These lovely ladies will be missed.

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